

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 23, 1903

Number 1044

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ENGLAND'S EVOLUTION.

It was with unfeigned anxiety that many of the most eminent statesmen of the Old World observed the rising of that tide of liberalism which in the latter half of the nineteenth century swept away so many bulwarks of the ancient order in Western Europe. The English people, indeed, had long regarded with pride the muniments of personal liberty provided by the political constitution of their country, but nowhere more than in England were the privileged classes indisposed to yield to a movement which they very naturally regarded as a menace to their power and prestige. The House of Lords had consented to the passage of Lord Grey's Reform Bill of 1832 under pressure. King William IV. had unwillingly and angrily granted permission "to Earl Grey, and to his Chancellor, Lord Brougham, to create such a number of peers as" would be "sufficient to insure the passing of the Reform Bill." That permission, formally given in writing, might be called, it has been said, the Magna Charta of responsible government, since it established the right of a ministry to break down, by some convenient means, a factious opposition in the Lords. The object of Lord Grey's bill was to deprive the landed interest of Great Britain of a practically supreme control of legislation. Its actual effect was to give a very large share of influence to the middle classes of the towns; but the land-owning aristocracy for many years remained, upon the whole, the controlling element in the body politic. It was not until the half-century

mark had been passed that any serious effort was made to enfranchise the working class, if the abortive Chartist agitation, shortly following the accession of Queen Victoria, cannot be so described. A new reform bill, introduced under the auspices of Lord John Russell's ministry in 1852, failed to pass, and a similar measure met the same fate in 1859. In 1866, Lord Russell being again at the head of the government, Mr. Gladstone, as leader of the House of Commons, renewed the attempt to enlarge the British electorate, and proposed to establish as the electoral qualification a £7 franchise in boroughs and a £14 franchise in counties. This plan, which, according to its author's calculations, would have added some 400,000 to the number of qualified voters in Great Britain, was rejected on a prolonged discussion. Lord Russell at once resigned, and a new ministry having been formed under Lord Derby, Mr. Disraeli introduced and secured the passage of an elaborate reform bill, almost as liberal in its provision as the one which had been so recently defeated. In 1868 Mr. Gladstone, having become Prime Minister, secured the application of the ballot in parliamentary elections. Finally, in 1884, household suffrage was extended to the counties.

It is commonly claimed that these successive enlargements of the electorate have very nearly converted Great Britain into a pure democracy, but the practical outcome of the change has been rather an agreeable surprise to the class by which it was most earnestly deprecated. Mr. Gladstone held that the stability of the political system of his country would only be rendered more secure by broadening its base, and Mr. Disraeli—at least in 1867-68—seems to have reached the conclusion that the great principles of the Conservative Party could not be longer maintained without enlisting the sympathies of the laboring masses. But Lord Salisbury took a very different view of the situation, and when Mr. Disraeli laid before the House of Commons his reform bill in 1867, he refused to support it. Disraeli's theory was that beyond and below the region of democratic aggressiveness was to be found an enduring conservative disposition, which might be depended upon to save the country from violent and revolutionary measures; but it has been said that he lost heart and hope, and ceased to believe that wealth, birth and education would count for much in the future history of Great Britain after his government had been overthrown and Mr. Gladstone returned to power in 1880. If he had lived a few years longer he would probably have re-

turned to his first conviction that it is safe to trust the conservative instinct of the people. The London Times remarked, just after Lord Salisbury's death, his instinctive attitude towards the new movements of popular forces seemed one of distrust and almost of contempt: "He sacrificed his first position as a Cabinet minister rather than follow a great English Peer and a great Jew, who was also essentially aristocratic, in throwing down the barriers of electoral privilege, and, to use a later phrase, in trusting the people. He ended by being trusted by them in a steadier, if not a greater, degree than any statesman of his time, and by evoking from them an enthusiastic support for some of his chief aims." The truth appears to be that the workingmen, the laboring masses, have largely abandoned their old ideals of individualism, and are drifting towards collectivism.

The figures of the United States pension system are prodigious. It has often been said that the human mind can not appreciate or comprehend a billion; that even millions are beyond it. A recent report of Pension Commissioner Ware shows that the Government in the past thirty-eight years has paid out \$2,942,178,145 in pensions. This is almost \$3,000,000,000. The revolutionary war cost the Government \$7,000,000 in pensions; the war of 1812 over \$6,000,000; the war with Mexico \$33,000,000; the war of the rebellion \$2,878,000,000; the war with Spain \$5,479,000, making the total disbursements for the entire time that pensions have been paid \$3,308,000,000. This is surely a statistical argument to prove the contrary of the assertion that republics are ungrateful. The number of applications for original pensions during the last year was 226,002, and the number of applications for increase was 144,083. More than half the applications were rejected, on the ground that no increased disability existed and for other reasons. There are on the rolls 12,862 Spanish war pensioners. The figures indicate what an immense sum of money is annually disbursed in this way. There are very few people, however, who would take the risks the recipients ran for the pension paid in any individual case.

A writer in the National Magazine has taken a long look into the future of the American climate. "On the whole," he says, "the winters will become milder, the summers dryer and dustier." Certainly nobody could gather such ideas from the conditions that have prevailed in recent years.

THE DINING ROOM GIRL.

Another of the Traveling Man's Hotel Acquaintances.
Written for the Tradesman.

If literature and history have neglected the hotel clerk, they have also failed to pay a just meed of praise and fame to the dining room girl, that dream of fair women clad in white duck and the imperturbable atmosphere. She may not be able to pronounce "menu" as the French would pronounce it, but you can not hand her any Canal street language that she does not know. The amount of slang that is used nowadays is something terrific. I never could understand why people would use slang when good, plain English stacks up so much better in print and in conversation makes slang look like an also ran.

You can't blame the girl, however. There are hotels in this country where "draw one" and "two eggs, straight up" and "Adam and Eve on a raft" are a part of the vocabulary. A girl in one of these hotels is supposed to know that "draw one" is coffee, "two eggs, straight up" is two fried eggs frizzled on only one side and "Adam and Eve on a raft" poached eggs on toast.

You can't expect a girl to master much French when she has to absorb a lot of this Chicago English first.

The dining room girl is, however, resourceful. Her natural tact and the imperturbable atmosphere above alluded to help her through many a tight place. I encountered one of these girls in a restaurant a few evenings ago—or rather a friend who was with me encountered her. This girl's French education had been neglected. In consequence it was somewhat out at the elbows. When my friend at my left reached the desert, so called because a man many times has to have sand to tackle it, the girl bent over him in a respectful, attentive, I may even say tender, manner. My friend braced himself, swabbed his lips with his napkin in an elegant Louis XIV. fashion, exhibiting a diamond ring that someone had loaned him for the occasion and murmured in a nonchalant way:

"Apple pie, a la mode."

The pronunciation and enunciation were perfect. It ought to have been, for the young man had practiced the thing before a glass hours at a time, and sometimes after several glasses. The young woman's face wore an expression that would have fitted perfectly the countenance of a puzzle editor and she murmured gently in reply:

"Huh?"

"Apple pie, a la mode," said the man at my left with the confident smile of a man sure of his ground.

The girl vanished behind a screen that, like charity, covered a multitude of culinary sins. In a few minutes—that is, few comparatively speaking—she returned with a piece of plain, everyday American apple pie, without any frills or ice cream on it.

My friend John's face became almost stern. He threw his head back in that commanding way in which

princes and football referees beckon their minions to them and said firmly:

"I said 'apple pie a la mode.'"

"Well, there's your apple pie," she replied almost defiantly.

"But I said 'A LA MODE.'"

"Wait a minute and I'll go see if we've got any."

To the traveling man the smiling face of the dining room girl is a consolation and a relief. The coffee may be poor, even indigent, the pie durable as leather, yea the cake may be stale as a campaign story—but the smiling face of the dining room girl in an oasis in the desert.

She adds sugar to his tea and sweetness to his life. She sets a chair for him at the table and softens his cheerless existence. She accepts large bunches of jolly with the same sincerity and genuineness that they are offered; and when it comes to a jolly, she is a fine advocate of the principle of reciprocity. When people kick on the fare, she accepts it as though she were the landlord and not simply employed at \$25 a month and board. When some philanthropist wants to pay half a dollar extra for his dinner, she accepts that, also, just as though she were the landlord.

When the noonday meal is over she puts off her white duck or her black cashmere and blossoms out in her glad rags. She may not have car fare in her \$2.50 wrist-bag, but she has the air of an heiress. She nods to all her friends and kisses all her female enemies. Of the people she meets she remembers their clothes better than their faces and their pasts better than their prospects. In fact, in all things she is womanly.

There may be those who look upon the occupation of the dining room girl as humble, but it requires more brains to serve a table and do it rightly than it does to run an automobile, play golf or pet a poodle, canine or masculine. There are a lot of girls who can wield a brassie who don't know how to operate a fork. There are a lot of girls who can embroider a handkerchief who can't fold a napkin. There are a lot of girls who can remember poetry who couldn't remember a soup order. There are a lot of girls who can play basket ball, but if it was a napkin that was the ball and a clothes basket the goal they would never make a score. It hardly seems necessary to state that the girl who can't do these things is not the dining room girl. In addition she must be posted on a lot of hotel French that is heard everywhere but in France.

The dining room girl must be both pretty and brainy—and that is a combination you seldom find in society. When it comes to the dining room girl question, you will observe, I can work up considerable enthusiasm. I have great respect for the capabilities of the successful dining room girl. In the West I have heard them called "biscuit shooters." That would seem at first sight disrespectful. I regret to say it, but I have observed that the Westerner who calls a girl a biscuit shooter is more willing to

use a six-shooter in her defense and, although he calls her by this homely name, he often treats her with more respect than his Eastern brother. I have but one thing to say in closing and I say it in all earnestness: Every dining room girl is as much of a lady as any of your ball room acquaintances or your own sister, so far as you know; and that is as far as your knowledge should go.

Douglas Malloch.

Make Each Day an Eternity.

Young men and women sometimes start in life with good fortunes in their path. Early fortune is a bad thing for anyone. Better to meet a failure now and then and learn through experience than to grow ignorantly successful and lose without warning.

The person who gazes into the future and neglects the present would succeed if he became industrious and economical. Half the world leans. Less than half are burden bearers. The remainder are about capable of carrying their own loads.

All there is in life is happening now. Whether the future is previously formed or not we can not say. What the past has been is dead. We are concerned with neither extreme. Our life is being lived now. Live,

therefore, in the present. Make each day an eternity. The opportunities that come in your path this day will never come again. The favorable conditions that are formed about you now may never again be at your command. We are wont to look into the past and think it a pathway of roses because we know how each thing turned out. We look into the future and think of what may come to pass, and as we dream we walk and crush fragrant flowers under our feet.

Yesterday is a burial ground. Tomorrow is a new country. Today, with its trials, its hardships and its successes, is worth living. If you learn no lessons before the sun sets at night count a day against you—a debt that you can never pay. If you have done nothing toward your improvement you have wasted the most valuable gift of creation-time. Each tick of a clock, each monotonous swing of the pendulum brings you so much nearer the day of your death. No matter how much alone you may be, some one has builded hopes on you. Succeed, therefore, even although it be little at a time.

When writing or speaking use plain, pointed words, and, above all, steer away from words of double, doubtful meaning.

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The only mill with an oblique back. One that can be fastened to a flat surface. A mill that grinds and is always ready.

Equally serviceable for spices. Jobbers prices on application.

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Until October 1st.

2,000 Cigars, good smokes, per M.....	\$10.00
90 lbs Sweet Cuba Chewing Tobacco, per lb.....	.28
1,000 pieces men's \$4.50 fleece lined Underwear, per doz.	3.25
1,000 pairs fleece lined Gloves, per doz.....	1.10

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BAKER MERCANTILE CO.

CHICAGO'S CENTENNIAL.

One Hundred Thousand Animals To Be Butchered.

On September 26 the city of Chicago will celebrate its centennial anniversary. One of the most striking features of this occasion will be a tragedy such as Rome in the reign of her most sanguinary emperors never dreamed of. One hundred thousand lives are to be sacrificed, and the butchering is to take place like a performance at the theater. So rapidly will the deadly work go on that even if the public executioners who terrified Paris in the days of Robespierre were able to attend the Chicago celebration they would ejaculate:

"How slow we were!"

The Chicagoans, however, intend to kill animals and not men. Although less exciting, they believe it will still provide a glorious scene, without injuring business interests. The slaughter of one hundred thousand inhabitants would also interfere with the growth of Chicago. Chicagoans are extremely sensitive about the population of their city, and as soon as it gains a few thousands they celebrate the fact. There is even an organization of men, called the "Two Million Club," which has had for its purpose the increasing of the city's population to the two million mark.

Besides the "Slaughter of the Innocents," there will be other notable features in the centennial celebration. It will last a whole week. Among these other attractions there will be a reproduction of Fort Dearborn in one of the public parks, surrounded by an Indian village, inhabited by descendants of tribes that lived on the site of Chicago one hundred years ago; a military parade by United States troops, Illinois National Guard, militia from contiguous states and local uniformed organizations; a spectacle representing the big Chicago fire of 1871, shown by the burning of Roman fire for two hours on the roofs of the skyscrapers and other tall buildings in the area covered by the conflagration; automobile night parade and races, probably at one of the race tracks; a monster pyrotechnic display, repeating some of the features of the display at the dedication of the Louisiana Purchase Exposition; a great industrial parade, with elaborate floats, illuminated, and showing the growth of Chicago industries; a programme of amateur athletics, water sports in the Lincoln Park lagoon, a banquet to visiting mayors, and nearly a score of other events arranged for the entertainment of strangers and inhabitants. Nothing has been overlooked to make the week a gala one in every respect. Special rates have been made by all the railroads, and it is expected that half a million visitors will be entertained in the Western metropolis.

The story of Chicago, from the day of her original settlement by trappers and pioneers to the present, when she stands the second city of the New World, reads like a romance, thrilling with details of disaster and

triumph embraced in the progress from a frail frontier post to a great community holding within its limits more than two million souls. Passing from the destruction and rebuilding of Fort Dearborn to the stationing of a new garrison there after the evacuation in 1823, settlement was again resumed in the vicinity of the post, interrupted at intervals by the Black Hawk War. On the termination of hostilities, toward 1836, the troops were withdrawn permanently and the village of Chicago began to grow. In 1837 a charter for the city of Chicago was granted by the General Assembly of Illinois. The first municipal election was held and William B. Ogden was elected mayor. Two years before that a school census showed a population of 3,279 in the town. Little enterprise, such as is so common in these days, was then known, but the next decade developed great progress. In 1841 the first water works were built; the next year the first propeller was launched, the city's trade made giant strides, and in that year the exports exceeded the imports. By 1844 the meat packing industry got its first start. Progress was rapid after that; the first public school, the first theater and other public institutions followed with the advent of each year. By 1856 Chicago was booming. In twenty years' time the population went from four thousand to ninety thousand. The federal census of 1860 showed the city had 109,263 inhabitants. With the additions to the population the industries and commerce of the city kept stride. By 1870 the population was close to 300,000. The next year—1871—came the great conflagration. Practically the entire city was destroyed, the flames sweeping over three and a half square miles of the best part that had been built up. Buildings numbering nearly eighteen thousand were burned to the ground, and almost one hundred thousand persons were made homeless. The financial loss was \$200,000,000. But the recovery was phenomenal and the city rose from its ruins stronger, more virile and rebuilt to last. In less than fifteen years the population was doubled and progress, bustle and enterprise characterized the people. Hardly more than twenty years after the conflagration that laid the young city prostrate for a brief period, Chicago was again brought to the front by the World's Columbian Exposition. The rapidity with which the White City was built and the completeness of the exhibition proved to the world the spirit of enterprise and business ability of the people of Chicago.

During the years succeeding the exposition the most noteworthy feature of Chicago, in addition to the expansion of her industries, commerce, financial institutions, educational and art developments, has been the improvement in the architecture and general character of the buildings erected for business and other purposes. Beauty of architecture, thorough utilization of space and substantial character are the characteristics of the modern structures that occupy

nearly all the space in the downtown business district of Chicago.

The celebration will begin on September 26, although Chicago's civic history, from the original settlement, really began with the establishment of Fort Dearborn, on August 17, 1803, and the one hundredth anniversary fell upon August 17 last. It was deemed advisable, however, by the public spirited men who projected and have carried out the plans for the jubilee that, owing to the city being practically depleted of some of the best element in what is the midsummer period, the festivities be postponed until this month, which marks the return to town of Chicagoans who are eager to participate in the celebration.

Farm Conditions Are Changing.

The average size of farms for the country as a whole was greater in 1900 than in 1890. This is, of course, a mathematical corollary of the fact that the farm acreage increased faster than the number of farms. It has already been pointed out, however, that the additions to the farm acreage included large tracts of unimproved land in the Western States used as grazing lands. While this has materially affected the average size of farms for the country as a whole, in the older portions of the country there are no indications of any general movement toward a consolidation of farms, or of any tendency on the part of farmers toward the change in the size of farms. Massachusetts east of the Mississippi there was no very marked change in the size of farms: Massachusetts, Rhode Island, Pennsylvania, New Jersey, Ohio, Indiana and Illinois showed a slight diminution in the average farm area, while the other states in this region showed a slight increase.

In the Southern States east of the Mississippi, on the other hand, the increase in the number of farms far exceeded the increase in farm area, and consequently the average size of farms was materially diminished.

Only one-half of the total farm acreage in 1900 was reported as improved, but this represents a gain over 1900 of 57,176,436 acres. Most of this increase in the corn-producing area of the country was contributed by the States of the Middle West, the greatest extension being shown in Minnesota, where the increase during the decade exceeded 7,000,000 acres. Increases of between 4,000,000 and 5,000,000 acres were reported for Iowa, North Dakota, South Dakota and Oklahoma. On the other hand, in many states, the area of improved farm land was smaller in 1900 than in 1890. A decrease is shown in all the North Atlantic States, especially in New England.

This is due principally to a change in the kind of farming carried on in those states: the raising of corn and wheat for the market, having become comparatively unprofitable under the influence of Western competition, has been largely superseded by dairy farming and market gardening. In these pursuits, which are, of course, stimulated by the proximity of a large urban population, the Eastern farmer apparently finds it to his advantage to cultivate less land than he once did, but to cultivate it more intensively. Accordingly the less fertile lands and the meadow lands that can not be mown with machines have in many cases been converted into permanent pastures. The increased average fertility of the land retained under cultivation, the use of the silo and the growing tendency to cultivate corn and forage crops, instead of hay, for winter feed, are all factors which contribute to the same end—enabling the farmer to raise on a smaller area the winter feed for the animals that can be kept during the summer on the enlarged area of pasture land.

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100 one-pound cotton pockets to bale
Pays you 60 per cent. profit

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For whitest, lightest and nicest bread.

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Voigt's Farina—A morning, noon and evening food for both old and young

Try them—you will like them

Around the State

Movements of Merchants.

Olivet—Wm. Green, baker, has added a line of groceries.

Yale—J. Hardy has sold his boot and shoe stock to W. J. Ludington.

Olivet—Losingier & Blake have opened a grocery store in the Blanchard building.

Jackson—C. M. Hartigan has opened a grocery store at 502 North Mechanic street.

Coldwater—A. E. Morrison has purchased a half interest in the grocery stock of Starr Corless.

Whittemore—Simpson Bros. have purchased the grocery and hardware stock of Ambrose B. Wismer.

Howard City—W. H. Skinner & Co. have closed out their grocery and crockery stock and retired from trade.

Camden—J. R. Hadley has sold his dry goods stock to Frank Cortright, of Hillsdale, who has taken possession.

Battle Creek—Reuben J. Spaulding has purchased the interest of his partner in the grocery business of Stevens & Spaulding.

Port Huron—Geo. K. Schnoor, formerly of the firm of Hoeft & Schnoor, of Rogers City, has purchased a cigar and tobacco stock at 301 Huron avenue.

Berlamont—F. E. Ingerham & Co. have sold their grocery and hardware stock to C. M. Wilkinson, who was formerly engaged in the hotel business at Bloomingdale.

Saginaw—The Paul Krause Clothing Co. has filed articles of association. The capital stock is \$10,000, of which Paul Krause holds 334 shares; P. Krause 333 shares, and Louis Mautner, 333 shares.

Muskegon—Walter Vanarkel, druggist, has been taken to the insane asylum at Traverse City. His stock is in the hands of his creditors, who are taking an inventory with a view to ascertaining their position.

Alpena—Olds & McLean, is the style under which Fred L. Olds and Chas. W. McLean will embark in the clothing, hat and furnishing goods business about Oct. 1. Most of the stock was purchased in Chicago.

Calumet—The Star Clothing house has been closed. Nathan Ruttenberg, the proprietor, has arranged a deal whereby the stock is transferred to the firm of Arne & Ruttenberg and that concern will dispose of it.

Portland—The new elevator of Astley & Son is nearly completed and will have a capacity of 8,000 bushels. Last year the firm purchased 10,000 bushels of beans in this vicinity and expect to greatly increase the amount this year.

Saginaw—Leon Gemmill, who has been connected with Morley Bros. for the past five years, has resigned his position in order to associate himself with his father, who is engaged in the hardware business. The style is Wm. Gemmill & Son.

Detroit—The Detroit Slipper & Shoe Co. has filed articles of incorporation with a capital stock of \$5,000. The stock is held by A. M. Salliotte, Ecorse, 160 shares; Henry

Ferguson, Ecorse, 50 shares, and Louis N. Beaupre, Detroit, 40 shares.

Bay City—The grocery stock of E. Meisel & Co., at 522 Washington avenue, was practically ruined by fire and smoke last week. The stock was valued at between \$2,600 and \$3,000, with an insurance of \$2,000. The damage to the building will reach several hundred dollars.

Lamb—M. P. Shanahan, dealer in hay and grain, has organized a stock company to engage in the same business with a capital stock of \$5,000, held as follows: M. P. Shanahan, 329 shares; Jas. H. Shanahan, 150 shares; M. C. Shanahan, 20 shares, and Jos. Walsh, 1 share.

Homer—The Rogers, Sinclair Co., Limited, has been organized to engage in the hardware business at this place. The authorized capital stock is \$6,300, held as follows: Frank E. Strong, Battle Creek, 265 shares; Samuel D. Strong, Homer, 265 shares; Fayette N. Rogers, Homer, 50 shares, and Herbert B. Sinclair, Homer, 50 shares.

Pontiac—George Casey, proprietor of a grocery store on Orchard Lake avenue, has begun suit against the local Retail Grocers' Association, claiming \$10,000 damages. Casey alleges that the Association was the means of cutting off his source of supply in several lines. Casey cut prices and advertised them and claims that the Association took revenge by cutting him off wherever possible.

Hillsdale—The Kline-Norris Co., is the name under which Ford Norris and Geo. J. Kline have consolidated their dry goods stocks. The new company has a capital stock of \$40,000, consisting of \$24,500 in property and \$15,500 in cash. The principal stockholders are as follows: Geo. J. Kline, 800 shares; Ford Norris, 1,700 shares; F. L. Masters, 500 shares; F. A. Roethesberger, 1,000 shares. Mr. Norris will be general manager of the business, while Mr. Kline will have charge of the carpet department.

Manufacturing Matters.

Detroit—The Michigan Patent Brush Co. has removed its plant to Jackson.

Jackson—Foote & Jenks now deliver their perfumes and extracts to their local customers in a four horse power automobile.

Lansing—The National Supply Co., manufacturer of agricultural implements, has increased its capital stock from \$15,000 to \$75,000.

Homer—The Chamberlain - Ryder Manufacturing Co. has engaged in the manufacture of farm implements. It is capitalized at \$35,000.

Marion—Sherk & Thomson, grist mill operators, have dissolved partnership. The business is continued under the style of Thompson & Chapin.

Petoskey—Bert H. Cook, Morgan Curtis and Jas. Sumner have engaged in the lumber business under the style of the Petoskey Lumber Co. The capital stock is \$30,000, held in equal amounts by the stockholders.

Saginaw—The U. S. Horse Radish Co. has been incorporated and capitalized at \$10,000, the principal stock-

holders being as follows: M. V. Brady, 260 shares; J. C. Vogt, 260 shares; J. T. Burnham, 160 shares and O. W. Vogt, 90 shares.

St. Joseph—The Wilford Novelty Manufacturing Co. is the style of a new corporation at this place. The authorized capital stock is \$15,000, held by Martin Howard, 30 shares; J. W. Wilford, 18 shares; L. S. Schulz, 15 shares, and F. L. Pixley, 15 shares.

Ypsilanti—The Comstock Cash Lock & Novelty Co., with a capitalization of \$20,000, has been organized to manufacture all kinds of stamped and metal goods, besides a sash lock. It has purchased the old electric light plant on Cross street and expects to be in operation in a short time.

Kalamazoo—The King Tablet Co., Limited, having a capital stock of \$10,000, has engaged in the manufacture of breath tablets. The stockholders and the shares held by each are as follows: Fred Ross, 2,500 shares; F. A. Mills, 100 shares; A. H. Lotz, 10 shares, and W. H. Maxwell, 10 shares.

Pontiac—The Watson & Gordon Vinegar Co. has merged its business into a corporation under the style of the Gordon Vinegar Co. The authorized capital stock is \$10,000, held by Chas. W. Gordon, Pontiac, 499 shares; Edgar B. Whitcomb, Detroit; Cora J. Gordon, Pontiac, 1 share, and Anna S. Whitcomb, Detroit, 1 share.

Saginaw—The Drummond Island Lumber Co. has been organized to engage in the manufacture of lum-

ber at this place and on Drummond Island. The authorized capital stock is \$25,000, held as follows: F. W. Freeman, Saginaw, 500 shares; Geo. B. Wiggins, Ann Arbor, 500 shares; A. J. Linton, Saginaw, 500 shares; W. W. Dunham, Buena Vista, 250 shares, and W. J. Lawson, Saginaw, 6 shares.

Pequaming—Charles Hebard & Son, whose mills are located here, have awarded a contract to Joseph Gauthier, a logging jobber of Baraga, which calls for the cutting of 22,000,000 feet of pine and its delivery at the mouth of a stream flowing into Lake Superior. The tract to be cut over is near Sauk's Head, about fourteen miles up the lake from Marquette, and the jobber has three years within which to fill his contract. He will cut most of the timber this winter, employing a force of more than 300 woodsmen.

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

Commercial Credit Co., Ltd.

Widdicom Building, Grand Rapids
Detroit Opera House Block, Detroit

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

Vege-Meato Sells

People

Like It

Want It

Buy It

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

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

The M. B. Martin Co., Ltd.

Grand Rapids, Mich.

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market remains firm but unchanged. Holders are still offering but little stock, generally holding for an advance of 1-16c, but refiners have so far refused to pay this advance and what sales are made are at the prices previously quoted. Refined sugar remains unchanged in price, with a moderate demand, but not nearly so large as usual at this season of the year. Dealers are not carrying very heavy stocks, but in view of the fact that beet sugar will soon come on the market, it is not believed that prices will show any advance in the near future unless the raw sugar market should take a sudden jump.

Canned Goods—Reports for the week regarding the tomato output show that while some factories are running full, others again are making a very small output in proportion to the acreage. Taken as a whole, results so far this season, compared with previous seasons, are by no means as satisfactory. Enquiry has been very good during the past week, but offerings from first hands are light, packers not being anxious to sell any more until they know what the outcome of the pack will be. The outlook for the pack of corn is not materially changed. One of the largest packers in Maine writes that unless they have a very warm September and ten days to two weeks in October without frost the crop there will be the smallest ever harvested, probably not over 20 per cent. The demand for corn is fair, but little is offered and consequently very few sales result. Peas meet with fair demand, but show no change in price. There is quite a little call for small fruits and, although stocks are light and prices are high, some sales are noted. There is a very good demand for gallons and 3 pound apples at about previous range of prices. High prices are expected to rule on peaches this year on account of the scarcity of supplies. Salmon continues in very good demand, the activity extending to almost all grades. Stocks on hand are moderate, but are not considered excessive at all and prices are continually going up. The condition of the sardine industry on the Maine coast has not improved and the pack will be materially short. For the first time in many years during the months of August and September, fish of proper size for packing of sardines have not been caught except in limited quantities along the entire coast of Maine, from Portland to Eastport. The average price of fish during the packing season this year is nearly 60 per cent. in advance of former seasons. From the present indications it is not expected that there will be over two-thirds of the average pack of sardines on the Maine coast. It is estimated at the present time that there has been packed over 375,000 to 400,000 cases, which is far below the average. Prices already show an advance of 25 to 30c over the lowest price of the last thirty

days. This is due entirely to natural causes and, unless there is a change in the situation at the canneries in regard to the scarcity of fish, a further improvement in prices is inevitable.

Dried Fruits—The dried fruit market shows no particularly interesting features and the general situation is one of firmness, but with the trade apparently waiting for the fall season to set in before very active buying begins. Stocks of no one article in this line are heavy, but are being very firmly held by owners, as it is believed that the coming season will be a good one for the dried fruit market and as stocks of old goods have practically all gone into consumption now, there is nothing to fear from that source. Trade in prunes is fair for this season of the year and prices remain unchanged, but with a firm tendency. Raisins have quieted down somewhat, the trade now waiting for prices on new seeded, which are expected the latter part of this month. Trade in this line is very fair and prices show no change. There is a continued good demand for apricots, with prices showing no change. Peaches are dull, as has been the case during the past several weeks and not much improvement in this line is looked for soon, as comparatively few dried peaches are sold in this locality. Currants meet with a good demand at unchanged prices. Figs are quite active, but dates show no improvement and are very dull. There is quite an active enquiry for evaporated apples and some sales result. There is a little early stock being offered now and it is moving out fairly well at moderate prices. However, not very much business is looked for until the winter stock comes in freely, which will be in a few weeks now.

Rice—Rice is in good demand, with prices firmly held. There is no prospect of any lower prices being quoted, at least until the new crop goods come in more freely. Receipts of new crop are still small, compared with this time last year, and in a number of cases the quality is not very good, all of which causes holders to remain very firm in their views.

Molasses—The demand for molasses shows a little improvement. Stocks are small and offerings are consequently light, buyers being compelled to pay full prices for everything, with the probability of there being an advance soon. Favorable weather conditions are reported for the cane crop in Louisiana.

Fish—The fish market remains firm and quotations on most grades are rather high. The catch of both codfish and mackerel through the summer has been very light and there is quite a shortage of stock as compared with the last few years. The high prices are also being maintained because of the poor outlook for a good fall catch. All through the summer, up to the present time, the vessels have been greatly bothered by scarcity of bait. The demand continues moderate for all grades, but orders are not for very large quantities but rather for present needs only.

Nuts—Trade in nuts continues good for almost all grades, showing quite a little improvement over the past few weeks. Almonds are firmer for most descriptions, with some advance reported. Brazils are moderately active at full prices. Peanuts are firmly held and are meeting with a good demand. Pecans are steady, but tending upward. Inasmuch as the Texas crop is reported very much shorter than was supposed. Late advices say that the crop will not go over 30 per cent. of an average. Severe rains and winds have beaten off the partially grown nuts, which accounts for the reduction from earlier estimates.

Rolled Oats—The rolled oats market continues firm, but with no change in price during the week. The demand has been good and millers are badly oversold, particularly on case goods.

The Produce Market.

Apples—Eating stock fetches \$2@2.25 per bbl. and cooking varieties from \$1.75@2 per bbl.

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

Beets—50c per bu.

Butter—Creamery is stronger and higher, local dealers having advanced their quotations to 21c for choice and 22c for fancy. Renovated is meeting with strong demand and heavy sale on the basis of 18½@19c. Receipts of dairy grades average poor in quality this week, moving out on a basis of 12c for packing stock, 14c for choice and 16c for fancy.

Cabbage—50@60c per doz.

Carrots—30c per bu.

Cauliflower—\$1 per doz.

Celery—16c per bunch.

Cucumbers—15c per doz. for hot-house; 75c per bu. for outdoor grown.

Eggs—Receipts are moderate and quality better than a week ago. Prices range from 10@20c for candled and 17@18c for case count.

Egg Plant—\$1.25 per doz. for home grown.

Frogs' Legs—50@75c per doz., according to size.

Grapes—The market has been dull and unsatisfactory, but the advent of more seasonable weather has helped things to that extent that both prices and demand are stronger. Concord and Brightons command 80c per bu.; Niagaras fetch 90c per bu.; Delawares command 15c per 4 lb. basket.

Green Corn—12c per doz.

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

Green Peppers—65c per bu.

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

Lemons—Californias, \$3.50; Mes-sinas, \$4.50; Verdellis, \$5.

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

Mint—50c per doz. bunches.

Muskmelons—Home grown Bay Views fetch \$1 per doz.; osage, 85@90c per doz.

Onions—Home grown command 65c per bu.

Oranges—California late Valencias, \$4@4.50.

Parsley—25c per doz. bunches.

Peaches—Smocks are coming in freely, fetching \$1.25@1.75 per bu.

Pears—Clapp's Favorites fetch \$1.25@1.50; Sugar, \$1@1.25.

Pickling Stock—Cucumbers, 18@20c per 100; onions, \$2@3 per bu.

Plums—Green Clauds fetch \$1.50 per bu.

Potatoes—The wet weather and reports of injury to the growing crop caused the price to move up to 60c last week, but the return of pleasant weather has created a reaction and dealers have reduced their paying prices to 40@50c. It begins to look as though the potato growers of Michigan would be strictly in it this season.

Poultry—Receipts of spring chickens are liberal, but fowls are not so plentiful. Local dealers pay as follows for live fowls: Spring chickens, 10@11c; yearling chickens, 8@9c; old fowls, 7@8c; white spring ducks, 8@9c; old turkeys, 9@11c; nester squabs, \$1.50@2 per doz.; pigeons, 50c per doz.

Radishes—China Rose, 12c per doz.; Chartiers, 12c; round, 12c.

Summer Squash—60c per bu. box.

Sweet Potatoes—\$2.90 per bbl. for Virginias; \$4.50 per bbl. for genuine Jerseys.

Tomatoes—60c per bu.

Turnips—40c per bu.

Watermelons—10c for home grown.

It has been brought to the attention of the Tradesman that there are several stations on the Grand Trunk Railway where the agents were not notified to sell tickets to the West Michigan State Fair at the half-fare rate promulgated by the general passenger agents of all of the Michigan railroads. If any of the readers of the Tradesman met a similar experience on the Grand Trunk or any other railroad, the information will be cheerfully received and good use made of it.

The Grand Rapids Specialty Co. has engaged in the manufacture of machine specialties. The new company is capitalized at \$1,400 and held by Carl N. Adams, 69 shares; Raymond Mancha, 69 shares; Anna L. Adams, 1 share, and Delia S. Mancha, 1 share.

The Grand Rapids Automobile Co. has been organized to engage in the manufacture of automobiles. The authorized capital stock is \$25,000, held as follows: Wm. D. Vandecar, 620 shares; C. H. Bull, 620 shares, and J. C. McKee, 10 shares.

Holgren Bros., general dealers at Reed City, have added a line of shoes. The Herold-Bertsch Shoe Co. furnished the stock.

Mrs. James R. Kaley has opened a grocery store at Remus. The Judson Grocer Co. furnished the stock.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

MACKINAC ISLAND.**Place Where Nothing is Free But the Air.**

In the early days the Indians scalped the whites who visited Mackinac Island. To-day the inhabitants bleed them.

Formerly the redskins pulled the white man's hair; now they pull his leg.

In the early history of medicine physicians bled their patients; now they advise them to go to Mackinac and let the hotel-keepers do the job.

The Island is a beautiful one and no mistake and a person could enjoy the place perfectly if it were not for the thought that eager eyes are watching every movement and itching palms are making ready to separate him from his money.

There is but one thought uppermost in the minds of the people who live on this garden spot of the North, and that is to get every cent a man has away from him. They realize a man must have money who visits the resort and so they set to work to get it.

Every tourist is recognized as legal prey. They meet him at the dock when the steam-boat touches and say:

"Come on, boys, let's get it away from him."

And then they begin. If they would take a rock and knock a person down when he first touches land and remove the filthy lucre it would be less cruel and rid the stay on the Island of all the uncertainty and worry, but no, they simply nag and nag and tug and filch and keep up the game until the tourist is a bankrupt and then leave him to the tender mercies of the people on the steamboat, who pester him all the way home.

If a man remains on the Island a week he needs to take with him at least seven pairs of trousers, for he will wear that many out through running his hands into his pockets.

It is dig in the morning, dig all day and dig at night. Pay to the right of you, pay to the left of you and pay all around you.

They charge by the minute at the hotels.

A tourist once remarked that there was nothing free but the air on Mackinac Island, but he was away off. The air is not free, by any manner of means.

In the first place, the atmosphere is invigorating in the extreme. It makes the blood bound and it stirs the liver and makes red blood. Now, all this creates an appetite, and an appetite demands food and costs money, and lots of it, on the Island. Hence, in the last analysis, the very air one breathes up there must be paid for in good hard cash.

In order to have a good time the visitor must pay his way with gold pieces, line his hotel with greenbacks and utterly disregard silver as too mean for notice.

As you touch foot upon this fairy island you seek first a hotel, which you begin to pay for at a certain rate per day. You may purchase the hostelry several times before you leave, but be sure of one thing, and

that is, that the hotel-keeper will not turn over a deed to you upon your departure.

The next thing, of course, is to see the sights. There are many of them, you know, for you have seen pictures of them in the steamboat advertisements. You make a dicker with some half-breed to take you around in a carriage and he whisks you over the Island in a jiffy, hurrying as fast as he can to get back and find another tourist.

You take a squint at the old fort, of course, as you can not escape that. The guide will rattle off a tale of horror as you are hurrying by and the next thing you know you have arrived at Skull cave, where one Alexander Henry is said to have slept a night or two on a mattress of skulls in order to save himself from an early and enforced baldness at the hands of some playful aborigines.

As you pass this place you remove your hat and feel of your shining bald spot and chuckle to think what a hard time an Indian would have in trying to scalp you.

The next places of interest are as cheerful as the cave. They are the two cemeteries. On one side the Protestants sleep their last sleep and on the other side the Catholics. In life they differed and in death they are separated by a gravel road and two broad fences.

Under shady trees and over good roads the carriage rolls and you get a sight of Fort Holmes, and there is the inevitable vender of relics of Mackinac Island with the Chicago trade-mark on them.

Just why people who visit the Island should purchase oriental rugs, fancy vases and the like it does not appear, but on every hand swarthy people proffer souvenirs of the place that were made in big factories far away from Mackinac.

Sugar loaf rock, the arch rock and a lot of other things flash by as the driver whips up his horses and before long you are back to your hotel. It certainly is your hotel all right. You have partially paid for it already and you have come to stay a week.

You take a seat on the hotel veranda and watch the people pass. They have come to the resort supposedly for rest and recreation, but how strenuous they are in pursuit of pleasure. Women pass in trailing skirts and the men are dressed in the height of fashion. They insist upon all the comforts of a great city up there in the wilds, where they should be roughing it and enjoying nature as the Indians did long before it became fashionable to go to the Island and spend money.

If it is Sunday you obey the summons of the church bell and saunter down to St. Ann's. There you expect to find a simple service attended by unostentatious people, but you find the edifice filled with women in their silks and satins and your dream of simplicity is disturbed by the swish of silken skirts as proud women walk the whole length of the church to take the front pews.

There are about 600 half-breeds

on the Island and they have eager, beady eyes. They are on the watch for a chance to get money. They feel that the white men have cheated them out of their ancient rights, have robbed them of their ancient hunting grounds and have despoiled a once mighty race, so now they await a chance to get even. They aim at the pocketbook. No more they hanker for scalp locks; they want greenbacks.

And for those same greenbacks they get firewater and for firewater they obtain happiness, and that is what we are all after, anyhow.

But you can most always tell a man that has spent a little time on Mackinac Island.

He walks a little lame.

The Man and the Woman.

A man will run as fast as he can to cross a railroad track in front of a train. Then he will watch it until it goes out of sight. Then he will walk leisurely away. He seems to be all right and probably is. That is a man. A woman in a street car will open a satchel and take out a purse, take out a dime and close the purse, open the satchel, put in the purse, close the satchel and lock both ends. Then she will give the dime to the conductor, who will give her a nickel back. Then she will open the satchel and take out the purse, put in the nickel, close the purse, open the satchel and put in the purse, close the satchel and lock both ends. Then she will feel for her buckle at the back of her belt.

**RETAIL MERCHANTS**

everywhere in every line of business can easily double their trade by using our "Union" Trading Stamps. We will place them with one representative store only, in each town. They are the most equitable trading stamp in use, are recognized by trades unions and cost less than one-half of other stamps. They are redeemable amongst the merchants themselves in merchandise, from whom we redeem them for cash. Write for full particulars.

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

Buckeye Paint & Varnish Co.

Paint, Color and Varnish Makers

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL-ROCK FINISH for Interior and Exterior Use

Corner 15th and Lucas Streets, Toledo Ohio

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

Opportunities!

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

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

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

TRADESMAN COMPANY

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

MACHINE MERCHANTS.

Men Who Do Not Keep Their Eyes and Ears Open.

In the physical world there is a force which is called inertia, the tendency of matter to continue in motion in the same direction in which it is started. When an impetus is given to a mass of matter starting it in motion, inertia keeps it moving in that same direction until the mass is stopped by some other force. Thus if a cannon ball is fired from the mouth of a cannon the tendency of the ball of iron is to continue in motion indefinitely in the direction in which it is fired. But other forces, such as gravity and the resistance of the air, finally overcome its inertia and bring it to a stop.

Under various names this force is also active in the vegetable and animal worlds. A plant grows in the direction in which it is first bent; the tree is controlled by the inclination of the twig. In the human race the force manifests itself in habits, the inclination which the human being has to continue to do whatever it has been accustomed to doing. In general it may be said that it is one of the greatest fundamental laws of nature.

This force of inertia is a controlling force in the success or failure of business. It makes and unmakes fortunes. It produces enormous wealth and creates enduring happiness, and it brings about extreme poverty and causes hopeless misery. In the fabric of society it keeps the classes separate, holding each social class to its own limits and placing impenetrable barriers between them. In business life it closes a man's eyes to the opportunities for making money outside of his own particular line.

An illustration will serve to show how this force blinds its victims in the business world. Suppose a man to be in the grocery business in a Western town. He buys his supplies regularly of the wholesalers, checks up his accounts regularly every evening, marks his goods so that it leaves him a profit and endeavors to get the best prices and as many customers as possible. Gradually he becomes accustomed to the routine of business; to his daily duties and the systematic management of his store. It occupies his time and he finally comes to look upon his day as practically laid out for him in advance, each portion of it being devoted to some regular part of conducting the business. He grows to be a machine, automatically taking care of his store, his customers and his accounts. After once getting into this rut, the probabilities are that he will remain in it the rest of his life. Any surplus which he makes is put back into the business. He may die, leaving behind him a very respectable kind of a grocery store. Or, if he shares the usual lot, he will just about manage to get a living out of his business and leave enough to pay his funeral expenses. Such a man has lived in the inexorable grasp of the force of inertia.

Now, let us see for a minute what this means in his case. Let us consider what has been going on around and about him. During a single month the following happened:

A man came in his store one day and outlined to him a plan for controlling the dairy output of that county.

Three of his friends wanted him to go in with them in organizing a company for the development of coal lands in the district.

A mining prospector offered him a half interest in his claim in exchange for a little money and a winter's supply of groceries.

An acquaintance in Seattle made a proposition to him to act as manager and buyer for a provision company in Alaska.

This was a fair sample of what occurred every month in the year.

He was not interested, however, in any of these things and put them to one side. His eyes were on the ground, on his business, and the force of inertia would not allow him to raise them or to see the chances for wealth about him. Golden opportunities might stop at his door and pound to get in. But nothing could disturb the repose of the victim of inertia.

And thus it is that this force operates. It keeps a man's mind riveted to the details of his own business and blinds him to the multitude of opportunities which lie all about him.

You may meet a man upon the street and ask him what he thinks of such and such a mining stock, and he may answer that he is "not interested in that kind of thing;" you may meet another and ask him about real estate, and another about manufacturing, and receive the same answer. And what they say is true. They are not interested in that kind of thing because their horizon is limited to only one field of activity. In that field they are hemmed in as effectually as the Chinese within their own wall, unable to realize that there is a whole world of activity around them. The thing which they are interested in may be a losing venture; that makes no difference. It may be a line of business or an enterprise which is necessarily and inevitably foredoomed to failure; that makes no difference. It may be something which can not under any circumstances ever produce anything but a bare living; that makes no difference. The victim of inertia regards it nevertheless as the only field of activity for him, and to invest his money in any other manner seems to him to be absurd and almost impossible.

The man who refuses to get into a rut is the one who succeeds. The business man who has the strength of mind and the will power to free himself from the bonds of inertia, to erase prejudice from his judgment, and to look about him with unbiased opinion and with determination to invest his money in promising propositions, no matter what his own line of business may be, is the one who deserves and who will earn success and prosperity.

RANDOM REFLECTIONS.

One of the most interesting features connected with the real estate business of Grand Rapids is the steady enhancement in the value of Monroe street property. When Thomas M. Peck stated about a dozen years ago that he would pay \$1,000 a foot front for business property anywhere on Monroe street, he practically established the value of that class of property, because Mr. Peck is known as a man who does not say one thing and do another. A couple of years later the late Ransom C. Luce offered his 70 foot frontage at the corner of Ottawa street—the location of the old Luce block—to D. D. Cody for \$68,000. The offer was accepted on the spot, with the understanding that the papers were to be executed the next day, but the next day dawned bright and sunshiny and Mr. Luce weakened and declined to complete the deal. The same property, minus the building, was sold over a year ago to Wm. G. Herpolsheimer and sons for about \$90,000, and if it was on the market to-day, a certain Grand Rapids business man insists that he would give \$150,000 for it in the belief that it is worth \$175,000, which is at the rate of \$2,500 a foot front. The Peoples' Savings Bank corner—20 feet frontage on Monroe street and only 90 feet deep—could have changed ownership recently on the basis of \$50,000, but the present owners refuse to consider any offer less than \$75,000, which is at the rate of \$3,750 per foot front.

It is no longer a secret that a representative of Marshall Field & Co. was here a few days ago for the purpose of securing a long-time lease of the Herpolsheimer building. It is hardly necessary to record the fact that his mission was not successful.


The independent position taken by local manufacturers of furniture in serving notice on their workmen that they will refuse to recognize the union and employ non-union or union men, without prejudice to either, removes all incentive on the part of the employee to unite with the cohorts of anarchy and unrest. They will very properly argue that if they stand just as good a show for employment outside the union as in, there

is no reason why they should join hands with an oath-bound organization whose principal objects are to furnish employment to walking delegates, prevent the possibility of pleasant relations between employer and employe and destroy the prosperity of the country by means of the strike, the boycott, the torch and the bludgeon. The furniture workers of Grand Rapids have very generally held themselves aloof from union influences in the belief that union domination would deal a death-blow to the furniture industry of Grand Rapids, and the action of the manufacturers in organizing a compact body along broad and generous lines and sounding the warning note against the arrogance and unjust demands of the union will do much to reassure the workers on this point and effectually prevent any further growth of unionism in an industry which has thus far been singularly free from the blighting shadow of the walking delegate.

* * *

Contracting carpenters state the recent uncalled for and unsuccessful strike on the part of the union carpenters has resulted in arraying public sentiment against union adherents to that extent that nearly everyone engaged in the work of building or repairing insists on having non-union men do the work. Various reasons are assigned by people in expressing this preference. Some assert that non-union men do twice as much work as union men, which everyone at all familiar with the situation is willing to concede. Others insist that union carpenters are invariably profane in speech and filthy in habits. Others, again, claim that union men are seldom good workmen, which can not be gainsaid, because no good workman will consent to bend his neck to the yoke of the walking delegate except under compulsion. So strong is the feeling against union carpenters that most of those who took part in the recent strike have been compelled to leave town, while non-union workmen from the cities and towns hereabouts have come in to take their places.

Common sense and dollars and cents will usually be found together. Cultivate the former and reap the latter.



PREPARED MUSTARD WITH HORSE RADISH

Just What the People Want.

Good Profit; Quick Sales.

THOS. S. BEAUDOIN, Manufacturer

Write for prices 518-24 18th St., Detroit, Mich.



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Asphalt Torpedo Granite

Ready Roofing.

THE BEST PROCURABLE

MANUFACTURED BY

H. M. Reynolds Roofing Co.,

GRAND RAPIDS, MICH.

Write for Samples and Prices.



Devoted to the Best Interests of Business Men

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Entered at the Grand Rapids Postoffice

E. A. STOWE, EDITOR.

WEDNESDAY - SEPTEMBER 23, 1903

STATE OF MICHIGAN } ss.
County of Kent

John DeBoer, being duly sworn, deposes and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of Sept. 16, 1903, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this nineteenth day of Sept., 1903.

Henry B. Fairchild,
Notary Public in and for Kent county, Mich.

TRADE WITH THE TROPICS.

Commerce is naturally between the peoples of different climates and zones of latitude; that is, between the North and the South.

People in the temperate zones produce articles that are not to be had in the tropic regions, while at the same time tropical products so much in request in temperate zones can only be procured by an exchange of merchandise.

Ordinarily, people living on the same lines of the earth's latitude, and therefore in general terms in the same climate, produce the same sorts of articles, and where, under ordinary circumstances, the natural products are the same, there would be little commercial interchange.

Thus it was that the earliest commerce was between the tropic regions of Asia and the temperate zones of Europe. After the discovery of America an enormous trade grew up between the tropical parts of the New World and the temperate zones of the Old.

Ordinarily, the only considerable trade between peoples in the same zones of latitude would be in manufactured articles, since the natural products of the earth are the same, and this was the exclusive character of the trade between Europe and North America, until it became known that the lands in several European countries that have been tilled for thousands of years will no longer, without excessive cost for manuring, feed their own people with the products of the soil.

For a long period the United States did not ship grain and meats to Europe because the countries of that continent were able to feed their own

people, but this is no longer the case, and the result is that enormous quantities of breadstuffs and meat are shipped to Europe to feed the people of those countries.

For a long period also the people of the United States were almost wholly dependent upon Europe for manufactured articles. All this is changed now, for with the aid of labor-saving machinery we in America can manufacture about all we need of any article of common use, and as a result our dependence on Europe for such things is steadily diminishing.

But commerce between the North and South in every part of the world must constantly increase, because each section possesses products which the other must have, and which can only be got by the processes of exchange and interchange.

The American Republic covers so vast an extent of the earth's surface that it reaches down into regions that are fairly tropical, and up to those which approach the north pole, and as a result the country produces everything save some articles that are grown only in the equatorial regions, and thus it is that there is an immense exchange of these home products between the several sections. But in addition to this, an immense trade is carried on with foreign tropical countries.

The United States Department of Commerce and Labor, through its Bureau of Statistics, reports the value of the tropical and subtropical products brought into the United States in the past year as over \$400,000,000. In 1895 the value of this class of merchandise imported was only \$300,000,000; in 1875, \$200,000,000, and in 1870, \$140,000,000. Thus, the value of the tropical products brought into the country in the year just ended was about three times as much as in 1870, twice as much as in 1875, and one-third more than in 1895.

Even these figures do not show the real increase, because of the great reduction in prices of many of the articles forming this huge total. The value of the sugar of tropical production brought into the country in the past year, for instance, was \$104,000,000, as against \$70,000,000 in 1870; but the number of pounds brought in from the tropics last year was more than four times as much as in 1870. The total number of pounds of tropical sugar brought into the country last year was over five billions, including that from Hawaii and Puerto Rico, while the number of pounds imported from the tropics in 1870 was less than a billion and a quarter.

The value of the coffee brought in last year was \$60,000,000, as against \$24,000,000 in 1870, yet the quantity last year was 923,000,000 pounds, as against 235,000,000 pounds in 1870.

The one-half million pounds of silk brought in in 1870 was valued at \$3,000,000, while the 15,000,000 pounds in last year was valued at about \$50,000,000.

The 43,000,000 pounds of rice brought in in 1870 was valued at \$1,000,000, while four times that quantity

brought in last year was valued at \$3,000,000.

The 47,000,000 pounds of tea brought in in 1870 was valued at nearly \$14,000,000, while the 108,000,000 pounds brought in last year was valued at less than \$16,000,000.

The average cost per pound of the sugar brought into the country in 1870 was about 5 cents, while the average cost last year, including that brought from Hawaii and Puerto Rico, was about 2 cents per pound. In India rubber, however, conditions are reversed, the average cost per pound of the 10,000,000 pounds brought in in 1870 being about 36 cents per pound, while that of the 55,000,000 pounds brought in last year was over 55 cents per pound.

The tropical islands of the United States contributed nearly \$50,000,000 worth of the \$400,000,000 value of tropical products brought into the country last year. Over \$26,000,000 of this was from Hawaii, more than \$11,000,000 worth from Puerto Rico, and more than \$11,000,000 worth from the Philippines. In 1896 they contributed \$19,000,000 worth to the tropical requirements of the country.

What do we get from the tropics? The answer is: A hundred million dollars' worth of sugar, sixty millions of coffee, fifty millions of silk, thirty millions of India rubber, fifteen millions of tea, besides fibers for cordage, gums, cabinet woods, medicinal barks and roots, dye woods and innumerable other articles. This is a trade that will grow forever, because it is the only trade founded on imperative natural laws.

The women of the Vanderbilt family have a great social reform in view. They have decided to use their influence and example to abolish the "coming out" reception that is now employed to mark the social debut of young ladies. It is regarded as quite unnecessary and altogether superfluous for those who are born in society to "come out." They have only to assume the positions that are theirs by birthright. Still we shall probably continue to hear of the social debut of society buds. Thousands of young women will insist on making a splash when they get into the swim.

Automobiles are enjoying a greater degree of vogue in England than in any other country. The bicycle manufacturers are nearly all going into the auto industry. If not they are going out of business entirely. England has good roads for touring and that helps the popularity of automobiles. In this country it is on the contrary hoped that the popularity of automobiles will help to make popular the good roads cause.

It is not only in books that hair turns gray in a night. A man who was struck by a train at Rochester escaped with slight injuries, but he was so frightened by the experience that his hair became gray within two hours. The progress of the change was noticed when the man was taken to the hospital and excited great interest among the doctors and attendants.

GENERAL TRADE REVIEW.

Uncertainty and conflicting reports as to the prospect of securing crops and the interference of the Jewish new year holidays are operating to keep reports of stock market dulness about the same as for weeks past. Trading is mostly professional, and what with attacks from both sides there is little of significant movement in any direction. Unsettled political conditions in the British cabinet and the intensifying disturbances in the East are enough to effectually counteract any supporting influence in the foreign financial field.

Industrial indications are just now being watched with unusual interest. It is anomalous that steel shares should be making low records of price quotations while wages are at the highest known. The closing of a few mills for repairs is given undue prominence in view of the fact that the rest are in full activity. While orders are not crowding for far away delivery, as was the case a year ago, much business is being booked and the outlook is for active production for a long time to come. It is not strange that there should be hesitation in the placing of far distant orders in considering that the present high cost of production is so likely to have revision. There is yet no abatement in demand for prosecution of industrial undertakings. Building operations, which have been interrupted by wage disputes in the great cities are being resumed. The work of railway betterments goes on apace, and pressure on transportation facilities is so great that reports of car famines are common everywhere. Thus there is no abatement in the reports of railway earnings, which are constantly making new records.

An era of good weather extending over all of the country gives assurance that crops will be secured in better condition than had been anticipated. This gives assurance of normal conditions in the grain markets, for the lack of foreign demand on account of the competition of other fields at present prices seems likely to leave plenty in our own markets.

Cost of production on account of excessive cost of staples and the high wage scales is still the hindering factor in the textile world. In this, as in other branches of industry, there is no limit to the demand of wage earners, notwithstanding the evident fact that the continued pressure for the utmost to be obtained is operating to cut down the industries, and if continued must create a material reaction. Conditions in cloth manufacture are better in spite of these hindrances and the shipments of boots and shoes continues without abatement.

The "no breakfast" idea is now heralded as a cure for rheumatism. A New Jersey woman who had been afflicted for forty years claims to have lost all her aches and pains since she began eating breakfast at noon. It may be at least said that the alleged cure is an easy one and within reach of all. It costs nothing to try.

SILK IN THE UNITED STATES.

The increasing wealth of the American people has greatly stimulated luxurious habits of various sorts, and one of these is the wearing of silks.

There is no raw silk of any account raised in this country, although there is no reason why it could not be produced here on a most extensive scale, and all used here is imported from abroad. The importations for the fiscal year which ended June 30 were the largest in the history of the United States.

Statistics just compiled by the Department of Commerce and Labor, through its Bureau of Statistics, show that for the fiscal year ending June 30, 1903, 15,271,340 pounds of unmanufactured silk, valued at \$50,011,819, were imported as compared with 14.2 million pounds in 1902 and 10.4 millions in 1901. From this silk our manufacturers will make finished products valued at over \$125,000,000.

Of the \$50,000,000 worth of unmanufactured silk imported, practically one-half comes from Japan; the raw silk from that country in the fiscal year just ended being valued at 24.6 millions of dollars. Italy furnished nearly 13 millions; the Chinese Empire, 8.9 millions; France, 2.2 millions, and all other countries only a little over \$300,000 worth of raw silk. Besides this, there was a little over a million dollars' worth of silk waste imported, which is used principally in making "spun silk," and is classed as unmanufactured silk in the statistics of imports. Notwithstanding the increase in the quantity of unmanufactured silk which is brought here to be made into fabrics by our own manufacturers, the importation of manufactured silks does not fall off.

The manufacture of silk in the United States has had an enormous growth. In 1850 there were made in the Union about two million dollars' worth of silk goods, chiefly sewing silk. In 1870 the manufactured output was \$12,009,000; in 1880 it was \$41,000,000; in 1890 it was \$87,000,000; in 1900 it was \$107,000,000.

The manufacture of silk out of imported material in this country is an interesting fact and its history is worth attention. Silk was raised in several of the older states of the Union, and it was worked up in the homes of families as were wool and cotton. As a household industry it attained considerable proportions, and the cloth woven was solid, strong and of extreme durability.

A small mill was started in 1810 at Mansfield, Conn., and in 1815 another was opened at Philadelphia. In 1850 the Cheney's, who subsequently became extensive manufacturers, opened a mill at South Manchester, Conn. About the same time John Ryle commenced the manufacture at Paterson, N. J., and French spinners were brought over to lead in the work. Paterson has now become the Lyons of America, although there are extensive manufactures elsewhere, the mills in the United States working up more than fifty million of dollars of raw silk in a year.

But as has been stated, all this material is imported from abroad.

When it was known soon after the settlement of this country that the bombyx, or moth, that produces the silkworm, was found wild in most of the original English colonies, efforts were made to secure the culture of silk. Bounties were offered to the Virginia colonists to plant mulberry trees, upon the leaves of which the worm best thrives. There was a considerable movement in several of the colonies, and in the year 1750 the production of silk in Georgia was ten thousand pounds. The business went on until the outbreak of the War of the Revolution, but subsequently it revived, and about 1830 silk culture was protected by a tariff, which, however, was withdrawn in 1833.

In the meantime there had broken out a wild speculation in Chinese mulberry trees of the species *Morus multicaulis*. These were imported and propagated in large numbers and plantations of them were made in many of the older states. People everywhere went to raising silkworms without realizing that they required extreme patience, care and attention. As a result, many persons were wholly unsuccessful and disappointed, and the famous financial crisis of 1837 made an end of the entire business. Since then, in spite of repeated spasmodic efforts to revive it, the growing of silk in the United States is entirely inconsiderable, and cuts no figure in the silk business.

There is no question that the climate and vegetable products of the Southern States are eminently adapted to silk culture. The American people lack the patience, the persevering attention to the business, the incessant watchfulness, the economical care of all the details that are required to make a success of the business, and unless it should be taken up by Italians, Chinese or other foreign races who are accustomed to the industry, there will be no silk culture for a long time in the United States.

Mexico is just to the south of us, but we do not hear much about what is going on there. Americans, however, are active in Mexico, and the country is rapidly becoming Americanized. It is said that \$500,000,000 of American money has been expended in developing mines, railways, cotton fields, stock raising and other industries. Americans are certain to do the same thing in other countries of Central and South America. The construction of the isthmian canal and the proposed railroad to connect the two American continents will give a great impetus to development. Another generation will witness tremendous strides.

It is probably true that the Turks, man to man, are the finest soldiers in Europe. That is, they are naturally the best fighters. They are not the best equipped. If they were there is no single nation in Europe that could whip them. The Turks are not at all admirable, but it must be admitted that they can fight like furies.

IT IS A BUSINESS MATTER.

It has been said time and time again that business is after all one of the strongest and most effective influences for temperance and good habits generally. There is no room successfully to dispute this proposition. An instance in point is the notice recently posted in its works at Chicago by the managers of the Western Electric Company. This concern employs about 1,500 men, of whom 300 are college graduates. The notice reads like this: "Playing the races and all other forms of gambling, immoral conduct and the excessive use of cigarettes greatly impair one's usefulness. The best business houses in the city do not desire the services of those who practice any of these things. Notice is hereby given that any employee who abuses himself is subject to dismissal." It is said that within the last two weeks the Illinois Central, the Chicago, Burlington & Quincy, Marshall Field & Company and Farwell & Co. have posted notices of similar character. Much the same thing has been done by other establishments in other localities.

This warning will prove a great deal more efficient than all the lectures which could be delivered or all the articles that could be written cautioning young men against these or like excesses. Employers who make and insist upon observance of such rules are not in any sense puritanical or unreasonable. They have the right to expect the most intelligent service that can be rendered. A person whose brain is befuddled with cigarettes or liquor is thereby incapacitated from doing his best. Those whose minds are diverted by gambling, be it on races or in stocks, can not apply themselves as they could otherwise. Habits formed by the young are liable to be lasting and young employees who find these habits irresistible will grow worse rather than better. In these strenuous days of the liveliest sort of competition every one must have a clear head and a steady hand if he is to make his way in the world. Large employers of labor, especially those in railroads, electrical construction, etc., realize that much depends upon the level headedness of their employees. Consequently they constantly maintain a surveillance and those who do not observe the proper rules of living and of conduct are quietly dismissed and their places filled by others who promise greater reliability. These employers realize that the time to lock the door is before the horse is stolen. They seek to discharge men where they think there is liability of negligence and before that negligence results in disaster. It has come to pass that temperate, moral living is an absolute essential to success in business. Every young man should bear in mind and appreciate this fact.

WHERE CANCERS FLOURISH.

Among the very valuable and substantial services rendered by the medical profession is the collection of statistics about various diseases showing increase or decrease from one decade to another, and showing in what re-

gions this or that disease is most prevalent. Cancer has long been considered one of the worst afflictions a person can suffer. Many deaths annually result therefrom and such deaths are always preceded by great pain and hardship. Various methods of treatment have been devised, including proprietary remedies, the surgeon's knife and the X-ray, each having its advocates but none of them being absolutely sure. The mortality among cancer patients is evidently larger than it would be if proper medical or surgical attention were not too long delayed. According to the United States census there were 29,475 deaths from cancer in 1900. The disease appears to be increasing in prevalence, because in 1,000 deaths from all known causes in 1890, 22 were from cancer, while in 1900 the number had increased to 29. The death rate had increased to tumor was the highest on the Pacific coast, next highest in the timber region of the Northwest, while in the Southwest Central region and in the Mississippi River belt the rate was comparatively low.

Dr. Alfred Wolff, of London, has made some very thorough researches in Europe and gathered very interesting cancer statistics upon which he bases some very suggestive conclusions. He says that there has been a steady increase in mortality from cancer during the last thirty years. For instance, out of 100,000 deaths in England in 1890, 67 were from cancer and in 1900 the number had risen to 82. In Ireland for the same years the increase was from 46 to 61; in Prussia from 45 to 61; in Holland from 79 to 91, and in Norway from 61 to 84. Dr. Wolff declares his investigations lead him to assert that there are distinct areas of high cancer mortality. A great many physicians and surgeons, especially in the United States, assert that heredity has something to do with it, but this theory Dr. Wolff does not accept. He holds that regions of high cancer mortality are for the most part regions of woods and forests. He says that in the districts deprived of timber there are comparatively few cases of cancer. The disease is most prevalent along rivers with head waters in dense forests, and he draws from this fact the conclusion that infection may in some way come from the woods. As against the heredity theory he cites the fact that cancer is prevalent in Norway and Bohemia, and yet that Norwegians and Bohemians living in the United States under other conditions are not specially susceptible to the disease. These figures are of general interest and to the medical profession are important as containing some suggestions.

Killing a cat is no easy task. Even the most learned men have been known to give it up in despair. A Philadelphia professor who undertook to kill a feline to oblige a neighbor the other day killed himself instead. In pursuing the cat under a porch his revolver was accidentally discharged, sending a bullet crashing through his brain.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The attitude of buyers shows but little change from that which has been evident for some weeks past, and, in fact, ever since the buying for fall commenced, and they are very slow when it comes to placing orders for the future. The buyers are naturally hoping and looking for the prices of cotton to become low enough to affect the cotton goods market and in these hopes they are encouraged by the reports of large crops through Government sources. So far, however, the sellers have not become affected by this, and they show no evidence of a desire to make prices lower. Naturally there are many enquiries from a variety of sources for lower prices, but they have no effect on the sellers. There seems to be a good prospect of the export trade starting up as soon as prices become a little easier, for there is considerable enquiry from this section.

Wool Dress Goods—The dress goods market shows some strong features, and the business thus far booked is considered to be of a very satisfactory character, yet there are many weak points found. The agents have been slow in opening the finer ranges of goods because of some uncertainty in regard to prices. The conditions are something similar to those that existed earlier in the season in the men's wear market. The tendency of the buyers to sell manish effects in fabrics for women's suits is viewed with considerable satisfaction by the manufacturers and agents, for it certainly opens up an outlet for piece goods that promises to be at once of good size and profitable. Such goods have had a strong hold in the trade for the fall and winter, and the success here promises well for the spring of 1904, and so far excellent orders for these lines have been booked. Particularly strong are such fabrics as flaked cheviots, Scotch effects in cheviots, homespun, crashes, tweeds and a broad range of mohair effects in plain and fancy designs, and there seems to be every indication that these goods will be extremely fashionable for next spring and summer. It would be a comfort to many manufacturers if the tendency of women's styles should turn towards worsteds in some way or other, but this seems to be entirely out of the question and only the woolen end of the business, the one which is already promised to be well cared for by the clothing demand, is the one to be affected, and it is to be deplored that the manufacturer of fabrics can not occasionally have some say in regard to what the fashions will be.

Carpets—Manufacturers are paying little attention to anything else than contracts which they have on hand, and in consequence there are few salesmen on the road just now in search of new business. A majority of the $\frac{3}{4}$ mills have their season's business well in hand and are not in

a position to accept any further obligations of the initial order and some will not be able to take on any duplicate business next month as has been the custom in the past. The large Eastern mills, in making their contracts in May, in many cases took on such heavy business that they can be safely said to be out of the market until the spring goods open in November. Only the mills stopped by labor troubles during the past season are in a position to accept orders to be filled before November and these mills are largely made up of concerns producing ingrain. These same mills are fairly well supplied with orders for goods to be delivered in the immediate future and the chances are that they will be busy while the present season lasts. In jobbing circles things are reported to be in a very fair shape. Retailers, while of a rather conservative turn of mind, are buying more freely than they were and the feeling exists that they will show better buying tendencies a little later, or as soon as they get in touch with the wants of their trade. The retailing business has thus far shown up remarkably well, considering the shortness of time since the opening of the season, especially so in the better grades of carpets. Brussels, Axminsters and Wiltons are attracting a great deal of attention, while tapestries and tapestry Brussels are in very large request. Retailers are receiving a great many enquiries for rugs of every description, and particularly of rugs suitable for dining rooms and reception halls, of the carpet-size order. Many rug weavers are working on these grades alone and will be busily engaged for weeks to come. Rugs that retail at from \$35 to \$60 are in demand. In ingrain, business is in fair shape. The branch of the business has been somewhat neglected the past few months on account of the inability of the Philadelphia mills to make deliveries, but now that they are getting into operating shape again, it is hoped that sufficient supplies can be pushed on the market to meet all demands. Just now supplies are very light.

Spring Styles in Shoes.

The reception which samples of shoes for spring sale have met with is, on the whole, more than usually satisfactory. Many salesmen representing leading houses are making supplementary trips. They report, as a rule, that where in their initial tour they encountered hesitancy and indecision on the part of retailers, no such conditions now present themselves. Compared with previous corresponding periods at this time, the number of orders placed and contracts entered into gives assurance of an excellent business.

Most of the shoes now booked are for early spring sale. Patent and enameled leathers figure largely in the lines selected. The tendency in shape and substance is in the direction of a lighter and more flexible shoe. The toes incline slightly to the narrower effect. This shape extremity accords better with a light, fine shoe.

In high-priced goods, both in men's and women's lines, the flat last is perpetuated. It is strange how this style last should fit itself in popular estimation. A veteran shoe man, who has for over thirty years been handling exclusive styles in footwear, thus accounts for it:

"The best dressers hold on to the flat last, or even that which has a noticeable 'dip' at the toe, because no manufacturer of cheap or even medium-priced shoes has had the courage to adopt it. Beyond the fact that shoes made over the 'dip toe' last are invariably expensive, and as such are worn only by the comparatively wealthy classes, there is nothing to recommend them. They do not fit well, but it has come to be known

that all such shoes are high-priced, and that is sufficient. The classes retain them because the 'masses' have not adopted them."

This statement accords with what the last manufacturers say on the subject. The price on the flat shoe makes it exclusive, which alone is regarded for its enduring favor.

The correct heel for women's fine shoes is the one and one-half inch heel. The sole is lighter than for several seasons past and altogether the shoe has a lightness and a neatness which are bound to commend it. The best retail houses have given the stamp of approval to shoes of this character and the run on them is bound to be large next spring.—Shoe Trade Journal.

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Grand Rapids, Mich.

How To Dress Calves.

Calves from three to six weeks old, and weighing about one hundred pounds, or say from eighty to one hundred pounds, are the most desirable weights for shipment. The head should be cut out, so as to leave the hide of the head on the skin. The legs should be cut off at the knee joint. The entrails should all be removed, excepting the kidneys; the liver, lights and heart should be taken out. Cut the carcass open from the neck through the entire length—from head to bumgut. If this is done they are not so apt to sour and spoil during hot weather. Many a fine carcass has spoiled in hot weather because of it not being cut open. Don't wash the carcass out with water, but wipe out with a dry cloth. Don't ship until the animal heat is entirely out of the body, and never tie the carcass up in a bag, as this keeps the air from circulating, and makes the meat more liable to become tainted.

It is very essential that the directions for dressing calves are followed, especially in regard to letting the calves cool off properly before shipping in hot weather, as hundreds of calves are received in bad order and sold for not much more than charges and some do not bring freight. Numerous carcasses are also condemned by the health officers. They should hang up six to eight hours or over night in an airy place to properly cool off before shipping.

Calves under fifty pounds should not be shipped, and are liable to be condemned by the health officers as being unfit for food. Merchants, too, are liable to be fined, if found selling slunks, for violation of the law. Very heavy calves, such as have been fed on buttermilk, never sell well in our market—they are neither veal nor beef.

Fasten the shipping tag with your name and address written plainly thereon to the hind leg.

The best selling days for calves are Tuesday, Wednesday, Thursday and Friday morning. The first and last days of the week there is not much demand, and after Friday morning—that is, Friday afternoon and Saturday—buyers generally have their wants supplied.

Sultan's Sleep Expensive.

Sleep that costs \$900 a night seems pretty expensive, but that is what the Sultan of Turkey is now paying for the privilege of more or less tranquil repose. The money is received by the members of the special military staff which guards Abdul Hamid's bedroom, and which consists of two generals, a colonel, a major, a captain, and several soldiers. For their night's work each of the two generals gets 50 Turkish pounds—or about \$235; the colonel, forty; the major, thirty-five; the captain, thirty; and each soldier, one, the entire amount aggregating slightly over \$900 in American money. The officers and men get their fee every morning immediately they have been relieved, and don't have to wait for it like some

pretty big nations to whom Abdul Hamid owes money.

This expensive night guard of the Sultan's has been maintained by him only since the recent assassination of the royal couple of Serbia. Of course, the timorous ruler of Turkey always has been particularly well guarded at night, but the murders at Belgrade scared Abdul Hamid almost out of his wits, and he immediately determined that he would surround his bed chamber with the most vigilant men who could be secured, and make it to their interest to protect him. The command of the special night guard is intrusted to eight of the Sultan's most faithful generals, two of whom are on duty every night. Owing chiefly to this and other precautions that the ruler has adopted recently, it is testified that the weekly expense of running Yildiz Kiosk is over \$80,000.

Real Meerschaum.

Meerschaum is not foam of the sea, as many suppose, but a silicate of magnesia.

The raw material comes from Asia Minor, wherefrom the Turkish government derives a great deal of revenue.

It is extracted much the same way as coal. Near Eski-Shehir, an important station on the Anatolian Railway, where rich deposits are found, pits from 25 to 125 feet deep are dug; as soon as the vein is struck horizontal galleries, sometimes of considerable length, are made.

The stone as extracted is called hamtash (rough block), and is soft enough to be easily cut with a knife. It is white, and is covered by a red clayey soil.

The manipulation required before it is ready for export is long and costly.

There is some found in Spain, but it is not suitable, being too full of flaws.

The first piece of meerschaum was brought into Hungary by a nobleman about the year 1800, who gave it to a cobbler on his estate (who was somewhat of a genius) to carve into a pipe bowl. As he was mending shoes, thereby using wax, some of it got on the bowl, which caused the pipe to color when smoked.

The smoke drawn through the meerschaum, which is porous, settles on the surface, which is a fatty substance—wax.

When a pipe is overheated it evaporates the wax, and then the chemical process is lost.

England Wants American Apples for Jam.

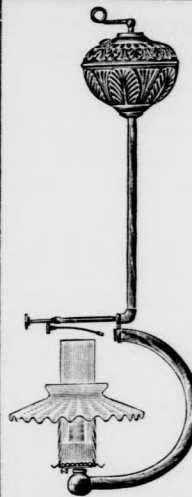
Fred. W. Bennett, of Yatton, Somerset, England, requests the Department of Commerce and Labor to place him in communication with the proper parties in the United States who may desire to open up a large trade in apples and cider. He stands ready to purchase apples for cider making, apples for jam making, and apples pulped ready for jam makers' use up to 5,000 tons, to be delivered in 20-ton lots or otherwise as may be agreed upon, and cider in proportionally large quantities. He stands

ready to pay cash against bills of lading upon the arrival of the goods at an English port. Those desirous of communicating with Mr. Bennett are requested to quote lowest price, in English money, per ton (2,240 pounds) net weight of apples, cost, freight and insurance, delivered at Bristol, at Liverpool and London, the first port for cider making apples, and the latter two ports for jam-boiling apples and pulp. An explanatory circular, issued by Mr. Bennett, is on file in the Bureau of Statistics, where interested parties may examine the same.

Ingersoll's Choice.

A young man who sought a clerkship in one of the departments at Washington once asked the late Robert G. Ingersoll for his indorsement and this was Ingersoll's reply:

"Young man, I would rather have forty acres of land, with a log cabin on it and the woman I love in the cabin—with a little grassy, winding path leading down to the spring where the water gurgles from the lips of the earth, whistling day and night to the white pebbles a perpetual poem—with hollyhocks growing at the corner of the house, and morning glories blooming over the low-thatched door—with lattice work over the window so that the sunlight would fall checked on the dimpled babe in the cradle and birds—like songs with wings hovering in the summer air—than be the clerk of any government on earth."



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Michigan Automobile Co.
Grand Rapids, Mich.



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

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

Lowell Manufacturing Co.

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

Hats and Caps

A big line of Boys' and Men's Hats and Caps.

Men's Caps from \$2.25 to \$9.00

Boys' Caps from 2.25 to 4.50

Men's Hats from 2.25 to 18.00

Boys' Hats from 2.25 to 4.50

All styles. Come in and inspect our line.

P. Steketee & Sons,

Wholesale Dry Goods,
Grand Rapids, Mich.

DEPARTMENT STORE ETHICS.

Advertising Back Numbers as a Bait to Draw Custom.

A year or two ago a department store in St. Louis advertised extensively a fine line of ladies' shoes at cut prices. They cut the shoe from \$3.50 to \$2.99, and tried to make considerable capital out of the reduction.

The same shoe had just been put in by an exclusive shoe house nearly across the street, of course at the regular \$3.50 price. The department store evidently wanted to take advantage of the advertising being done to introduce the line.

It looked a bit like unfair tactics, but the exclusive shoe firm went right along and "never minded" it.

An inspection showed that the department store had on its bargain counter a lot of shoes that had originally borne the manufacturer's stamp, but were a year or so out of date, and had been re-stamped with another name. They were good shoes, but were passe in style, and had been turned over to some jobber to dispose of as best he could, apparently. They were not exceedingly numerous, as the \$2.99 counter had a great many others of quality not as good.

Did the trick pay?

Well, the writer is unable to say whether it did or not. All he knows about it is that the store which sold the new shoes of the brand referred to went right along and never knew the difference. Its customers could not be drawn across the street by a \$2.99 bait.

And the department store is now being sold out by a receiver.

This was rather a mild case of hooking on to somebody else's reputation. It was entirely true that the shoes it offered were made by the firm that it claimed, but they had been repudiated as left-over stock and re-marked with a different brand.

A much more flagrant case is reported from Chicago. Hide and Leather says that a number of shoe manufacturers were made the victims of a shoe sale recently held by one of the large department stores. One morning an advertisement appeared in the Chicago dailies announcing a mammoth sale of shoes at a State street store for one dollar per pair. The advertisement stated that these shoes were manufactured by some of the most prominent manufacturers, whose names were printed. Two large manufacturers whose names were thus used sent representatives early in the morning of the first day of the sale, and after turning over all the shoes spread out on the tables, succeeded in finding, in one instance, two pairs and in the case of the other manufacturer four pairs of shoes they had made.

One of the manufacturers took up the matter: "We sent a man to the department store and he found four pairs of our shoes which he bought and which are now in our possession. They are all from seven to ten years old. They are ladies' button shoes made on tooth-pick lasts, such as were in style many years ago.

"Where in the world these shoes have been all these years and how a

department store managed to get possession of a few old pairs to enable them to use our name in their advertising, is all a mystery to us.

"We have consulted with other shoe manufacturers who have been similarly victimized, and if we do not get a positive agreement from the proprietors of the department store that they will discontinue using names of reputable shoe manufacturers when advertising job-lot sales, we shall get up a system of counter advertising and shall expose the matter in the public prints.

"This department store may continue its custom of trading on the reputation of manufacturers in other lines, but as far as shoes are concerned, we are determined to have the matter stopped.

"Sales of this kind are not only injurious to the reputation of shoe manufacturers, but customers who are attracted by the advertisements to go to the store expecting to buy standard makes of shoes, made by well known manufacturers, will ultimately learn to shun a department store which sells cheap shoes not made by the firms whose names are prominently printed in its advertisements."

The writer would recommend careful consideration before anything is done in the line suggested, or the effect will be to give the unprincipled department house a lot of advertising, which will be just what they want.

Something ought to be done, however, and done effectively.

Exterminating skunks is always a problem to be approached carefully. Ever try it?

If you ever did you will appreciate the value of this rule, as applied to skunks and skunk merchants: Don't stir them up at all until you are ready to strike quick and hard.—Shoe and Leather Gazette.

Why He Couldn't Buy the Land.

It happened in the South—not the new South, but the old South, where they live in the same old way.

The enterprising Yankee thought he saw some "opportunities."

"This looks like good land," he commented.

"It is," replied the native, carelessly.

"But the people here don't make the most of it."

"They don't," admitted the native.

"I could make three times as much out of it as they do."

"You could, if you could get it."

"Can't I get it?"

"Well, hardly."

"Not if I pay twice what it's worth to the present owners?"

"You couldn't buy it for ten times what it is worth to them."

"Why not?"

"Stranger," said the native, "you don't seem to get the hang of things here. If they sold they'd have to move away, wouldn't they?"

"Of course."

"Well, they're too lazy to move."

The man who gets angry easily suffers more mental torture than the man he gets angry at.

Rapid
HEATERS

Hot Water or Steam

"Made to heat
and do it."



The Burning Issue

The experience of last winter and the steady increase in the cost of fuel should be a lesson to every one whose fuel bill is so high not to repeat the same dose this coming winter. A first class steam or hot water system properly installed is easily

A 15% Investment

with the ordinary heater, but with a "Rapid" we can go you at least "10 better." The Rapid Heater saves 10 to 25 per cent. in fuel over any other heater we know of now on the market. You're a business man; think a bit, then you'll send for one of our catalogues telling all about how it's done. IT'S FREE. It'll soon be winter. Write to-day.

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

DO IT NOW

Investigate the

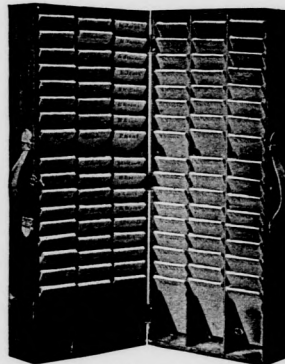
Kirkwood Short Credit
System of Accounts

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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



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

SEARCH
METAL POLISH

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

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

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

"Search"

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

McCormac Manufacturing Co.

Chamber of Commerce,
Detroit, Mich.

How To Pack Apples.

It is very essential that apples should be properly prepared for market in order that the best results may be obtained and it is with this end in view that the following suggestions are submitted:

Country shippers and packers of apples should make it a point to pack their fruit honestly; that is, have the fruit run alike all through the barrel. Do not endeavor to cause deception by placing good, sound, large fruit on the top and bottom of the barrel, and fill in the middle with a lot of gnarly, wormy and decayed fruit. It does not pay. The deception is easily detected upon investigation, and merchants do not care to have fraud practiced upon them, neither do they care to practice it upon their customers.

Full regulation-sized barrels should be used. Take the barrel, one head out, nail the hoops, and break off the ends of the nails at the inside; place a layer or tier of apples, good and uniform size, smooth, bright, healthy, as closely as possible, stems downward, on the lower end then fill up, a basket full at a time, throwing out small wormy, gnarly and windfall apples, and shaking the barrel well after each deposit until it is full up to the top of the rim or two inches above the rim, depending on variety and tenderness of fruit; place the head squarely on the apples, and with a screw or lever press force it into place and nail securely. Turn over the barrel and mark name of apple with red or black lead, or stencil. Bear in mind that, to be shipped safely, fruit must be packed tight, to prevent rattling or bruising.

In shipping apples the first of the season, early varieties, shippers should see that openings are cut on the side of the barrels and also in both ends, to admit of free circulation of air, which will greatly help to bring apples through in good condition during warm weather.

Rules to Observe in Shipping Potatoes.

At the commencement of the season, when potatoes are shipped from the Far South, and prices are high, sacks containing 1½ bushels can be used. When they become more plentiful, then barrels should be used, with openings cut in the sides and top of barrels to allow ventilation. Barrels can be used until potatoes begin to come from as far north as St. Louis, then perhaps it would be better to ship in bulk. When barrels (double headers) are used the potatoes are more liable to become heated. Later in the season, when shipments are made from Minnesota, Wisconsin, Iowa and Dakota, shipments should be made in bulk. It don't pay to ship in sacks, besides buyers are unable to examine sack lots as closely as bulk stock and they don't care to buy that way. Assort and screen potatoes carefully, leaving out all the small ones, also those which are too large. Do not forget to give the receiver of your potatoes the car number and route as soon as possible. Do not ship any potatoes smaller than a hen egg. If possible,

screen them. Do not ship unripe stock. Have your stock run uniform in size and as clean and free from dirt as possible. Each variety should be kept separate—never mix different varieties together, as mixed lots are difficult to sell, they go mostly to peddlers, and from 10¢ to 20¢ per bushel less than carlots of straight stock. If you have not enough of one kind to fill out a car partition off the car and keep each variety by itself. During cold weather the thermometer should be watched, but even that is deceptive. The best thing is to take all precautions necessary to guard against frost—early in the winter, if not too cold, false bottom and boarded sides in a car will answer, but when very cold stoves are necessary.

Mere Matter of Business.

It may not be true that advertising is absolutely necessary to business success, but it is an established truism that no business has made the most of its opportunities without advertising. Here and there some business man or firm is met with declaring success has been earned without advertising, but cast about for some competitor and it will be invariably discovered there is someone who out-distances in volume of business and is a greater success—due to intelligent newspaper advertising. One of the most remarkable American business successes has been made by a Philadelphia merchant. I refer to John Wanamaker. His enormous dry goods business is known from Canada to the Gulf and from the Atlantic to the Pacific oceans, and his reputation has even spanned these great waterways into foreign lands. He has built up a universal reputation by good advertising. It might be said models of intelligent and forcible advertising as the Wanamaker advertisements have been patterns for years for advertising managers to follow. Not a week ago I received an enquiry from a Bombay dry goods man asking what Philadelphia paper carries Wanamaker advertisements so he could subscribe and receive the paper regularly. Examples of similar successes in every city could be marshaled forth in a convincing array, but all the examples that could be brought forward merely accentuate the importance of advertising—a fact in this age of advanced commercial efforts which is already familiarly known to every business man, except those content with a small measure of success rather than ambition to become a talked about one.

Louis Guenther.

Useful Spiders.

A French savant points out that spiders' webs improve the acoustic properties of a room. He says he knew in England a hall that was ideal for the conveyance of sound. In an evil moment it was decided to clean the ceilings, and all the spiders were dislodged. The hall was ruined as a place for speaking. The savant suggests that cotton strings might be hung loosely across ceilings to improve the sound-carrying properties of the room.

To Whom It May Concern

Frank B. Shafer & Co.,

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

LANG & DIXON

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

Box 69, Northville, Mich.

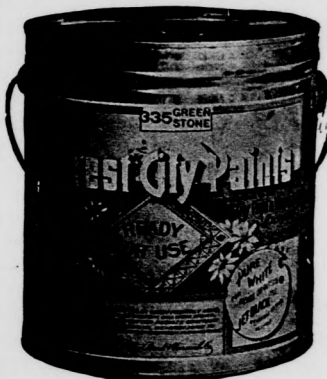


WALL CASES,
COUNTERS,
SHELVING,
ETC., ETC.

Drug Store Fixtures
a Specialty

Estimates Furnished on Complete
Store Fixtures.

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



WE WANT YOU

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

Forest City Mixed Paints

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

The FOREST CITY PAINT & VARNISH CO.
Established 1865. CLEVELAND, OHIO

ILLS CONCEALED IN DUST. Many Epidemics Are Spread by the Refuse of Streets.

The recent experiments in this country and in Europe with the disease germs collected on gelatin plates from the dust of city streets demonstrate almost to a certainty that our municipal health would be greatly improved if there were some simple method provided to keep the dust from entering our homes and lungs. The tests made with the germs thus collected indicate that people in large cities are practically living directly over a "cave of furies," and that all around exist the bacteria and microbes of a score or more of dangerous diseases. If this dust remained spread over the streets of the city it would do little harm; but every wind blows it around and every street cleaner sweeps up enough of it to destroy a whole household of people. There is something insidiously dangerous in the street sweeper's broom. Death actually lurks therein far more than in filthy corners of the streets left untouched by broom or wind. Sunshine destroys more disease germs than any other agency of nature, and when the direct rays of the sun can penetrate to the heap of filth and dirt the destruction is great. The street sweeper's work of stirring up the disease germs of the avenues is consequently partly checked in its direful results by the action of the sun's rays, which have a better opportunity to reach the floating particles of dust than when they are covering the streets in thick layers. But the dust disturbed by the broom in dark streets and alleys is not thus purified.

The experts appointed by the Paris Medical Society to investigate the subject of street dust in its relationship to diseases and their spread reported that the only safe way to cleanse the public thoroughfares was to flush them with water. One good hydrant, with a fair pressure of water, would do more toward cleaning the streets than half a hundred sweepers. The latter would merely collect the coarse and more visible pieces of dirt and cart them away, while the fine, impalpable dust which contained the disease germs would be left floating around in the air or distributed in our open windows. Flushing the streets with a good force of water would carry the germs away through the sewers and in case of consumptive germs, they would be effectually prevented from rising into the upper air for the people to breathe. A pile of filth may reek with poisonous disease germs and yet, if kept moist, the danger to those living near by may be comparatively small. When the dry, warm weather comes, however, the germs are separated from their environments and float in the air.

One of the most satisfactory solutions to the dust problem comes from Germany, where a number of chemists have been making extensive experiments with the germs collected from the dust of Berlin and Vienna. By sprinkling chemicals of a powerful nature in the streets once a week,

or once every fortnight, all disease germs are destroyed. These chemical disinfectants of the streets, or, as they might more properly be called, insecticides, are prepared for ordinary disease germs that are found in the dust of the streets, but there are other mixtures suited to specially virulent disease germs that may occasionally find their way into particular streets or cities. In this way it is supposed that there would be little danger of the diseases spreading further by means of the dust.

There is every reason to believe that in many of our disease epidemics the dust-laden wind has been an effective agent in carrying them from one street or town to another. Sometimes the clouds of dust have been blown several hundred feet away and small particles in the upper air have floated around for days before finally dropping to the earth again. In the upper currents of air they might travel 100 miles before descending low enough to be breathed in by the people. It has been estimated by German experts, who have made more of a study of these questions than any other nationality, that tropical diseases have in this way been carried by the wind from the mainland to islands ten miles and more in distance.

Heretofore it has been said that tropical diseases were more or less local and that the germs rarely reached an altitude of a few feet. But this must be modified in the case of germs which are carried upward by means of fine dust. While not volatile enough to float to any great distance in the air, they might easily be carried up there by the wind and then distributed around over a wide area before falling. The germs which are destroyed by the warm rays of the sun would, of course, be killed by this exposure to the direct sunlight, but many of our worst disease germs are not injured in any way by the hot sun. They could easily be carried around indefinitely.

Selling Groceries by Slot Machine.

London is having an attack of slot machine fever. Its slot machines have multiplied from the original few which dispensed chocolate, stamps and cigarettes to a legion which sell everything, act as post-offices and advertising agencies, and generally try to supply all human wants. One company alone now has in service in London half a million machines of fifty or more different types. In the railway stations there are machines which supply candy, biscuits, preserved fruits, tobacco, stamps, matches, briar pipes, cigarettes, cigars and soft drinks. Besides these things, there are in several stations automatic buffets, where all sorts of light refreshments and all sorts of drinks, hard and soft, are vended by slot machines. There is one huge machine called the automatic supply store, which aims to supply most human wants. It delivers pastry, small groceries, candy, tooth brushes, powder, drugs, tobacco, stationery, collars and cuffs, neckties, socks, soap, towels, and a few other things.

A Bold Navigator.

Captain Blackburn, who has been frustrated in his attempt to cross the Atlantic in a small boat, is the most extraordinary navigator in the world. His foolhardiness consists not merely in making perilous voyages in open boats, but in the severe handicap which an accident has imposed on him—for the captain has neither fingers nor toes, and yet some five years ago navigated a small open boat across the Atlantic from Gloucester, Mass., to the town of the same name in England. He afterward took the tiny vessel around to the Thames, but was stopped at the entrance to the London dock. "You can't get in here," said the dock superintendent. "Why?" asked Captain Blackburn. "Is my ship too large?" "She is too small," said the superintendent, and explained that he was afraid she might be crushed to bits by the big lines.

The Honest Lawyer.

There is an old story of a lawyer named Strange and his wife having a conference as to the things he wished done after he departed this life.

"I want a headstone put over me, my dear," said the lawyer, "with the simple inscription: 'Here lies an honest lawyer.'"

The wife expressed surprise that he did not wish his name put on the headstone.

"It will not be needed," he responded, "for those who pass by and read that inscription will invariably remark: 'That's Strange.'"

CAN RUBBERS

SCHAEFER'S HANDY BOX

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

MOORE & WYKES

Merchandise Brokers

GRAND RAPIDS,

MICHIGAN

Write us for sample.

We call special attention to
our complete line of

Saddlery Hardware

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

Special attention given to
mail orders.

Brown & Sehler

Grand Rapids, Mich.

We have good values in Fly Nets and
Horse Covers.



THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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

GROCERS DOUBLE THEIR SALES
BY HANDLING



JENNINGS'

Flavoring Extract Lemon



It is a natural extract freed by our Cold Process from the terpenes or insoluble parts. The True Aroma of Lemon Extract is destroyed when the terpenes are combined. We solicit trial orders and fully guarantee the trade in selling our product.

Jennings Flavoring Extract Co., Grand Rapids

Called the Bluff and Won a Decisive Victory.

Daniel B. Wesson, the millionaire revolver manufacturer of Springfield, Massachusetts, although in his seventy-eighth year, has lately given a practical demonstration of how to conduct business without interference from organized labor. Labor unions have been especially troublesome in Springfield—so much so that the New York Central Railroad Company recently decided to abandon the Boston & Albany division car shops in West Springfield, and would have carried out its intention but for the timely decision of the unions to permit the railroad company to have a voice in the matter of rules, regulations, wages and hours. Industry after industry had succumbed to the dictation of Springfield labor unions until the only fields of consequence that remained to be conquered were the United States armory and the Smith & Wesson revolver factory. Mr. Wesson has long been opposed to union principles, and for this reason the task of subduing him appealed strongly to the labor leaders.

The labor campaign was carefully planned. The prime movers selected their lieutenants from the Smith & Wesson factory and the lieutenants, in turn, acquainted their fellow-employees with the assumed fact that they were much abused individuals. Some of the employees had worked at this factory through good times and bad for thirty years.

The employees held a meeting. About half of them attended it and, after listening to a recital of their wrongs by the organizer of the Metal Mechanics' union, they were fully convinced that the one thing necessary to insure their happiness was a labor organization. At this juncture the firm announced a Saturday half-holiday. It was received with scant courtesy by the proselytes of the cause of down-trodden labor. Was it not a confession of weakness and an indication of fear on the part of the haughty revolver firm? The labor enthusiasts decided that it was and then proceeded to hurry along the plans for organization.

The firm lopped off the heads of a few of the leaders, figuratively speaking, and greatly to the indignation of their followers. If the union had been organized before, the firm would not have dared take such liberties with the employees—that was the way the organization talent laid the situation before the men. Apparently it did not occur to them to express the converse of the proposition—if the men had not organized, there would have been no workmen discharged.

On the afternoon preceding the evening on which organization was to be effected, notices were posted conspicuously in every room in the big factory bearing the information that the plant would close that night for an indefinite period. Astonishment but mildly expressed the feelings of the employees.

They had been told that as soon as they were organized every demand they chose to make would be cheerfully granted by the firm that had so

long been hostile to labor unions. They were also promised that organized labor throughout the country would assess itself to support them during the brief idleness that might be necessary before the firm appreciated the fact that thereafter its business would be conducted subject to the approval of the Metal Mechanics' union.

The notice of the shutdown was followed by the announcement that the firm would receive applications from its employees next day for reinstatement on a non-union basis. The labor leaders predicted that there would be no applications for reinstatement. Great was the surprise of the union conspirators to find that practically every employee had made application for work and had signed without question an agreement to notify the firm whenever he joined a labor union of any description. The factory resumed operations the following Monday.

The present force of workmen is thoroughly convinced of the hopelessness of the cause of organized labor in the Smith & Wesson factory. When the purpose of the labor agitators to make unionism an issue was commenced, Mr. Wesson declared that he would go out of business before he would submit to the dictation of labor agitators.

Mr. Wesson's brief but decisive conflict with organized labor has attracted national attention. Hundreds of large manufacturers had entertained views similar to those held by Mr. Wesson, but had hesitated to risk a fight to the finish with organized labor. Mr. Wesson believed that the genesis of the labor movement was a bluff, and, to borrow a poker expression, that the easiest solution of the situation was to "call" the bluff.

A Clever Woman.

She was a sharp-eyed, independent little woman, and if the conductor had been a reader of character he would have known better than to try to match his wits against hers.

She had ridden two blocks before the conductor got around to ask for her fare.

"This is as far as I want to go," she said. "I'll get off here."

"But you can't get off without paying your fare," said the conductor, stupidly.

"I can't, eh," she answered. "Well, let me see you collect it."

She made for the door, but the conductor barred her way and refused to pull the bell rope.

"You stop this car or you'll be sorry for it," she exclaimed, angrily.

"You must pay your fare before you can get off," the conductor kept repeating.

That was all he could think to say. "Very well," said the woman plumping herself down in a seat again, "I guess I can ride free as far as you can afford to carry me."

After a couple of blocks more the conductor pulled the rope and said, somewhat sheepishly:

"You might as well get off here, then, if you won't pay your fare."

The woman stepped haughtily to

the street, and then turning, with a smile, said sweetly:

"This is really the corner that I wanted. I knew you'd carry me a block or two after I told you I would not pay, so began the quarrel early."

As the conductor gave the rope two especially vicious jerks she called after him:

"I wouldn't have done it if you had not carried me a block past my street yesterday."

Bright Answers in School.

Some years ago, before our vastly improved methods in our public schools had been used, examinations for promotion from grade to grade were given to the pupils. At one of these annual examinations the question "Name three classes of people" was given to the third grade. Here are some of the answers:

Men, women and babies.

Tramps, thieves and niggers.

White man, black man and Chinese.

In answer to "Name one animal which provides you with both food and clothing," one boy answered, "My mother."

In the same school just lately the children were asked the meaning of the word "spy." No one knew (of course this was a B class), so the teacher said, "Now, suppose I were to send you to Miss G.'s door and tell you to find out what she and her girls were doing without her knowing you were there, what would I call you?" Quick as a flash the answer, "A rubberneck."



They Save Time

Trouble

Cash

Get our Latest Prices

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich.

The Leading Agency

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads.....	\$2 75
File and 1,000 specially printed bill heads.....	3 00
Printed blank bill heads, per thousand.....	1 25
Specially printed bill heads, per thousand.....	1 50

Tradesman Company,

Grand Rapids.

Mail Orders

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

WORDEN GROCER COMPANY

Cor. Ionia and Fulton Sts., Grand Rapids.

GOOD MERCHANTS

Can recommend to their customers and friends

MEYER'S

Red Seal Luncheon Cheese

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

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

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



J. W. MEYER,

127 E. Indiana St.

CHICAGO

Manufacturer of

Red Seal Brand Saratoga Potato Chips

Clothing

Large Shapes the Leading Sellers in Neckwear.

Chicago.

Leading dealers in neckwear say that demand for fall stuff has not abated. Some state that there is a call principally for the large shapes for fine neckwear, the puffs, English squares and ascots predominating.

Other dealers report a demand for all shapes and styles which have been in vogue for the past year or two, with a liberal sprinkling of the larger styles. "I believe," said one well-known neckwear manufacturer, "that the agitation for the larger shapes in neckwear has had a tendency, in the West, at least, to make the dealers somewhat timid about placing large orders for fall. The narrower shapes have been in demand and are still selling well. There is no denying that they are popular right now with the public, and the dealers, it seems to me, are holding off a little until they are sure which way the cat is going to jump. We find that our customers are buying about all the styles now on the market. I don't mean that the large styles are not selling, for they are, but the dealers seem to want an anchor to windward, and are not allowing themselves to be caught with only the larger styles, when the other kind may be called for."

It is said by those in authority in neckwear lines that the orders for the last few weeks foot up larger than for some time. This is because the demand has been large and because of the growing demand for the larger shapes, which run into money faster than the smaller styles. The sale of the large shapes helps the demand for the large figured effects, which go better with the larger shapes. Advance samples are in for the holiday trade. In this trade it is thought that the four-in-hand, two and a quarter inches wide, will be close to the head of the list. The silks are in warm colors and all-over fancy effects. The Persians are good sellers in stuff retailing for a dollar and a dollar and a half, and in cheaper grades as well. In other effects the colors are black and myrtle, black and gold and black and cerise. The grays and the black and white and blue and white effects are popular, too.

It is said that the indications point to a big muffler season. The mufflers are in the square and the reefer style, the reefers being in the solid colors principally and the squares in the more fanciful effects.

The men will start out about the first of October with the holiday lines.

Among the retailers the fall demand has hardly yet begun. Some of the stores are showing the fall styles and are selling them a little, but the bulk of the business is still in the narrow four-in-hands, in black and white, gray and moderate colors and effects.

New York.

With a large number of buyers in the city from various sections of the country, it is but natural that business in neckwear should show some

improvement over previous weeks.

Wholesalers report that they are receiving more orders, but that bills are small. A few of the leading houses report that their business for the season is ahead. But such gratifying reports are the exception rather than the rule, as the greater number of neckwear people report that buyers are underbuying. Two reasons are given by the trade for the light buying this season. One is that merchants have sufficient stock on hand with which to make a satisfactory showing, if it is brightened up with a little that is new, and that in this way their stock will be ample until October, when they enter the market to make holiday purchases. Another cause is that there is no longer any necessity for merchants to buy a full season's supply at the inception of the season, since they are in constant touch with the wholesale end of the market through travelers and can replenish their lines as their needs may require.

Three of the leading manufacturers of high-grade neckwear inform us that their business for the season so far is ahead of what it was last year; that buyers are increasing their bills, buying higher grades and more generous assortments. It is admitted, however, that they are attracted principally by novelties. A large jobbing house reports that its sales of large shapes in four-in-hands and squares are very satisfactory, and that buyers are increasing their purchases 30 per cent. Another large jobber informs us that while his sales are greater in number than last year, the aggregate total bills will not amount to as much.

The fine trade is apparently doing a satisfactory business in large shapes and medium patterns, although buyers are unquestionably preferring neat things.

The \$2.25 and \$4.50 trade is not meeting with a corresponding success in the sale of large shapes. Most of their orders are for medium sizes, and four-in-hands 1 3/4 inches wide are selling better than the 2 and 2 1/4 inch shapes. They are doing somewhat better with squares than wide four-in-hands, as the squares can be comfortably worn with the fold collars and tie in a small knot. Buyers representing the popular lines say that so far as their trade in collars goes the revival of the wing collar impresses them as being only a fad, and that they must gauge their purchases of neckwear according to the style of collar they sell most, which is the fold collar.

There are three conspicuous successes in neckwear developed so far this season. First is the continued strong position retained by grays. Gray seems to dominate the field and is the most favored for early fall, for the holidays and for next season. We have already had the gun metal, the silver, steel, oyster and pearl grays, and the latest is "lava" gray, a name selected more as a trade name than as one actually indicating a shade or color effect.

Another of the season's successes is the run that is made on plain

weaves and changeables. The large business on these silks is not because they are new, as this is the second season for some and the third for others, while the new plain weaves, so-called, but recently brought out under specific trade names, are but imitations, profiting in a business way on the successful sales of the originals. Now almost every maker of neckwear is trying to discover a novelty in a plain, serviceable weave with which he can make a hit, and incidentally make money.

Still another prominent feature of the season is the interest which novelties awaken in buyers, not "freakish" ideas; appealing novelties find a ready market. It is somewhat of a "specialty" season and meritoris cravatting are quickly taken.

Neckwear manufacturers have thus far placed few orders with the mills for holiday goods. Staple whites are about the only cravatting ordered, manufacturers seeming to be at sea on what is wanted for holiday trade.

What spring styles will be like is a moot question with the mills and manufacturers, and the former say they can not get any ideas from the latter on what to make. Some orders have been placed for imitation grenadine Jacquards in grays, black on white and white on black, being copies of the finest grades of Jacquard grenadines for women's robes. Some orders have also been placed for warp stripes in Jacquard patterns, stripes running from a quarter to half an inch wide, and for overlaid squares on Jacquard grounds.

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

Samples Sent on application. Express prepaid

M. I. SCHLOSS

Manufacturer of Men's and Boys' Suits and Overcoats
143 Jefferson Ave., Detroit, Mich.

William Connor, President.

Wm. Alden Smith, Vice-President.

M. C. Huggett, Secretary and Treasurer.

The William Connor Co.

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

Wholesale Clothing

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

There are pantaloons and pantaloons,
Yes, many kinds of pantaloons,
Some that rip and some that tear
And some that you despise.
But when you want a pair of Jeans
Whose buttons stay, are strong in seams,
Buy Gladiator, that name, it means
The best beneath the skies.



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

Status of the Hat Trade at New York.

The retail trade for the fall season has opened up very encouragingly. After that important factor, the Dunlap block, was issued August 27, there was no longer any excuse for hesitancy in buying.

Notwithstanding that August 29 was a very rainy day, a pretty good business was done, and as Sunday was also wet, people seemed anxious to doff their soggy straws and we have reports of very good business for Monday and Tuesday, August 31 and September 1. This is true of both the high-class stores and those that sell popular priced goods.

New York, of course, is a strong stiff hat town, and derbies so far constitute the bulk of the sales. In soft hats, colors are receiving considerable attention, those being favored besides pearls being tans and nutrias.

The wholesale trade is flourishing. Duplicates for fall goods are already coming in to the jobbers, and straw orders for 1904 are also coming in from the retail trade to both jobbers and manufacturers who cater to that class of trade.

On straws the most satisfactory orders appear to be those from the Southwest, other sections being reported as "bad in spots," with some quite cheap straws carried over.

In yacht shapes good selling dimensions are depths of 2 3/4, 3 and 3 1/4 inches, carrying brims of 2 1/2 and 2 3/4 inches.

With the large city demand for splits and sennits and the slowness of production of these goods, retailers seem to have come to a realization of the good sense of placing orders early.

Jobbers from distant points are here in large numbers and manufacturers of straws for 1904 are all very busy waiting on trade. Things are working along in a smoother way than last season, however, as this season's arrangement did not bring all the buyers here in a bunch as last year, when some had to wait here two weeks longer than they wished to.

Some manufacturers tell us that negligee shapes, some with wide flare brims, turning up at the sides, and others of the "Pantoris" order, are selling in far greater quantities than was expected.

In real cheap goods "Mexicans" seem to be favored considerably this season and "Malogas" are high.

Some jobbers have finished all their buying for this trip and gone home; others are just starting to buy straws, with the work of buying caps and stiff hats for spring still to be done before they can go. Manufacturers of stiff hats are very busy on fall orders and a few browns are selling. Not a great deal has been done on stiff hats for 1904, notwithstanding the shapes are pretty well defined, as many of the large jobbers have not come to this line yet, being still on straw or caps, as indicated in a foregoing paragraph. Makers of soft hats have their initial spring orders for 1904 now well in hand. We find

a number of salesmen who report, as usual, that their business done while at the "conclave" in Chicago and St. Louis "was the biggest ever," but some of the old reliables, when we get them in a quiet corner, admit that a considerable element of conservatism has evinced itself in early orders from jobbers, and the situation, as explained by one of the best posted makers in "the valley," is as follows:

"The reaction against the extreme shapes in soft goods has now assumed strong proportions, but with the different forces at work in new directions, the jobber has not yet come to the point where he feels thoroughly confident as to what will be a really strong element next spring, and so he has carefully distributed his commitments along three characteristics types, which I may designate as, one, the tourist idea; two, the flat brim, on the order introduced by a famous Philadelphia factory, and three, the wide brim. So we find our new orders covering a wide variety, and it would not be a bad thing for the trade in general if this were to continue."

Colors for spring are receiving marked attention. Pearls, aluminums, tans, nutrias, beavers are all being ordered, and an extreme note has been struck in a "cream" color. Some makers say it is going well, and it is added that one very well-known retailer in New York City, who also does an agency business, has placed liberal orders on this shade.

With the absence of that congestion of orders on soft hats that we have at times reported, it seems difficult to understand the action of the trades unions in rejecting the proposition made by the manufacturers in the Orange district.

We are told that it will mean the loss of hundreds of thousands of dollars in wages to those who work in the Orange district, and a large portion of this will be a gain to non-union workmen in other sections.

The modification of the rules of the Danbury Association again shows that the strong river of trade will not abide by artificial barriers, it matters not by whom erected—whether it be by a "jobbers' association," a "trade union" or a "Danbury Association" matters nothing, for this strong river flows over, or under, or around obstacles, and when these are very great, it even digs itself new channels, and those who are wisely resilient or adaptable are the ones who invariably reap the riches which this mighty current carries with it.

Some inconvenience is being caused by happenings in the custom house at the port of New York. Invoices of foreign bands and bindings have been reappraised, and in some cases raised from 40 to 75 per cent. and penalties imposed. As a consequence, there has been slow delivery on cheap grades.

Vacations of some custom house employees are said to be responsible for a glut of work in the department through which come Panama hats, and several shipments of these goods

are very slow in coming through. Low-grade Panamas continue difficult to obtain.—Apparel Gazette.

The Ethics of Leadership.

The discipline of trade demands leaders.

The leader must know more than the led.

The best army without a command has the weakness of a mob.

The generals of history massed together with no one to command them would stampede at the sight of the enemy.

The one at the head may be inferior to those at the bottom, but commercially he is superior to those commercially below him.

Until civilization moves another cog upward there must be owners and owned.

The leader on to success it not a slave driver. His rule is only that of discipline, and discipline is neither hard nor cruel.

No business man can sell goods, because he has not the time; and therefore to him the employe is a necessity.

A crabbed old bachelor recently remarked to us that he believed in equal suffrage. His reputation for pessimism regarding the fair sex caused us to ask for an explanation, and he tersely answered: "When woman gets her rights she will then be equal to, if not better than, a man."

Made on Honor and Sold on Merit


Buy Direct from the Maker



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

Ellsworth & Thayer Mfg. Co.
MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman



PAN-AMERICAN GUARANTEED CLOTHING

will fill the requirements of every retailer who's looking for a "steady" trade in popular priced clothing.

It's iron-clad clothing—and the buyer gets an iron-clad guarantee—"a new suit for every unsatisfactory one."

Found we could make better clothing for the same money with Union labor than without it, so we've added the Union Label, too.

ISSUED BY AUTHORITY OF
UNITED GARMENT WORKERS OF AMERICA
LOCAL 144
REGISTERED

Men's, Boys' and Children's Suits and Overcoats. NO CHANGE IN PRICE—\$3.75 to \$13.50.

Better enquire about our Retailers' Help Department—we're giving 14 different kinds of advertising this season. We'll tell you about it and send you samples.

Salesmen have them, too—and we have an office at 19 Kanter Building, Detroit.

WILE BROS. & WEILL BUFFALO N.Y.

FIELD NO. 10 OF ADV. N.Y.

The Coming Season To Be Unique in Shirt Styles.

The coming season, from such indications as have already risen to the surface, will probably be one unsurpassed for the variety, beauty and value of the shirt styles offered.

Manufacturers, it seems, have prepared for a prosperous season and are offering such goods as have not often been seen in previous seasons. Among the fabrics which seem to be the most popular with the buyers are the chambray, Oxford, Picardy, the leno effects and effects in swivel weaving. In colors, grays, slates, gun metal and more vivid hues are selling. There is more warmth of color in shirt styles than heretofore, but the small figures on light grounds have by no means taken a back seat. The tan shirts seem to be less violent in color and to have taken on a modest tone more in keeping with good taste. A handsome article which the writer saw, however, and one which will sell well probably, was a tan shirt with pleated bosom, narrow, vertical white stripes running down each pleat. This relieved the monotony of the tan without giving a loud effect.

In collars there are some new shapes and heights, especially in wing collars. The wing styles do sell, but the high band turnovers are very far in the lead.

The retailers are not yet through with their summer shirt sales. Any man who can raise a dollar need not be shirted any more shabbily than the best. The styles selling are those of the summer.

Buyers are in the city from all sections in greater number than for any fortnight since fall lines were first opened this season. Most of them are placing fall orders; some are giving attention to the new spring lines in shirts, ordering from swatches and the made-up samples.

A large number of the manufacturers have their spring lines ready for inspection, and where they have no goods made up orders are taken from sample swatches.

According to the shirt orders placed, buyers are preferring color grounds, with grays and blues in best favor and novelties in white grounds doing very well. Madras goods seem to be the choice and orders show a larger proportion of woven goods selected than of printed, although the latter are by no means ignored in any grade. In some of the cheap and popular dollar lines the prints in white grounds lead. In the higher priced lines there is a decided leaning toward woven fancies in light color grounds and white grounds in fancy stripes, narrow and graduated stripes with plenty of white ground.

Color and white grounds, with touches of helio, pink, blue, green, champagne and corn—a darker shade of yellow than champagne—are finding favor, as they are considered newer and more in the way of novelties than the monotonous. Corns, pinks and helios in solid color grounds are not selling, buyers going shy of them. A few buyers, however, in-

clude a very small number of these in their selections. The South and Southwestern visitors, buying popular priced lines, are ignoring grays and solid colors for white grounds in black units and stripes and are only taking a few color effects.

White negligee shirts for spring lack interest and are not receiving the attention they did last spring. Buyers say they were not good sellers this season.

A feature in fall buying, freely commented upon in the wholesale trade, is the fact that buyers are not enthusiastic over somber or dark ground shirts, either in prints or woven goods, but take light grounds and only neat patterns. Business in fall negligees is not as lively as was expected. Buyers report that they have carried over enough summer negligees to meet the fall demands of their trade. Preference is therefore given to stiff bosoms, with pleated fronts second choice, although most orders include but a sprinkling of the latter. The combination shirt, made of one fabric in the bosom and another style of fabric in the body, is taking with only a small proportion of the trade and is confined, for the most part, to certain sections of the country, notably Pennsylvania and the Middle and Far West.

Although shirt manufacturers' orders for spring and fall shirtings have been mostly on color grounds, it is believed that the tendency of the trade is to get back to white grounds again. The curtailed purchases of white grounds from the mills is said to be due to the fact that shirtmakers have carried over large stocks of white grounds from last season. They are showing a liberal assortment of them in their new lines for both fall and spring.

The volume of fall business secured thus far is not as large as was secured last year up to this time, and the initial business on spring lines is light. Buyers are reported to be making small purchases to fill in with, and sellers feel confident that as soon as the retail stocks carried over are worked off there will be an increased repeat order business.

The foregoing reflects the various conditions of the market on both seasons, so far as they have developed. Nothing definite can be known until after retailers get their new fall lines before the trade and feel the effects of consumptive demand.

Shirt manufacturers of Cincinnati have made up their samples for spring and salesmen are preparing to go upon the road. A majority of the manufacturers who were interviewed as to whether dark grounds would be the go in negligees for the coming season thought the gray in plaits would be the leader. The call for shirts with cuffs attached is very heavy. Fall business has been satisfactory.—Apparel Gazette.

Do not allow the idea that you are less fortunate than other human beings to enter your mind for one moment.



Lot 125 Apron Overall

\$8.00 per doz.

Lot 275 Overall Coat

\$8.00 per doz.

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

Lot 124 Apron Overall

\$5.25 per doz.

Lot 274 Overall Coat

\$5.75 per doz.

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

Lot 128 Apron Overall

\$5.00 per doz.

Lot 288 Overall Coat

\$5.00 per doz.

Made from black drill, Hart pattern.

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

Retailers

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

Merchants' Quick Price and Sign Marker

Made and sold by

DAVID FORBES

"The Rubber Stamp Man"

34 Canal Street.
Grand Rapids, Michigan

Oleomargarine Stamps a specialty. Get our prices when in need of Rubber or Steel Stamps, Stencils, Seals, Checks, Plates, etc. Write for Catalogue.

THE OLDS MOBILE

Is built to run and does it.

\$650



Fixed for stormy weather—Top \$25 extra.

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

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

ADAMS & HART

12 West Bridge Street. Grand Rapids, Mich.

Do You Contemplate

Incorporating YOUR BUSINESS?

Then call to your assistance the services of our Auditing and Accounting Department to formulate a plain and complete statement of your business and assist you in the preliminary steps of the undertaking.

Write today for particulars.

The Michigan Trust Co.

Grand Rapids, Mich.

Established in 1889

Prevailing Fads and Fashions in New York.

In all branches of men's wear lines—from hats to hosiery—gray occupies unusual prominence. The shades vary, from a delicate pearl tint to somber slate. Yet it was sanguinely predicted by the wise heads that gray had seen its best days a season ago and would surely be passed up this fall. However, gray is still with us and the horizon of fashion is more gray beclouded than at any time since the first dawn.

Grays and their multiple variations in black and white are most plentiful in fall neckwear. The repeated efforts that have been made to push grays back and urge colors into the foreground seem to have been futile. In the neckwear business done for fall by retailers grays and black and whites stand as five to one against colors. They are equally as prominent in the orders for cravatings placed by the neckwear manufacturers with the mills, and so far are about the only things duplicated on for the season. Grays, black on white, white, and whites with units in black are about the only cravatings ordered for the holidays. The same grays, touched up with a bit of color, are talked of for the spring of 1904. Neckwear people say they do not know what else to order that is so safe, and the mills reiterate that they do not know what else to make.

In shirts and shirtings for fall, gray and black and white lead. They have been most largely bought for next spring by the shirt manufacturers, who are giving grays most prominence in their spring 1904 lines.

Grays are strongest in half-hose, and not even the old staple black surpasses them in sales, when it is considered that for years it has been difficult to supplant black in men's hosiery. Black, however, is a firmly fixed staple, and gray, although well established now as a staple, is still largely a novelty and included in the fancy class. It was thought by the most experienced buyers that grays in hosiery would be dead for another season, since it was believed that their standard was lowered this summer by the introduction of cheap domestic gray half-hose. But cheap hosiery seems to have had no more disastrous effect upon gray in this line than the cheap gray prints did in shirts. The cheap grade merely improved the tone and richness of the grays brought out in the finer merchandise.

Every other man encountered on Broadway wears a gray cravat, and about one out of every three men observed exposing their clocks or open-works on the Broadway surface cars wears gray foot-covering.

Gray has been equally conspicuous all summer in men's clothes. It is decidedly in evidence in the initial fall displays of metropolitan clothiers, and the strength of its position may be inferred from the fact that in men's wear fabrics for fall it has been duplicated on more than

any other mixture by the clothing manufacturers.

It is for the purpose of giving retailers a glimpse of the present and future importance of grays that we present this information. Merchants may thereby act according to the value of the intelligence given. Just what the future of the gray will be is problematical. It is sufficient to know that at present it appears to be too strongly entrenched as a popular favorite to go out this fall. Yet there is significance in the fact that the custom shirtmakers are ignoring grays for next spring and getting back to white grounds. Another fashion tip, which frequently serves as a guide to the designers of shirtings for men's wear, is that women are no longer wearing grays, but getting into lurid colors, with purple in the lead, and the helios, cardinals, pinks and bright greens are all prominent in the season's new colors. Champagne, it is said, will be the leading shade in women's wear next spring, supplanting the present rage in white, and is out in spring shirt lines.

It is our province to reflect the trend of vogue, as well as to record business conditions, and as fashions in men's furnishings and apparel are not without their influence upon business, we consider that the foregoing reflections will interest our readers.

Some Suggestions for Windows.

The style of a decoration depends in a large degree upon the character of the building in which the windows are located. A massive structure, with heavy stone cornices, deep window ledges and a general air of solidity and bulk, with single windows, instead of double ones flush with the street, is not, as a rule, the sort of surroundings appropriate for the light and airy style of window decoration. Here the appropriate style is richness and depth of tone and color and sharp color contrast. Windows in such a building take naturally to the wine-colored plush and mahogany settings, French plate mirrors and the like. This offers a contrast to the shirts or other lighter colored goods shown, making them stand out in the picture.

Wing Collars Gaining.

It is said that the wing collar is steadily gaining in favor, but buyers say that little less than a complete revolution in collar vogue can supplant the double-fold style. One of the foremost makers will not introduce the round-corner wing collar for fall. The English wing collar for fall shows horizontal tabs. In some quarters it is said that the military shape standing collar will come in stronger this fall than it has been in several seasons. With the popular trade it is a more favored style than the poke.

Some Clever Cards.

The following clever cards were among a number used by John Hodgson, advertising man and window dresser for Shankweiler & Lehr, Allentown, Pa., and were a new departure. They were lettered with a

show-card pen on regular wrapping paper, and were pasted on the outside of the windows. They were used in addition to the regular cards inside the windows, describing goods and prices. The cards on each of the seven windows were changed by Mr. Hodgson every morning:

"If you don't want three of these ties for a dollar, take two! You'll have credit for the other."

"Two-dollar company is pretty cheap company for trousers like these to travel in."

"If you pay us a dollar for two of these ties, you still have another tie coming."

"Say, Mr. Man, who wears less than a 40 coat, don't you wish you were big enough to wear one of these \$— suits?"

"The little wide fellows and the big fat fellows are all invited to make the most of this suit opportunity."

"Boy, your mother is looking for you. She wants to buy you one of these \$2.50 suits before some other boy's mother gets a chance at them."

The Essence of Time.

To John Singer Sargent, the eminent painter, a vain old woman once complained while sitting to him for her portrait:

"I wonder what it is that makes my hair so gray. Do you think it can be the essence of rosemary that my maid applies to my scalp every morning?"

"It may be that," said Mr. Sargent, "and, on the other hand, it may be the essence of time."

Everybody Enjoys Eating Mother's Bread



Made at the

Hill Domestic Bakery

249-251 S. Division St.,

Cor. Wealthy Ave.,

Grand Rapids, Mich.

The Model Bakery of Michigan

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

A. B. Wilkink

We aim to keep up the standard of our product that has earned for us the registered title of our label.

"The Clothing that makes Rochester Famous"

REGISTERED BY Solomon Bros. & Lempert, 1900.

Detroit Sample Room No. 17 Kanter Building

M. J. Rogan, Representative



RAMONA
REED'S LAKE

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

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

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

Grand Rapids Railway Co.

Shoes and Rubbers

Pertinent Suggestions on Advertising Shoe Stores.

Many shoe advertisers use a name plate of more or less fancy design at the top or bottom of their advertisements. This is an excellent plan, as it gives a distinctiveness to the advertising and catches the eye of the reader of the publication in which it appears. In many cases, though, these plates are too bold and take up altogether too much space. Space in a newspaper is valuable, and comparatively very little of it should be used for any purpose except to name, illustrate and describe the shoe the advertiser wishes to sell.

Western girls are noted for their cleverness and good, sound views on all questions pertaining to business. Fully a score of marriageable girls have, according to one of the leading journals of the West, declared war against the young men of a certain town, and have formed a league to promote refinement among the men, which the ladies say is sadly lacking there. Recently they met in a body and passed the following resolution: "Be it Resolved, That the ladies of this town will not hereafter marry a young man who is not a patron of his home newspaper, for it is strong evidence of want of intelligence, and that he will prove too stingy to provide for a family, educate his children and encourage institutions of learning in the community."

If these young women had gone ahead and resolved once more they would have done better. They should have served notice that a young business man who failed to advertise in his home paper should not be considered eligible.

There are a good many old fogies in the shoe trade who do nothing but sit around and sneer when some new business rival comes to town and attempts to liven things up a bit by putting new ideas into his business. When such a man appears in your town, watch him carefully, and if his ideas seem to be attracting business, wake up and go him one better. Many a large and firmly established shoe store has lost a good part of its trade because the owner of it said to himself: "I have made money all these years by pursuing my present policy. Why should I change?" Very true, but perhaps his trade has never known any other policy. A man can not run successfully in the same old rut forever.

One of the most important branches of advertising is the show window. People who do not read advertisements see the windows, and very many people who do read advertisements and wish to buy the things advertised walk past the windows of the store before going in, in order to get a glimpse of the goods displayed and to see if they are as desirable and good as the advertisements led them to believe. If the windows fail to attract and convince the looker with the money to spend, the sale is lost, and poor window dressing is responsible. Handsome windows bring in the buyers, unattractive win-

dows turn them away. A good many people buy shoes, not because they need them, but because they look nice in the window. Many a purchaser will go blocks out of his way to buy shoes of Jones instead of Brown because the former's windows are attractive and the latter's are not.

Clothe your advertisement in such plain English that the people to whom you are appealing to become your customers will understand, and not only understand, but can not misunderstand. Leave nothing to be taken for granted; state it all. When your advertisement is prepared hand it to a friend and ask him to read it to you and you be the audience. Do not look at the good in it; hunt for errors; when found, then make the improvements. When you are satisfied that the advertisement is as good as you can make it, take it to a first-class paper and have it put in type. Explain to the printer your ideas and then tell him to improve on them if he can. Do not crowd a quarter-page advertisement into a few inches and then say it was ruined in the setting, but consult the printer about the space. He knows more about the possibilities of type in a minute than any outsider ever will know. Do all this and the advertisement will be satisfactory. Then buy a prominent space in the paper and your advertisement will bring results. Because the advertisement is a good one is no reason it should stand unchanged for weeks. Change it often. Write another good one. Keep writing them. After a little while you will get so that you can write any number of advertisements on the same article, and tell the reader the same story in a different suit of language. Always buy good space for good advertisements, if the space be ever so small.

If you have a good article, advertise it. Every person is not as well acquainted with your store as you are, therefore they do not know what goods you receive from day to day. You want the people to become regular customers, not for once, but for all time. And for that reason give them pointed talks on what you have to sell.

Women are the ones who find the bargains in the advertisements throughout the day, while the toiler and consumer reads the paper in the evening. Here is a point to remember: It is not always the finest store in the best location, surrounded by attractive signs, that catches all the business nor makes the largest clear profits. A neat store with less rent and superior advertising will eventually have the largest profits.—Shoe Retailer.

Dickey & Sons, dealers in general merchandise, Silver Lake, Ind.: We read the Tradesman attentively and feel that it is one of the best papers published for the benefit of the business man.

An untruthful advertisement makes a skeptical purchaser, if it makes a purchaser at all. The skeptical purchaser always keeps his hand tightly on his pocketbook.

You'll Find Nothing Lacking



Examine our shoes thoroughly. Visit our factory when you are in town and see every detail of their manufacture. You'll find nothing lacking that is essential to wear, fit or finish.

Our trade mark on the sole is a guarantee to your customer of solid shoe satisfaction.

We go everywhere for business.

RINDGE, KALMBACH, LOGIE & CO. LTD.
Grand Rapids, Mich.

The Name

Herold-Bertsch Shoe Co.

on our shoes stands for the highest and best there is in shoes. It guarantees fit, comfort, durability and perfect satisfaction to your customer in every respect.

Herold-Bertsch Shoe Co.

Makers of Shoes
Grand Rapids, Michigan



Mayer's

Shoes



Mayer's Shoes for the

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

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

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

How To Gain and Retain Home Trade.

I was reading how the city fellows got the country trade and it made me laugh, because some of their efforts have been made in my vicinity and it was postage wasted, bill posters wasted and money spent in newspapers in vain. Of course, we have no newspapers here, but there are papers in nearby villages and these are taken by a good many of my customers. I have been in business here forty years and there is not a soul within five miles of the cross-roads who does not know me. I am familiarly known as "Uncle Hez," and I like it because it draws me nearer to their dollars and to their hearts, too.

You may want to know how I got the best of the city and village chaps. When they began what they called their "advertising campaign" I thought to myself: "Hezekiah, you've got to be up and doing," and when my wife told me that my shoe business would be ruined I made an oath to myself (I never swear out loud) that I would fix 'em. I had read in the trade papers about fixing up window trims and, as I never had one before, I determined to have one that would wake the people up. I got some of the fellows who hang around my place and eat crackers and cheese and sit on barrels without paying to help me and in a day or two I got all of the pork barrels and other unsightly things out of the window and for the first time since the war this space was empty. Of course I run a general store and my trade is on all lines, but I have made a name for my shoes and I now have the trade in this section down pretty fine. But about the window.

After the barrels and boxes were removed, I cleaned out the cobwebs and accumulation of dirt. Then I noticed that the window had small panes and I never saw one in your journal like this. Among other things, I sell glass, and I resolved that a new window was needed. I put in a special order and while waiting for it I took out the old one. In about a week I put in one great light that caused people to stop their horses and wonder. My improvements were the talk of the town and everybody's curiosity was aroused to know what it all meant. To those who ventured to ask, I said that I was going to have an "opening." The sewing circles and missionary societies and the auxiliary corps made this their principal topic of conversation, and the men folks who had traded with my rival across the road dropped in to see what was going on and tried to learn something to tell the women. I went to town and had a mighty big sign painted on canvas.

This sign was a buster, in six colors, and so big that when nailed to the side of my store everybody could read it from a distance. I trimmed my window after the manner of city stores, and kept the new shade down so that nobody could see in until the opening day. Everybody was crazy over the free souvenirs and new interest was added when it was truly

reported that there would be dancing in the evening in my big barn. I flooded the town with dodgers that my son printed and these were delivered at every house within a radius of four or five miles.

The eventful night came and I felt poor. I had gone to a big expense, but I rallied when I remembered that the paper said that good advertising pays. The store was trimmed with flags and Chinese lanterns, and an orchestra, composed of two violins, a cornet and a bass viol, gave the place a holiday air. The window was shown first in the afternoon and I received all sorts of congratulations for the handsome effects I had wrought. My wife did all the flower work and fancy fixing.

The shoes were admired greatly and at night when the electricity was turned on everybody was amazed. My son did this with his knowledge of electricity that he learned at the city high school. I was afraid he would set the place afire, but he assured me he wouldn't; and neither did he. I had extra clerks and the afternoon was given to the sale of shoes and two hours in the evening after 7. I bought a job lot of souvenirs at a wholesale toy store that had burned out, and these I gave away. I had all sorts of cheap jewelry, tops, toys, dolls and other things. For men I gave away real good mittens and to women cheap black mitts. I had some in the window marked "the latest style," with a big price on them, so the women thought they were beautiful. At the dance later on most of the women wore their mitts.

In five days I sold \$960 worth of shoes, more than in two years previous, besides a gain in other lines of merchandise. But I had stocked up goods, as your paper said it paid to advertise and hold openings with music. Well, everybody was delighted and some women got three or four pairs of gloves. Since that time I have my spring and fall openings, and my mid-winter and mid-summer clearances just as the city chaps do. Now I am known as a shoeman more than a "general store" dealer. My reputation is extending and I like it, as my business and income are increasing steadily year after year.—Hezekiah Smith in Shoe Retailer.

Steel Passenger Car.

The Pennsylvania Railroad is building an entire steel passenger car for use on its underground system in New York. The car is an experiment, but there is every reason to believe that it will be a success. It is 50 feet long, with a vestibule but no steps, since the platform of the vestibule will be the same height as the platform of the station.

The only wood about the car is in the rattan seats. The car is so built that it can be used, not only on the Pennsylvania underground system, but all other systems in New York. It will be heated with steam and equipped with airbrakes and electric light.

Don't take it too easy in youth, lest you take it too hard in later years.

The Lacy Shoe Co.

Caro, Mich.

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

Advertised Shoes

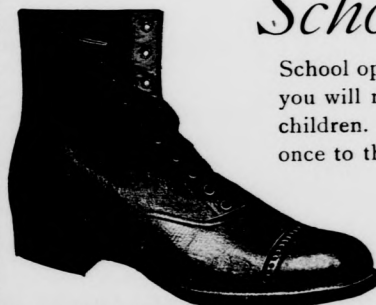
Write us at once or ask our salesmen about our method of advertising.

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

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

School Shoes

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



Walden Shoe Co.
Grand Rapids
Mich.

Announcement

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

Yours very truly,

Waldron, Alderton & Melze,
Saginaw, Mich.

Do You Know What We Carry?

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

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

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

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

TO-DAY.

The Bane of the Idler—The Delight of the Striver.

The bane to the idler, the common round to the plodder, the delight of the striver, such is "to-day" as seen from the general perspective of the human.

The idler views to-day with a dislike resultant from the effort it occasions. The plodder greets it with an air of, Ah, well, I suppose I must see about it.

The striver hails it with gladness. To him it is pregnant with opportunities, duties that are pleasures, chances of fuller and wider experience, of improvement in himself and surroundings, and consequent advancement. He likes it, in fact, revels in it; he takes it in hand and uses it, not it him; and by thus moulding the plastic to-day, he leaves a past good for the eyes to behold, and turns confident and expectant to the future.

A philosopher once said, "Young man, dost thou love life? Then do not waste time, for that is the stuff life is made of."

Do you realize this is true? Do you not see that time is life and that to have a full, useful life you must make full, good use of your time?

You may have talents of no mean order, be a genius, in fact, and not know it, but without time, talents are more or less useless.

I have met young men who have shown signs of talent; application to study was all that was needed to cause the plump bud of ability to thrust forth in virgin beauty; and ripe goodly fruitage would have been the result of this fertilization with the tree of knowledge.

I have put the question, "Why not improve yourself, you have talents that are worth it?"

The almost invariable reply it, "I have no time." Yet they find much time for amusement, and in answer to the observation will quote, with an appreciable degree of unction, the well worn saying, "All work and no play makes Jack a dull boy." The truth is they have time but lack earnestness of application.

They know that they have talents, also that it would pay them to improve them, but alas, it is too much for them.

It has been truthfully said, "To-morrow never comes." We know the past never returns. What then is ours—since we can not handle the future or recall again the past? Just to-day.

Only "to-day," but it is everything. It is ours, it is life. The past is gone. Mayhap its skeleton throng of dead hopes, mistakes, sins, haunt us with gaunt, accusing faces. We shed hot tears of remorse, they move them not; the sweat of bitter anguish calms our brow, still they are there. We would give all we possess to blot them out, but it avails us nothing. We cry in travail of spirit, "Oh, what can we do to rid us of these phantoms of our real past?" Something within whispers: "Redeem it by living the present aright."

As a drowning man catches at a straw we grasp the lesson and start right in to live to-day aright, and so intent are we on the duties and opportunities of the present that the past is forgotten. The well-lived present glides by and becomes part of the past and when we pause to look back 'tis sweet memories that are recalled that remind us of the duty done, kindness rendered, temptation overcome. There is a mighty power in a well-lived present.

To-morrow is like an angel ever hovering near us, but always eluding our grasp.

She it is who hands us on from the store-house of time our "to-day."

She is a just steward and, on our usage of to-day as she passes it on to us, determines the quality and usefulness of the to-day she will give us when to-day is gone.

With our use of to-day our past is indelibly stamped.

On our use of to-day our future will be determined.

By our use of to-day we are what we are.

Let us see to it, then, that we hail each successive morn with renewed gladness, and realizing the mighty power of the present, determine to use it so that as it becomes the past we shall not turn from it with regret; and as the future becomes to-day it shall become increasingly useful and divinely fair.—W. Rollison in Common-Sense.

Recent Business Changes Among Indiana Merchants.

Center—L. S. Lett has purchased the general merchandise stock of D. E. Duncan.

Columbus—Wm. L. Patrick has purchased the interest of his partner in the grocery business of Bowman & Patrick.

Indianapolis — The Automobile Equipment Co. has moved its plant to Detroit.

Lafayette—Fred H. Kissling has moved his drug stock from Indianapolis to this place.

Mahalasville—John Prather has sold his general merchandise stock to S. H. Thacker.

Shelby—Abraham Goldstein has moved his stock back to Leland.

Terre Haute—Martin & Scott are closing out their stock of men's furnishing goods.

Wawaka—Mr. Thompson has retired from the general merchandise business of Gill & Thompson.

Whitestown—J. G. Schooler has purchased the harness stock of B. O. Liebhardt.

Anderson—A receiver has been appointed for the Shannon Furniture Co.

Elkhart—C. E. Crane & Co. have assigned their hardware stock to their creditors.

Wabash—A receiver has been appointed in the case of the clothing firm of E. B. Thomas & Co.

Wabash—The Wabash Bridge & Iron Works has filed a petition in bankruptcy.

To keep a fire burning you have to keep on feeding it—it's the same way with advertising.

Old Furniture in Demand.

Old furniture collectors in New York have lately been driving prices higher and higher. The rage for Chippendale and Sheraton patterns of the finer lines is greater than ever. Chairs especially fetch astonishingly prices. Even dealers are paying in some cases as much as \$50 for a single Chippendale chair of rare pattern, although it be out of repair. A collector in this city paid the other day \$275 for a Chippendale armchair. Chairs of less unusual pattern are sold every day for \$40, \$50 and \$100. Another article much in demand is the pie-crust table. These are small round tables resting on carved tripods and decorated around the edges with scroll-like carvings, which serve to prevent objects from sliding off the table top. A good pie-crust table of ordinary pattern fetches from \$15 to \$60, but if of rare design and large size may run up to \$250, or even more.

One Was Enough.

"You love my daughter?" said the old man.

"Love her?" he exclaimed, passionately; "why I could die for her! For one soft glance from those sweet eyes I would hurl myself from yonder cliff and perish, a bleeding bruised mass, upon the rocks two hundred feet below!"

The old man shook his head.

"I'm something of a liar myself," he said, "and one is enough for a small family like mine."

RUGS FROM OLD CARPETS THE SANITARY KIND

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

Petoskey Rug Mfg. & Carpet Co. Ltd.
Petoskey, Mich.

Certificates of Deposit

We pay 3 per cent. on certificates of deposit left with us one year. They are payable ON DEMAND. It is not necessary to give us any notice of your intention to withdraw your money. Our financial responsibility is \$1,080,000—your money is safe, secure and always under your control.

Old National Bank

Grand Rapids, Mich.

The oldest bank in Grand Rapids

The Cold Wave is Bound to Come

People will demand Leggings and Overgaiters as a protection

Are you prepared to meet the demand?

We make our Leggings—Quality guaranteed

Write for samples and prices



HIRTH, KRAUSE & CO., Grand Rapids, Mich.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

Photographing Window Displays.

The only way to get a window photographed successfully and with the least confusion and labor, is to take the picture at night by electric light. Yet even with electricity success is not always possible, because your window must be installed with the proper style of lighting in order to have the light spread evenly throughout. Therefore, a window should be fitted with reflectors similar to the "Frink," if not with it, and use 16 or 32 candle power lamps. Then you have the ideal light to obtain a good photograph. All other styles of lighting, such as drop lights, etc., are apt to cause halations upon your plates, yet with certain classes of goods on display the halation would be weaker, or even, perhaps, scarcely noticeable.

The same is true when photographing a window display by daylight, the reflections are greater where the displays are inclined to be a little dark.

But with the reflector-lighted window it is perfectly safe to depend upon the fact that if you have timed exposure correctly you will have a good negative. There may be a few reflections from electric lights cross the street; but there are ways by which this can be remedied very considerably, such as dropping the awning down, using non-halation plates and by taking the photograph late in the evening, say from 11 to 12 o'clock.

The best plate for window photography is a non-halation.

You can get a good negative with the other plates; but the non-halation gives one more leeway in making the exposure and a better opportunity to correct errors in the development. Having two emulsions, the first coating on the glass is very slow and the second very fast. So, if there are any strong high lights in your display they are checked when they reach the slow emulsion, giving the darker parts of the display a chance to strike well home before you need be afraid of over exposure.

I have found that any class of merchandise displayed can be taken with from 5 to 20 minutes' exposure when one has a good lens that will cut good and sharp with the stop at "f7," and will take the time to focus it up carefully. To get the camera in good focus I usually look out for the show cards and faces of figures, as they are more easily defined on the ground glass at night than merchandise and are safe guides to go by.

After the plate has been exposed the next thing in progress is to develop it and this is just as particular, if not more so, than anything else you have done, and here you have an opportunity to correct many errors, if any have occurred. Every one who takes his own window photographs should by all means develop his own plates, for in that way he will learn to overcome many little things in exposing plates that otherwise he would know nothing of, besides a lot of pleasure.

Don't be contented with just pushing the button, but learn to do the

rest, for the knowledge gained will more than repay you.

For developing, I think there is nothing that equals the pyro and soda developer, as by this you can obtain good, sharp, crisp negatives, full of strong detail, and that is what you want, for then you are sure of a picture that will be good and strong and that will reproduce a good half-tone.

Two Traits Which Are Always Necessary.

A department store manager, speaking of the faults of salespeople as he has found them, had this to say:

"The great trouble with my salesmen is that they often become bumptious when they have made some big sales. This does not necessarily prove them to be the most valuable salespersons. The salesman who not only sells a pair of shoes to a customer, but also pleases that customer and gains his confidence, is the one I want. He has secured future trade. When he has done this he has accomplished what his employer has desired. He has advertised the business and secured trade for the future.

"Some men and women seem by nature fitted for salesmanship. Many clerks in retail stores become apathetic—constitutionally tired. Snap is a rare quality, and one must be possessed of a peculiar temperament not to fall into easy and indifferent ways after long experience with customers. Lacing of shoes has always much to do with the set of the shoes upon the feet, but the entire strength of the salesmen often seems to be exerted only in drawing the lacing tight about the top of the shoe. Some salesmen consider the selection of shoes for women's feet a very particular matter, while the man customer is expected to be satisfied with the first pair shown. If a salesman will listen patiently to the complaints of customers, with a desire to obtain information which may be used afterward to advantage, then he will succeed, but not otherwise."

Causes of Nervousness.

How shall we manage not to be nervous? By proper living, proper working and playing, eating, drinking and sleeping; above all, proper thinking and feeling.

Many a hysterical woman would be stable and strong had she consistently striven with singleness of aim for a laudable object.

Besides relaxation we must have diversion. We must play, if our work is to be effective and long sustained and if we are not to be nervous. Ambition is a wonderful force and makes for progress.

Emulation is an excellent stimulus, and industry is better than both, but in excess the combination has worked the nervous ruin of many.

To sum it all up, if you wish never to be nervous, live with reason, have a purpose in life and work for it, play joyously, strive not for the unattainable, be not annoyed by trifles.

Bats live a long time. One was found in an English vault which had been closed and sealed 106 years before.



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.

THE COMPUTING SCALE COMPANY

MAKERS

DAYTON, OHIO

THE MONEYWEIGHT SCALE COMPANY

DISTRIBUTORS

CHICAGO, ILL.



AMONG THE DAGOS.

Sight Seeing in the Vicinity of Naples.

I should have written sooner again, only we've been having such a corking good time, and a fellow gets so into the spirit of the lazy, soft, sensuous climate here that, if we had such a climate at home, I'd get so that I'd consider it a hardship even to get up and sell two bottles of corn cure at one time at 25 cents per bottle, on which we make 100 per cent. ad valorem or government Latin to that effect.

We've been over here a week now and we're going on to Rome tomorrow. I wish we didn't have to. Another week of this place and I'd be busy keeping old Mr. Shanks and the New England schoolma'am from getting married before they get home to America and do the thing up in good old orthodox style.

It's the climate, you know, and the glorious moonlight nights, and the drives and the rambles over the island through the orange groves and the olive groves and all that.

I've had several very earnest talks with Billy Bing and his sister about our duty in the matter, which, somehow, does not seem very plain. You see, it may be her only chance in all the rest of her life, coming from New England so, where they grow so many women, and while he is apparently all ready to pop the question right now and get married by anybody from a priest to a Capri boatman and go right on traveling the rest of the trip, when he gets home to America he may get apathetic again.

We've discussed the matter in every phase, for of course Miss Bing has all of the schoolma'am's heart by this time and she gives Billy and me that side of it, while it's all Billy and I can do to keep Shanks from backing us up into a corner fifty times a day and telling us what a glorious woman Miss Peddy is. That is her name, Miss Peddy. What do you think of them? Mr. Shanks and Miss Peddy. If they ever do get married I should think there would be a fight between them as to which would have the privilege of changing names, and even then Billy says he should think they'd petition the Legislature jointly for a new one.

As sort of in charge of the party, I've questioned Mr. Shanks pretty close about his ability to care for a wife. He talks to me as if I was his father and he must be close to fifty-five. He says he carries a stock of about \$8,700 inventory, and that there isn't over \$1,500 of it stuff that would have to be sold at 50 cents on the dollar. Mostly staples. A few more boots and heavy shoes than I'd consider good stock keeping, but he says they are just as staple as carpet slippers down in Pennsylvania. Says he sells about \$15,000 a year, mostly for cash or monthly settlements, and cleans up something like \$1,700 a year above all expenses, including his board at the hotel. Has a nice house and lot which is rented now, but with the lease "subject to sale," and the old fellow is kicking himself because

he didn't also put in a "subject to marriage" clause and asking Billy and me if we thought the "subject to sale" clause would hold in case he got married and needed the place to live in before the first of April. You can see how far gone he is.

He owns a business block in town worth \$9,000, and has a running bank account of \$1,000 to \$2,000, besides \$6,000 in the savings bank, safe deposits and other good 4 per cent. institutions, and has \$22,000 in notes and mortgages and not a soul depending on him. He asked Billy and me, solemnly, this morning, if we sincerely thought that he was financially in a condition to assume the solemn marriage tie.

Billy told him that he thought that if the marriage tie was a high oxford laced all the way up he would still be in form, but the old man didn't get the joke, and it wasn't a very good one, anyway.

We've been just resting here this week and I'd tell you all about how beautiful it is only I get so excited when I try to write about it that I dig in to the paper so with the pen that the ink spatters and I can't make any progress. But it's a dream. I never hoped to see anything more blue than the upper of an old-fashioned French kid shoe, but the water of the bay has it beat forty ways. I never hoped to see anything so beautiful, and the blue grotto you've heard about is bluer yet. So blue that it reminds me of the days when I first started into business for myself before I failed and Laster bought the stock and took me into partnership with him. But that ancient history has nothing to do with this.

As I say, we are resting here in Capri for a week after the good hard week we put in sight seeing around Naples. It's all very strange and beautiful and foreign and wonderful to me, but then this is the first foreign place I was ever in except St. Catharines, Ontario, once, and once in Hester street, New York.

A fellow can get along so wonderfully cheap here, too. O'er here in Capri we are boarding at the prettiest little "pension" you ever saw and all it is costing us is 5 francs a day each and a franc is a shade less than 20 cents. Over in Naples we paid only 6 francs a day for everything. Cabs are the cheapest thing of all. The cheapest place in the world they tell me. The regular fare for a drive from one point to another, anywhere within the city, is seventy centimes (14c), for one, two or three persons. Our party of five takes two cabs, so you can see how little it figures up each. Sometimes we give one cab up to Mr. Shanks and Miss Peddy and sometimes it happens that Miss Bing and I are thrown together in the cab with only two people in it. Poor Billy. We really must pick up somebody for him.

We hired two cabs by the hour one day and kept them for five hours, driving all over at a franc an hour each cab. Wouldn't that make a Boston cabman call in a walking delegate quick?

Most of the footwear sold in Na-

ples is, evidently, made by hand. I saw only one shoe factory and that couldn't turn out more than fifty pairs a day. Maybe I missed some. A good many shoes come from Milan, they tell me, and there are English, French and American shoes sold in some of the stores to a limited extent. Hand whittled out wooden soles with a vamp of heavy, gay colored cloth tacked over the toe and ball answers for most of the common people. I bought a pair of misses' for a curiosity for about fifteen cents. It's a good deal easier to go barefooted and I don't blame them for doing it.

What shoes they do make are made on the bench and they are corks and not very cheap at that. There seems to be some attempt at "team work," for I saw a good many little boys carrying armfuls of shoe uppers through the streets from one lot of bench workmen who made them to another lot in another part of the city who put on the soles. One little fellow sat down on the curbstone to rest and I got a snap shot of him. The lower part of the city is horribly crowded, but nobody seems to mind and they are the most picturesquely dirty and ragged people I ever saw and the most good natured. They are most persistent beggars, but they laugh and sing all of the time and one doesn't mind.

Down on the beach the other day a lot of little girls tried their best to get a few centimes out of us without success until one who was apparently a sort of leader ran away ahead and lined the whole bunch up right

McLachlan University

Summer School; Summer Rates; Best School

100 STUDENTS

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

D. McLACHLAN CO.

19.25 S. Division St.

GRAND RAPIDS.



A Handsome Book Free

It tells all about the most delightful places in the country to spend the summer—the famous region of Northern Michigan, including these well-known resorts:

Petoskey
Bay View
Wequetonsing
Harbor Point
Oden

Mackinac Island
Traverse City
Neahawanta
Omena
Northport

Send 2c. to cover postage, mention this magazine, and we will send you this 52-page book, colored cover, 200 pictures, list and rates of all hotels, new 1903 maps, and information about the train service on the

Grand Rapids &
Indiana Railway
(The Fishing Line)



Through sleeping cars daily for the North from Cincinnati, Louisville, St. Louis, Indianapolis, via Penna. Lines and Richmond, and from Chicago via Michigan Central R. R. and Kalamazoo; low rates from all points.

Fishermen will be interested in our booklet, "Where to Go Fishing," mailed free.
C. L. LOCKWOOD, Gen'l Passenger Agent,
Grand Rapids, Mich.

This is the Season to Buy Flower Pots



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

THE IONIA POTTERY CO., Ionia, Michigan

CELERY NERVE GUM



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

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

across our path and when we came up she was beating time like a Sousa and blamed if the little kids weren't singing a snatch from "Trovatore," and singing it well, too. They got their centimes after I'd snap-shotted them.

I could write a whole Recorder about Naples and Vesuvius and Capri and Sorrento, but I'm afraid you'd get tired of it. The only way is to come over and see it. It is surprising how little it costs.

And, Oh, yes, Pompeii. We could devote only a day to the buried city. It deserves a week, a few hours each day, even for a man who isn't much up on those old ancient folks as Mr. Shanks says. I had the guide take us around and show us what he said was a shoe store. Of course trade was dull the day we were there on account of the absence of the proprietor on his vacation since 79 A. D. and his stock was very much run down. On the outside wall the guide showed us a painting which he said was the business sign and represented a sandal, although Billy thought it looked more like a mud turtle and Mr. Shanks opined that it resembled more a lambs' wool sole.

The old Pompeii city fathers knew how to make crosswalks so that the Pompeii ladies and gents could cross the street without getting their sandals muddy. The crosswalks were merely enormous stepping stones set a foot apart across the street at the corners. In crossing the people simply skipped lightly from stone to stone and the wheels of the wagons and chariots passed between. I have seen something similar on the streets of our own Southern city of Paducah, Kentucky.

It is 9 o'clock on a beautiful Capri right, with a glorious moonlight doubly enchanting, a scene which is enchanting even on ordinary occasions.

Miss Bing is sitting outside enjoying it with her brother. It is no night for a beautiful young woman to have to enjoy romantic moonlight with a mere brother, so I must say, Good night.—Ike N. Fitem in Boot and Shoe Recorder.

What Constitutes Success of the Highest Order.

The successful man as he is portrayed in current literature is an optical illusion, a chimera of the literary faddist. But all of us, unless we are poor trash indeed, have moments of unusual power, acuteness and diligence. This is the common lot. Yet only a few of us that share the common lot are destined to accumulate great wealth or achieve conspicuous stations. The number of such stations and the chances for such accumulations never did correspond, and never will, to the number of energetic, ambitious and capable men who are hopeful of achieving them. The unpalatable truth the literature of success abhors.

The normal service of an able and faithful man has no place in the literature of success. Why? Because such a service has nothing picturesque about it—it is too common; is wanting in the melodramatic pitch.

Besides, it is so common, in fact, that we may identify it with countless individuals whose achievements, measured in these limelight standards, are of no account whatsoever. The successful man has never made a mistake, never taken a drink, never missed a cue, never told a lie, is never weary, plans and plots incessantly, and probably never sleeps at all! And, above all things, he always reaches the top and invariably possesses a heavy bank account. The greater this bank account the more wonderful the business and professional power of this astonishing individual seems to be. He is always more faithful, more vigilant, more industrious, more efficient than other men; but this confuses the issue and debases the standard of success. Browning said that the emphasis of success should be laid upon endeavor.

The man who is true to himself, faithful to the trust reposed in him, employing his resources to the fullest, allowing for human endurance as well as weakness, is a successful man. His material reward may be modest, but he is doing a part of the indispensable work of the world, doing it steadily and well—is not this also success and success of a high order? To the literary perverts who write pithy and snappy articles on how success is achieved in this dull world, such a man is a mere lumberer of the ground. Because someone stands higher this man is held to be outclassed and outqualified.

Frank Stowell.

Why Experts Can't Read the Future.

The history of the past six months, with its numerous falsified predictions, its succession of "re-assurances" that proved to be not well founded, brings prominently to the fore the following questions: What are the limitations set about the knowledge of our captains of finance? How far can they read the future? In short, what is the value of expert opinion, honestly given, on money rates and stock prices?

There would be no more sense in saying that bankers and brokers have positive knowledge of the future of money and stocks than there would be in saying that grain dealers have knowledge of future grain prices, or pork packers of future movements in pork. The business of making profits and of getting rich would be altogether too simple if that were the case.

There is one factor about which no man living can have accurate foreknowledge; a factor which has an influence on stocks more vital, perhaps, than any other—attitude of investors. Although the floating stock in the open market regulates the price, the total of it is a mere drop in the bucket when compared with the stock which has been taken off and which lies in investors' tin boxes. Any pronounced general movements, either to buy or sell, by the mass of investors, can not fail to have great influence ultimately on prices of stocks.

Movements of investors are induced in the one direction by attractive

interest and individual rates; in the other by general distrust and suspicion either of the outlook for the country or of financial methods in vogue. Brokers can see a movement in force, but they can not tell any more than the man in the moon how long it will continue, or what dimensions it will attain.

Whenever you have a favor conferred on you, remember it; but when you do a favor, forget it. The practice of this truth is one of the things that go toward building a great character.

Suspect the man who is always suspicious of every one else. An honest man does not take every man to be a rogue.

The Banking Business

of Merchants, Salesmen and Individuals solicited.

3½ Per Cent. Interest

Paid on Savings Certificates of Deposit.

The Kent County Savings Bank

Grand Rapids, Mich.

Deposits Exceed 2½ Million Dollars

"BEST OF ALL"

Is what thousands of people are finding out and saying of

DR. PRICE'S TRYABITA FOOD

The Only Wheat Flake Celery Food



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

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

Price Cereal Food Co., Battle Creek, Mich.

The Judges Do Admit

That The Original

S. B. & H. Full Cream Caramels

made by

Straub Bros. & Amiotte

Traverse City, Mich.

ARE THE BEST EVER.

A BUSINESS SYSTEM ESPECIALLY FOR YOU SENT FREE

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

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

THE KITE PRINCIPLE.

Man Incapable of Supporting Himself in the Air.

When the problem of aerial navigation, with machines heavier than the air, and supported by mechanical means, was finally put upon a firm scientific basis by the experiments of Tatin, Langley, and others, it became evident that man was physically incapable of supporting himself in the air by his own exertions.

Attention was then directed toward the perfection of light motive powers, until at the present day, thanks to the wide popularity of the air-cooled gasoline automobile engine, experimenters may obtain on the market engines perfectly suited to the requirements of aerial machines.

Up to within a few years, however, the would-be inventors of flying machines have devoted the greater part of their ingenuity to the propelling features of their usually fantastic creations, and have neglected the problem of maintaining stability. The few machines which have passed the speculative stage, and have been experimented with, have invariably proved woefully deficient in the ability to keep on an even keel in any except the most steady air conditions.

It seems, however, that this problem has remained unsolved so long simply because of this lack of attention to the mechanical principles involved, and not to the difficulty of the problem itself. The kite has been showing inventors the way to secure stability for centuries, but apparently its lesson has been unheeded, as there has never, to the writer's knowledge, been a machine constructed which was even designed to maintain equilibrium on the principle which keeps the kite on an even keel. Let us see what this principle is and how inventors have neglected it heretofore.

A kite is acted upon by only two forces, one passing through the center of pressure of the aeroplane surface and normal to it, the other acting at the point of attachment of the string and in a direction tangent to the string at this point. If the wind shifts, the kite veers around, always facing the wind and keeping the horizontal component of the string force in line with the wind. It is to this veering of the kite, which results in its always presenting the same edge of its plane to the wind, that we must attribute its stability.

Nearly every aeroplane machine ever designed or built has consisted, besides its particular arrangement of supporting surfaces, of one or two air propellers with their axis fixed in a direction to drive the machine ahead, and an arrangement of horizontal and vertical rudders.

How far this arrangement differs in its action from the kite under a shifting wind becomes evident upon a moment's consideration. Suppose such a machine to be facing a wind, and suppose this wind suddenly to shift in direction. It is evident that the machine will not now be in equilibrium, and in order to re-establish its stability it will be necessary to instantly face it around, so that it

again presents the front edge of its plane normal to the wind. That this could not be done by any form of rudder is evident, since the turning movement which a rudder is capable of producing depends entirely upon the relative motion of the rudder and the medium in which it acts, and when this medium is the air, shifting its direction of motion continually, it is easily seen that the rudder would prove very untrustworthy.

Let us now see if we can not design an aeroplane arrangement which, while carrying its own motive power, will perform automatically the exact evolutions of the kite in a variable wind.

To begin with, assume that we have constructed an arrangement of supporting planes, which we know by its similarity to the kite design will fly successfully when a cord is attached to it in a given manner. The problem is then reduced to that of replacing the cord force by the two forces with which we must deal in the practical machine, i. e., the weight of the machinery and occupants, and the pull of the propeller. If we so arrange the machine that both of these forces are applied at the point of attachment of the cord, the weight of the body, machinery, etc., furnishing the vertical component, and the pull of the propeller the horizontal component, their resultant will be a force directed downward and inclined forward exactly like the pull of the cord.

If now the propeller is mounted upon a shaft with a universal joint, the vertical plane in which this resultant acts may be shifted around as we please. The kite, it will be remembered, veers around so as to bring this plane parallel to the direction of the wind; and in our machine, if we shift the axis of the

propeller so as to bring it nearer to the new wind direction, it is evident that the machine will veer around exactly as the kite does.

It only remains, then, to make this shifting of the propeller automatic, and this can easily be done by an arrangement like a weather vane, which, in always pointing at the wind, carries the propeller with it—an arrangement which is used in some wind mills.

If the machine is in motion, the action is just the same as above described, except that by wind we then mean the motion of the air with relation to the machine and not with relation to the earth.

There is one more point worth taking up in this connection, and that

is in regard to the amount of the two forces acting on the kite. A change in the strength of the wind acting upon a kite is, of course, instantly met by a corresponding change in the pull of the string. In the proposed machine this equality might not be secured instantly. But this is of no consequence, since a change in amount of one of two forces holding a body in stable equilibrium can not destroy this equilibrium, but will simply produce an accelerated translation in the line of the forces.

In the above discussion the word aeroplane is not intended to be confined in its meaning to mathematical planes, but includes curved surfaces sometimes called aerocurves.



Ready to Serve

Nutro-Crisp

The Ready Cooked Granular Wheat Food

A Delightful Cereal Surprise

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

Nothing equals Nutro-Crisp for school children. It makes the brain keen. Look for "benefit" coupon in each package.

Proprietors and clerks' premium book mailed on application.

Nutro-Crisp Food Co., Ltd.
St. Joseph, Mich.



You have had calls for HAND SAPOLIO

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

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

We have not attempted to analyze stability and classify it as transverse and longitudinal stability, as such reasoning is straw splitting, when the kite is stable in its flight and we are apparently able to imitate its action perfectly in a practical machine.

That a machine built on these lines suggested would prove stable in full flight can hardly be doubted; but it is not claimed that such a machine would completely solve the problem of aerial navigation, since there are two more problems confronting the inventor, that of starting up from the ground and that of alighting safely. These problems do not readily lend themselves to a theoretical solution, and will probably have to be worked out by practice with an actual machine.

That these problems increase in difficulty with the size and unwieldiness of the machine is certain; and it seems that success is most certain to follow experiments with a small apparatus built to carry one man. Furthermore, we know that nature has never constructed flying creatures weighing over about forty pounds; and although the reasons for this limit are not perfectly obvious, yet the fact in itself must carry some weight.

With engines developing more power per unit of weight than any animal, and with high-grade steels capable of withstanding greater unit stresses per pound of weight than any organic material, it seems that we ought certainly to be able to raise this limit of weight until it includes one man and his machine, and perhaps eventually to construct machines of far greater capacity.

Garrett P. Serviss, Jr.

Price Tickets and Window Cards.

One of the great advantages of price cards in a window is the fact that people can ascertain the prices of things without asking too many questions. This is especially so regarding goods which are sold to men. A man may see a small article in the window and think that it is a pretty good thing, and he wants it, but he does not know whether it costs a dime or a quarter, and so simply lets it go, thinking he may buy it some day, whereas, if the price was marked on it in plain figures, he would decide at once that it was worth that to him, and go in and buy it. Suppose he saw a dozen articles in the window which appealed to him in the same way, that is, that he would like to have them, and still suppose that none of these articles have the price marked upon them. Rather than go in and ask the prices on all these articles and appear more curious than businesslike, he would go without them; but if he knew just what they cost, he might buy at least 50 per cent. of them. This does not apply only to low priced articles, but to the more expensive ones also. The rule holds good in one case just the same as in another.

Speaking of window cards, a contemporary tells of a merchant who has a novel manner of placing them

where they will be best seen. Instead of putting them in the center of the display he has them on the side walls up close to the glass and up about the height of an average size person's eyes.

They are not fastened up flat against the wall, but are set at an angle.

In this way the card catches a person's eye when he is some distance down the street and before he can see what is in the window. In this way the attention of possible customers is engaged with the card and when they get up to the window they stop to look at the display.

And here is another hint: If you do not happen to be a clever artist and want to illustrate your signs, why not use the good illustrations that you find in fashion papers to carry out your ideas?

Of course you will not be able to find just the thing you want at a moment's notice, but if you keep a scrap book of good pictures for use on cards it will be an easy matter to have them at hand when they are wanted. Right at the same time you might make a collection of good advertisements that you see in trade papers and magazines and keep them to get ideas from for the wording on your card.

The head lines of the advertisements will be the only part that you can use, for the story on the card must be brief and terse.

Remember that the show window is one of the store workers that never gets tired, so it is not necessary to give it long rests between its dressings, or in other words the time that the window remains empty is just so much good advertising going to waste. It is on this that we base our assertion that it is better to put in a number of different displays that are simple but tasty, than to leave the window vacant for a whole day while you are putting in an elaborate one.

Paragraphed Wisdom.

Do business on the square and you will have many customers 'round.

Smiles cost no more than frowns, and they sell a mighty sight more goods.

Character counts in business. It is, in fact, a very tangible asset in a mercantile establishment.

"Shopping" doesn't always signify buying. It frequently means "rubbering," and very little else.

An article which appears to be cheap is often very dear. Don't allow any of your goods to come into that category.

You can not judge by appearances. Many a man who will buy yachting shoes this season doesn't own even a raft.

Modesty and dignity are useful qualities. If too pronounced, however, they're likely to prove a handicap in business.

It is one thing to figure out profits on your goods and another to get 'em. Every business man has daily proof of this fact.

The net purpose of merchandising is money. Goods are bought to be

sold and the margin put in the bank or in more goods that can be sold.

The merchant who gets out a beaten path is the merchant who makes a success. Yes, we know this is a chestnut, but it is a sound one, nevertheless.

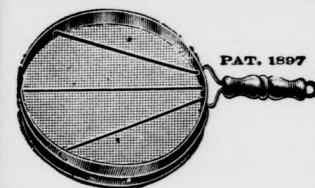
Young men who enter mercantile life secure, on an average, greater financial rewards than those who adopt a profession. That's why so many college graduates are now seen in the world of business.—Boot and Shoe Recorder.

Come to Michigan.

Tons of advertising are distributed annually over all the country exploiting special states as a veritable Paradise. The assertion could scarcely be maintained after reading the following unguarded utterance recently printed in a California newspaper: When the flood waters of the Colorado drain from the delta, the hot sun dries the earth, and cracks it in innumerable directions. In these fissures spiders, scorpions, centipedes and others of their kind congregate and breed. When again driven out during the periodical overflows of the river, or by means of artificial irrigation, crows, hawks, roadrunners and other large birds make the most of their opportunities.

If there's something in your life or business you don't want known, remember if you had not done it, you would have been spared lots of worry.

A GOOD SELLER



Gas Toaster

Retails 25c

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

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

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

ASK YOUR JOBBER

Fairgrieve Toaster Mfg Co.

A. C. Sisman, Gen'l Mgr.

287 Jefferson Avenue. DETROIT, MICH.

SAVE THE LEAKS

AUTOGRAPHIC STANDARD CASH REGISTERS

Does what no other register will

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

IT Makes clerks careful
Detects carelessness

What more do you want? Prices moderate. Address

STANDARD CASH REGISTER CO.

No. 4 Factory St., Wabash, Ind.

Every Cake



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

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

Honeysuckle Chocolate Chips

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

Putnam Factory
National Candy Company
Grand Rapids, Mich.

Woman's World

Women and Common Sense a Rare Combination.

The rarest combination in this world is women and common sense. Women of ability, of talent, of genius even, are plentiful as blackberries, but the woman who has the supreme endowment of a calm and logical mind and who can see a subject just as it is, without prejudice, passion or fear, is as scarce almost as frost in June.

Not only do women seldom have any common sense, but they do not desire to have any. It is not a virtue that appeals to them and it disconcerts them when anybody calls on them to meet a situation with reason instead of hysterics. It comes by nature to them to be self-sacrificing, tender, to suffer—the more unjustly the better—but when they face a situation shorn of heroics and only needing good, hard common sense to deal with it, they feel themselves at a disadvantage. They are out of their running.

Yet the need of the world is for common sense. It is unromantically true that half of the tragedies of life and most of the troubles we make for ourselves because we persist in looking at things from every point of view except the practical one. This is true of men as well as women, but women are the greatest offenders. The rough-and-tumble fight of life knocks some sort of common sense into even the most visionary of men,

while women, from the sheltered nook of their own firesides, blandly continue to look out upon a life of theories, instead of facts.

Tradition and custom alike have conspired to foster this weakness in women. It is taken for granted that they will be illogical and unreasonable and that they will burst into tears and swoon when the time for decisive action arrives, and that they will generally be guided by their hearts instead of their heads. And women encourage this view. They have a mania for being thought artistic, intellectual, poetic, aesthetic, but it seems to them almost brutally unfeminine for a woman to be sensible. They look upon her with the suspicion they feel towards a woman who does not wear corsets, and who has the nerve to refuse to be held up by professional beggars. They feel that there is something unnatural and uncanny about her. She may be all right, but she is peculiar.

To this inability to look at things from a practical standpoint may be attributed woman's talent for borrowing trouble. She never waits for sorrow to come to her. She goes forth to look it up, and if she does not have any of her own she assumes that of her friends. Above all, she anticipates. If her children are well she agonizes over what she would suffer if they were ill; while her boys are in roundabouts, she begins worrying over the dangers of college life; while her girls are still babies, she is miserable, thinking how unkind their possible husbands may be to them.

In Mr. Dixon's new novel he tells about a man who had carved over his mantel in his library this sentence: "I am old and I have had much trouble, but most of it never happened." No woman would have ever adopted that for her motto, and she could not have lived up to it if she had. She has plenty of trouble, and the troubles that never happened troubled her more than the ones that did.

The folly of making love the whole feast of life instead of merely a side dish is another feminine misfortune that is the direct result of woman's inability to see things as they are. To love and be loved perfectly are the two supreme happinesses that fate can bestow upon us, but because one misses either one of these good things, or both, is no more reason for making oneself miserable than it is to starve to death because one can not afford terrapin and champagne. Without doubt one prefers the banquet to the frugal table d'hôte, but one may dine comfortably on roast beef and beer, and even tea and toast are not to be despised if one can get nothing else.

There is so much in life besides love—so many interests and amusements, so much work to do, so many rewards to gain—that it seems incredible that a woman could let the mere fact that she was overlooked by men wreck her happiness, yet how many bitter and sour old maids have we known, who might have found solace, one would have thought, in merely contemplating their married

friends' domestic infelicities and reflecting that it was, at least, better to be lonely than it was to be bulldozed.

Nor do wives as a general thing look at the matter with a whit more reason. When a man marries a woman he takes it for granted that she will continue to love him until the end of the chapter and he does not bother himself to be forever taking the temperature of her affections. A woman, on the other hand, sits with her fingers, so to speak, on the pulse of her husband's love, and if it slows down a single beat, she throws a fit. "Ha," she cries to herself, "just as I expected; he has ceased to love me," and forthwith she begins torturing herself wondering who the other woman is and imagining a million offenses of which the poor man, who has simply been worried about business or had a case of indigestion, is entirely innocent.

It is probably too much to hope that family life could ever be conducted on a common sense basis, yet it would usher in the millennium if men and women could be brought to look at matrimony as a partnership into which they were entering with another faulty human being instead of a rhapsody in paradise that they were going to enjoy with a pinfeathered angel. If, before she marries, a girl would come out of her trance long enough to get a line on what makes a happy home, she would see that it is a clean hearth, a well-spread table, a quiet place in which a man can come home and rest and



Bad Debts Prevented

If you sell goods on credit, you ought to use the new N. C. R. Credit System.

With this system you can easily collect your bills—collect them without lawsuits, without extra expense, without antagonizing your customers.

It will do away with practically all your bookkeeping.

It will save time and prevent disputes on settlement days.

It will enable you to ascertain the condition of fifty accounts in five minutes.

It will stop credit losses which cannot be stopped in any other way. No other credit system will give you such thorough protection.

The cost of this wonderful new system is only a trifle—less than it would cost you to lose one good customer through a misunderstanding which this system would have prevented.

Mail us the corner coupon and get a copy of "No More Bookkeeping Drudgery," a handsome book telling all about this new system.

I am interested in your new Credit System. Please send me a copy of your book, "No More Bookkeeping Drudgery," as per ad in MICHIGAN TRADESMAN.

Name _____
Mail Address _____

National Cash Register Company
Dayton, Ohio

BAD DEBTS



"Bad debts prevented"

be soothed and gather up his strength for the next day's struggle with the world. No woman who can assure that to her husband is going to need to bother about the recipes for keeping a man at home or have to study ways to keep him fascinated. She has simply got the matter cinched. It is not the women who are home makers whose husbands are hunting bar-room comforts and opening bottles for lady friends after the play. This is a plain, common sense remedy for a common ill, but it finds scant favor among the majority of women, who prefer romantic and poetic theories to hard work and self-denial, and who would rather try to fascinate their husbands by occult means than to get up a good dinner for him.

Among the sad sights that we see daily is the estrangement between parents and children, and this is nearly always because the parents refuse to use a little common sense in dealing with the youngsters. The parents shut their eyes to the fact that their children are grown and that they have tastes and ideals different from their own. Above all, they can not bring themselves to accord to their children the right to marry as they please, and many a tender family tie is broken because the father and mother refuse to look at the subject from the just and rational standpoint that the person who is going to marry is the chief person to be pleased and that tastes and needs in the matter of husbands and wives differ.

A great deal of unnecessary trouble also arises from a woman's inability to accept the inevitable with common sense. What has happened has happened, and all the tears and lamentations in the world won't change it. Neither does one gain anything by kicking against the pricks. The logical thing is to accept an unpleasantness and make the best of the bad bargain, but this homely philosophy is not for women. Take the woman who has lost her property. She goes through the world bemoaning her misfortune and telling her woes to every passer-by, and expecting to receive some sort of especial consideration on account of her misfortune. If she attempts to support herself she thinks you should be willing to pay more for her paper flowers or dauby painting because she was not raised to work. If she keeps boarders she thinks that the fact that she has seen better days should excuse the coffee being slop and the beds adamant, and it really never seems to occur to her once that if she would forget the past and hush the complaints that will not bring back her vanished dollars she might be a happier, and assuredly a more successful woman.

This lack of common sense in every-day matters is the working woman's greatest drawback. It handicaps her at every turn and is the source of the prejudice that men hold against women in the working world. It is undeniable that women who work generally do it under protest, and with a sublime disregard of business principles. They take matters

as personal that are merely general, and just so long as a man has to apologize to his lady clerks for calling their attention to mistakes, just so long as women expect to be treated on a ballroom platform in a counting-house, just so long will men draw better pay for the same work.

The present era has seen the broadening and enlightening of women in many ways. If it teaches them to throw away the petty superstitions and prejudices with which they have clothed so many subjects and look at them from the common sense platform it will have done much for humanity. In the story the Prince bore with him a magic talisman before which difficulties faded away as the morning mist. The modern equivalent for this gift of the gods is common sense, and the woman who turns that on the difficulties that perplex her will find that, like the Arab, they fold their tent and silently steal away.

Dorothy Dix.

Some Sensible Beauty Hints for Business Girls.

It is impossible for the average young business woman, working for a modest salary, to purchase the hundred and one advertised remedies for bad complexions and ugly figures, or to employ French maids and beauty doctors, after the manner of the modern society women. But at the same time mere lack of means is no reason why the business girl who is dissatisfied with the beauty nature has bestowed upon her should sit down and bewail the fact that she can not be pretty, or have a pretty figure, because she has no opportunity of improving herself.

The road to health and beauty is open to every business girl, if she will only follow out a few common sense rules and bear in mind the important fact that it is a woman's duty to always look her best.

In the first place, the business girl should ask herself the following seven questions, and see that she is able to give satisfactory answers to all of them:

Does she eat the right food? Does she sleep the right way? Does she dress the right way? Does she walk the right way? Does she sit the right way? Does she work the right way? Does she breathe the right way?

How many business girls ever stop to consider for one moment the important bearing which the diet has upon the beauty of their complexions, and the effect which the manner in which they stand, sit, or walk, has upon the prettiness of their figures? Good, wholesome, suitable food is an essential foundation to good looks, and the girl who makes a point of only eating nutritious, digestible food, in judicious quantities, will do much toward retaining her good health and improving her beauty.

On the other hand, the girl who gratifies every taste, and indulges in such things as sweetmeats and pastry simply because she likes them, irrespective of whether they do her any harm or not, can not hope to gain good looks. Then, again, if the figure is to be improved, care must

be taken that the body is properly poised at all times. Round shoulders, narrow chests, aching backs and pains are so prevalent among business girls because they do not study correct attitude.

Twice the work can be accomplished with the minimum of fatigue if the body be held in harmonious poise in all occupations of life, whether sitting over a typewriter, sewing machine or work table. All bending of the body when leaning over work or sitting at a desk should come from the hips, not from the waist. It is the curving of the spine, and treating the waist as if a joint were there, which causes round and aching shoulders and aching backs.

When you have had your modest mid-day meal, do not sit reading a trashy novelette in the workshop, office or restaurant, as the case may be, for the remainder of your dinner

hour. Go for a good walk, and walk properly, with the head erect and shoulders squared. This manner of walking strengthens the body and gives tone to the nerves.

It is essential, too, that the business girl should pay strict attention to the ventilation of her bedroom. It is little use a girl learning to walk, sit, breathe and eat properly, if she sleeps in a close bedroom every night. She must breathe good, pure air while sleeping, as well as during the daytime, and thus obtain real beauty sleep.

The owl ought to be one of the pleasantest conversationalists in the world; he says only one thing, and that is an interrogation.

Ignorance may sometimes bring bliss, but it more often brings blisters.

Grocers

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

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

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

The Purest of Pure Foods The Healthiest of Health Foods

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

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

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

Plymouth Food Co., Limited

Detroit, Michigan



JAR SALT

The Sanitary Salt

Since Salt is necessary in the seasoning of almost everything we eat, it should be sanitary

JAR SALT is pure, unadulterated, proven by chemical analysis.

JAR SALT is sanitary, encased in glass; a quart of it in a Mason Fruit Jar.

JAR SALT is perfectly dry; does not harden in the jar nor lump in the shakers.

JAR SALT is the strongest, because it is pure; the finest table salt on earth.

JAR SALT being pure, is the best salt for medicinal purposes.

All Grocers Have it---Price 10 Cents.

Manufactured only by the

Detroit Salt Company, Detroit, Michigan

How to Push Stove Sales.

The problem of increasing stove sales is an important one, for upon the quality of stove which a merchant sells and the extent of his stove sales will depend to a considerable extent the volume of his other business. A stove should last a customer for years, and hence a stove which gives good satisfaction should be a lasting advertisement for the merchant.

It is of the utmost importance that the stove salesman should be a practical man with a thorough knowledge of his wares, as well as an intelligent understanding of the various atmospheric and climatic conditions with which his stoves must combat. A stove is often condemned because of a defective chimney. The stove man should be able to detect the cause of the trouble and save the reputation of his stove.

It is the general experience of stove men that it is the best policy to specialize upon one or two particular makes. These should be kept prominently and persistently before the public eye. Your store should be well known as the headquarters for these particular lines.

Most retailers find that the local paper is the most effective advertising medium. The advertisement should be brief, catchy and to the point. Tell plainly and in as few words as possible the special merit of your stoves and ranges. Be definite and truthful. Make no extravagant claims, but be prepared to make good all that you claim.

Such advertising is sure to attract prospective buyers. They will not purchase elsewhere before seeing the lines which you have been advertising so persistently. But an advertisement can do little more than bring prospective purchasers to your store. All depends now upon the salesman and upon the impression which your store makes.

Hence every attention should be paid to your customers. People like to see a good assortment. Few people want to buy when there is only a small assortment to be seen. It gives them a poor impression of the stock.

Of course, the bulk of the stove trade is done in the fall and winter months, but do not delay too long in preparing for your stove campaign. Have a good assortment on hand by the end of July, and from that time continue to "talk stove" to your customers and to emphasize in your advertisements the merits of your stoves and ranges.

Whenever a customer shows any interest in your stoves it is good policy to follow up the campaign by sending stove literature to his home. Have the stove trade on your mind and boom it on all possible occasions.

Abandon the idea that stoves can be sold only in certain months. A range may be sold when a heater can not. Watch for new buildings and make it a point to sell a stove for the new house. When a couple are starting housekeeping remind them that the first thing required is

one of your superior ranges or heaters.

The secret of success in the stove trade, as in all others, is well-directed and persistent energy.—Canadian Hardware.

Glass Is Now Blown By Machinery.

Glass has at last been successfully blown by machinery, and as has generally been the case when mechanical means supersede hand methods, all feats of handblowing have been outdone. The secret of this remarkable invention is still hidden, but specimens of the work done have been shown. The cylinders are of immense size, the largest being thirty inches in diameter and nineteen feet long.

The new machine is the invention of John A. Lubbers, a glass blower of Allegheny, Pa. It has been built at the Alexandria (Indiana) branch of the American Window Glass Company's plant.

The process of blowing window glass is simple in theory but difficult in practice. On the end of a long tube a mass of molten glass is collected. This is then heated in a furnace and gradually distended by blowing into a large tube with straight sides.

To accomplish this without the peculiar twisting and manipulation employed by the human glass blower has puzzled many clever inventors, and the Lubbers machine was made successful only after a great many experiments.

Lubbers has invented several labor-saving devices, and this latest triumph is likely to make him many times a millionaire when it is generally installed.

Skilled mechanics from the Westinghouse factories in Pittsburg have been working behind barred gates and high walls for months in the erection and installation of the machines, which no man other than old and skilled employees of the company was allowed to see.

Patents have not yet been granted on certain parts of the machines and therefore the secrecy.

So confident is the company of the merits of the machine that it is preparing to spend thousands of dollars in its installation in all of the forty-one plants controlled by it in various parts of the country.

It is expected that the device will do away with hand blowers altogether. So confident are the men that this will be the case that many are getting out of the business. The better class of blowers earn from \$450 to \$600 a month.—New York World.

Mosquitoes Avoid Yellow.

One definite advantage in substituting khaki for blue-cloth uniforms for the army in the tropics and in summer was not considered when the change was discussed in the War Department, the anopheles mosquito not having at that time been exhaustively studied. The malaria-breeding mosquitoes will not light upon substances having a yellow color, but swarm about blue fabrics.

Patent Steel Wire Bale Ties



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

Smith Young & Co.

1019 Michigan Avenue, Lansing, Mich.

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



FLETCHER SPECIAL HAMMERLESS

Is the best gun on the market for the money.

We carry a complete line of Sporting Goods, Ammunition and Hunters' Supplies.

If you (Dealers only) are interested, write for our new catalogue "A31" and special net prices.

Fletcher Hardware Co.

Detroit, Michigan



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

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

TENDENCY OF THE TIMES.

People Demand Better Goods Than Ever Before.

Written for the Tradesman.

How often we hear a merchant say to a customer, "I don't make a cent on this piece of goods. I'm giving it to you for just what it cost," and how often after returning home does the shopper remark to the rest of the family that she gets sick of hearing that time-worn statement that the merchant is making no money on this, that or the other thing. In the first place she does not believe the statement, and in the second it seems to be so chronic with some merchants to make this claim that the customer would think something was wrong if the claim were not forthcoming.

Now what is the use in making claims like that? Nine merchants out of ten make no effort to explain the reason why they are selling the goods without a profit. They make the bold assertion and let it go at that. And as a result the customer puts the salesman down for a cheerful stretcher of the truth. People expect the merchant to make a profit on his goods. That's what he is in business for and they know it. Can they be expected to take him at his word, then, when he keeps making this claim day after day? If a man has a special sale and reduces the price on certain articles for the purpose of drawing a crowd and says so the public will believe him, or if he reduces prices to move a lot of goods quick in order to make room for more seasonable articles and gives the reasons in the advertisements the people will have faith in what he says. But it is the man who has the disagreeable habit of making the no-profit claim to every customer year in and year out that we are now considering, and there are a lot of these fellows in the country.

I heard a woman commenting on this very thing a few days ago and she said there was one store she did not like to patronize because she never bought anything there without being told that the goods were sold to her without any profit being made. She said it disgusted her and made it look as if the merchant thought she did not know anything. In the first place she said she did not care whether he made anything or not. It was the quality of the goods she was interested in, not what the merchant made on them. In the second place the goods never seemed any better than what she got at other stores for the same money, where they made no claim to selling without profit, which indicated that he lied about it.

It is probable that many of these merchants have formed this habit without realizing it and therefore do not know how ridiculous the statement sounds to the public. It gets to be such a habit with some men that they always make the claim, no matter what they are selling, and when carried on year after year the store gains a cheap John reputation that is not a valuable asset in the present condition of the country. No

matter how much the average person loves a bargain, he wants to buy his goods at a store with a reputation of the first water.

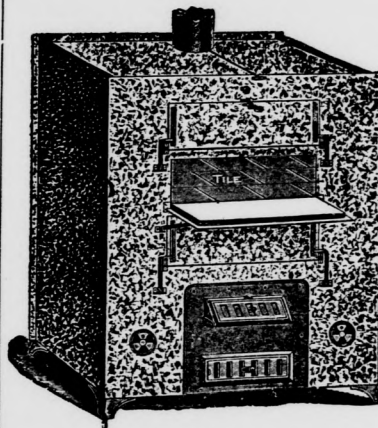
Another habit that some men get into—one that is not good—is that of claiming to know more than anybody else about the business. Such a man generally goes after the customer in much the same manner as the life insurance agent drums up trade. He at once takes the position that the person on the outside of the counter does not know what he wants. If that individual happens to be particularly pleased with a soft hat he makes a strenuous effort to sell him a derby; if he wants a blue suit of clothes he tries to sell him a gray suit that is "just as good." This kind of mercantile man is to be found everywhere, although thanks to the common sense of the profession—if it may be called such—and the arguments of the trade journals his number is growing smaller year by year.

The milk in the cocoanut is that too many merchants take the people for a lot of fools. The facts of the case are that the people know more about merchandise to-day than they ever have in the past. The work of the advertising man is having a wide and elevating effect that the merchant should study. Think of the millions of descriptive catalogues that go out over the country every year! Think of the advertising literature being spread broadcast through the country by the rural delivery of mail. There is but one natural effect, and that is that the people are reading up on the things they need. To-day it is not the amount of profit the merchant is making that interests the purchaser. It is what kind of satisfaction the goods will give.

It is the constant aim of the general advertisers of the country to elevate the demand of the people. As a result more high grade stuff is used by the people of the rural districts than ever before. Even the big mail order houses carry high priced goods as well as the cheaper grades. The tendency is ever upward. True, the people are just as eager to strike a bargain as ever and appreciate a cut price on a recognized article. But they want the stuff to do the business after they get it. It would be by no means true to say that the demand for inferior stuff at the lowest price is a thing of the past. But it is true that the people are coming to demand a better grade of goods than ever before. The tendency of the times is in the direction of improvement in everything, and while the bargain sale is still as popular as ever, the store that handles none but shoddy goods will soon be unknown. The people demand something that will last, something that will give satisfaction long after it is purchased. It will naturally follow that the continual claiming that no profit is made on goods sold will have a disgusting effect.

Raymond H. Merrill.

Thoughts are like pigs; you are never sure of them until they are penned.



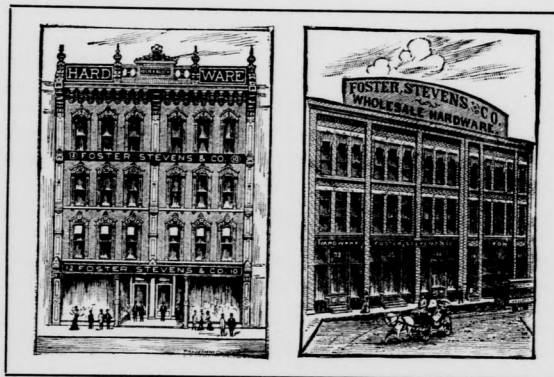
BAKERS' OVENS

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

Hubbard Portable Oven Co.

182 BELDEN AVENUE, CHICAGO

Foster, Stevens & Co.



Grand Rapids, Michigan



White Seal Lead
and
Warren Mixed Paints
Full Line at Factory Prices

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

Agency Columbus Varnish Co.

Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.

Printing for Hardware Dealers

Butter and Eggs

Observations of a Gotham Egg Man.

In the midst of a period when a strong statistical position gives marked strength to the general situation of the egg market, it is well to pause a moment to consider some features of the trade that are unhealthy and in need of reform. We refer to the most unfortunate lack of discrimination on the part of a majority of the egg collectors as to the quality of the eggs they buy, to the fact that many of them are totally ignorant of the character of the stock they are forwarding, and to the absurd practice of paying (at country stations) a uniform price for eggs of widely varying value without making that price vary according to the actual value of the goods in the markets where they are finally to be sold.

This practice of unbusinesslike methods at country stations is leading to frequent losses in goods shipped to the large distributing markets where the price of every lot must be fixed in proportion to its real quality and character.

Some little while ago, before the local trade here had begun to use refrigerator eggs so freely, our receipts of fresh eggs of nearly all grades were clearing very promptly, and during the latter part of August the receipts were of very good average quality. The range of prices for fresh then narrowed somewhat and there were but few that had to be sold below a range of, say, 19@20c. But as the price of fancy fresh was pushed upward to 22@23c more and more of the trade was diverted to refrigerator eggs, and the use of these supplanted very materially the medium and lower grades of fresh gathered. These gradually became harder to move and of late a much larger proportion of our receipts of fresh has consisted of these ordinary qualities, until there has lately been a considerable accumulation of them in first hands. The most unfortunate feature of this is that these ordinary grades have cost high in the country and can not be cut down to a free selling point without causing serious loss to the shippers. Furthermore, it appears that many shippers seem entirely ignorant of the quality of their goods, considering that they certainly ought to be as good or better than formerly, while in fact they are decidedly poorer.

The reason for this deterioration in quality, which is quite common at about this season, is probably to be found in the practice of farmers in holding back August production to get the benefit of the usual August or early September advance. Many marks of eggs that were of good to fine quality a short time ago are now full of shrunken, weak bodied eggs and come in the undesirable and slow sale class formerly alluded to.

These eggs are not fit to hold and they ought to be kept moving at the best prices obtainable; if they were offered down to, say, 17@19c they could probably be cleaned up, but they cost so much more that they

make heavy losses if sold at their true value, and the effort to get more simply leads to an unwholesome accumulation.

The point is that shippers ought to know more of the quality of the eggs they are buying. Of course there are some who candle their goods before shipping and who do know all about the quality; but there seem to be many who simply pile their receipts into the cases without examination, paying whatever price is necessary to secure the goods, and who simply guess that because the season is later, or the weather cool at the time, the goods they are getting are all right. It is among such that losses so often occur under conditions like the present, when fancy eggs are scarce and high and when all under grades suffer seriously in distributing markets, from the competition with refrigerators. Thousands of cases of eggs have lately been bought in the country at the price of a first class quality which can only be sold here, or at other large markets, at a cut of 3@5c per doz. from highest current prices.—N. Y. Produce Review.

Shipping Iced Poultry.

Before packing and shipping dealers should allow the stock to cool off thoroughly, so that all of the animal heat is out of the body. Parties say that the best way to cool off stock is to hard cool it, by which is meant to place the stock in ice and water soon as picked; leave there until the bird is cold and then pack and ice in barrels.

Broken ice should be placed all through the barrels—that is a layer of chicken and a layer of ice broken to the size of a fist; fill the barrel in this manner and then on the top of the chickens place a large cake of ice, and if this is done stock will come through in good shape. The trouble is there is not enough ice used. Also use clean ice.

Shipments should be made in refrigerator cars.

The Poultry Crop.

The season is now sufficiently advanced to warrant estimates of the crop being made, and it seems certain that there will be few turkeys, but plenty of fowls and chickens. Advertisements from nearly all sections report that weather was so wet and unfavorable early in the season that turkeys did poorly and a limited crop is the result—probably not much more than half as many as last season. In many sections shippers report the crop of fowls and chickens as a record breaker, and the crop no doubt will be heavy as compared with last year.

To Free a Hen Coop of Lice.

Slake a half bushel of lime, add 10 lbs. of sulphur and 1 oz. of liquefied carbolic acid, and mix thoroughly. Before using drive the fowls out of the coop and sweep the latter thoroughly. Then begin at the farther end of the coop and with the hands sprinkle the powder through the air, into all the crevices and over the perches. The powder settles everywhere and destroys all the lice. It is perfectly harmless to the fowl.

SEEDS
TIMOTHY AND CLOVER
and all kinds
FIELD SEEDS
Send us your orders.

MOSELEY BROS.
Jobbers Potatoes, Beans, Seeds, Fruits.

Office and Warehouse 2nd Avenue and Hilton Street,

GRAND RAPIDS, MICHIGAN

Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed whitewood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

L. J. SMITH & CO., Eaton Rapids, Mich.

Butter

I always
want it.

E. F. Dudley
Owosso, Mich.

We will buy your

Honey, Beans, Butter and Eggs

at highest market price.

JOHN P. OOSTING & CO.

100 South Division Street, Grand Rapids, Mich.

References: Peoples Savings Bank, Lemon & Wheeler Company, Dun's Commercial Agency.

John G. Doan Company

Manufacturers' Agent For All Kinds of

Fruit Packages

And Wholesale Dealer in Fruit and Produce

Main Office 127 Louis Street

Warehouse, Corner E. Fulton and Ferry Sts., GRAND RAPIDS.

Citizens Phone, 1881



E G G S

We are the largest egg dealers in Western Michigan. We have a reputation for square dealing. We can handle all the eggs you can ship us at highest market price. We refer you to the Fourth National Bank of Grand Rapids. Citizens Phone 2654.

S. ORWANT & SON, GRAND RAPIDS, MICH.

Printing for Produce Dealers

Says Packers Should Not Deliver Meat.

Since the packers have ceased the delivery of meats in various cities, there has been a lot of discussion on the subject, most butchers strenuously opposing the new order of things. J. A. Davis, a Topeka, Kan., retail butcher, takes a different view of the situation, however. He has written a letter giving his views to the Merchants' Journal, of the city mentioned. It follows:

While it is thought by many that the action of the packers in stopping the delivery of meats to the retail dealers is wrong, in my opinion it is justifiable, and I have arrived at this conclusion by considering this question of the delivery of goods purchased, as it affects myself and other dealers. The people pay too much for their meats; but that is their fault, and not the fault of the meat packers. There is a small army of men and teams employed by the butchers and grocers in Topeka. It costs \$300 a year to feed and take care of a team, \$468 for a man to drive the team, take the orders and deliver the goods, making \$768 for one man and a team to run over the city and wait on the trade for one year. Some of our merchants keep out six to eight men at an annual expense of from \$5,000 to \$6,000 a year. Every one of these merchants would shake off this expense if the public would allow it. We buy the best beef at 6 to 8 cents per pound by the whole carcass. Every little town in the country is selling the best cuts of beef for 8, 10 and 12½ cents per pound. Every meat dealer in Topeka could do the same thing were it not for the expense of waiting on our trade the way competition compels us to do it. It is nothing unusual for a telephone call asking for 10 to 15 cents worth of steak to be sent out on a four or five mile drive, and if it does not happen to look just as the lady expects it she sends it back with an insult to the firm who did his best to please her. Every butcher and meat dealer in Topeka would shake this expense and sell beef at 6 to 14 cents per pound were it not for his competitor and the public demand to be waited upon. The public have no right to complain about high prices so long as they order meats and other goods and insist upon them being delivered. It is cheaper for the customer and much more satisfactory for the merchants if a customer would go to the stores and meat markets, buy what they want, pay for it, and take it with them. It would be wisdom and economy on the part of the public, or the people of Topeka if they would come together and demand that the retail dealers do as the packing houses have done, take off all delivery wagons and stop the expense for their benefit. The packing houses are selling all kinds of fresh meats cheap enough when the fact is considered that they lost millions by the floods this year. Others can do as they please. I will not deliver small packages with my wagon after this week and I will sell the best cuts of

beef at 8, 10, 12½ and 15 cents per pound, delivered at my market. I know it will be a little inconvenient for ladies to carry a sack of flour or potatoes home, and hold up their skirts, but their husbands might be prevailed upon to help them out a little when the thermometer goes below zero. The delivery is a tax and the consumer pays it. We get better meat when we go after it and the consumer saves money and is always better satisfied when he goes to the market for what he wants. Since a communication of mine to the State Journal appeared a day or two ago many merchants have told me that they indorsed my sentiments on the delivery question, and they would be glad to get away from it, as it is the most wasteful expense item in doing business. Every family in Topeka can save enough in one year to buy a horse and buggy if they will go to the stores and market places, buy what they want and refuse to allow it to be delivered.

Returning Empty Coops and Cases.

Egg cases and poultry are not furnished to country shippers free. Country shippers must furnish their own coops and cases. When shippers order coops and cases to be bought by commission merchants here, they must either forward the money or else have an account with the firm from whom they order these packages.

The cases and coops, when new, can be shipped by freight and the charges paid by the party receiving them, the cost depending on the distance of shipment.

When a shipment of poultry has been made from the country to the Chicago market by express the express companies will return the coops at a cost of 10c per coop and 5c per case—this is the special rate for returning empties.

If country shippers can secure their own coops and cases at home it is to their advantage to do so. By doing this they will save what it will cost, in freight or express, to have such packages sent them from here.

When poultry or eggs are shipped by freight the coops and cases can only be returned at the regular rates of freight, according to the distance they are sent.

Express companies only allow special rates on return empties—cases and coops which have come over their respective roads.

Bantam Hen Raises Snakes.

Several weeks ago one of the residents of Smoky Hollow found thirteen adder's eggs under a decayed stump, and, placing them under a bantam hen, awaited the result. In due time the clucking mother hatched out thirteen striped adders. The brood was different from the downy darlings which she had previously reared, but the faithful bantam accepted her trust, and did the best she could under the circumstances. Several of the strange brood fell a prey to the family cat, and others receded from civilization and took to the woods, but six of them are still following the puzzled bantam about the

premises in the daytime, and at night sleeping in the straw nest in which they were hatched. The wriggling brood have become sufficiently domesticated to respond to the clucking of their foster mother.—New York Herald.

Poultry With Full Crops.

The quality of low grade dressed poultry always to be found on the wholesale market is very large. In many cases a little care on the part of the shipper would save him much money. One of the leaks which shippers could readily stop is that of sending poultry here with full crops. Buyers insist on a big cut in price when taking such poultry. In fact there is a city ordinance prohibiting its sale, and yet large quantities arrive every week. If poultry is not fed from twelve to twenty-four hours before killing, the crops will be empty, and there seems little excuse for shippers to continually send poultry with full crops.

His Doubts.

"Mamma seems to have a great fascination for you," remarked the beautiful girl.

"She does fascinate me," he admitted, "by keeping me guessing as to whether you'll be like her at her age."

Buyers and Shippers of
POTATOES
in carlots. Write or telephone us.
H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH.

Things We Sell

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

Weatherly & Pulte
Grand Rapids, Mich.

WE NEED YOUR Fresh Eggs

Prices Will Be Right

L. O. SNEDECOR & SON

Egg Receivers

36 Harrison Street, New York

Reference: N. Y. National Exchange Bank

Eggs Wanted

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

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

THE VINKEMULDER COMPANY

Car Lot Receivers and Distributors

Watermelons, Pineapples, Oranges, Lemons, Cabbage,
Southern Onions, New Potatoes

Our Weekly Price List is FREE

14-16 Ottawa Street, Grand Rapids, Michigan

When Huckleberries are ripe, remember we can handle your shipments to advantage.

SHIP YOUR

Apples, Peaches, Pears and Plums

—TO—

R. HIRT, JR., DETROIT, MICH.

Also in the market for Butter and Eggs.

CLOVER AND TIMOTHY

The new crop is of exceptionally good quality. We are direct receivers and re-cleaners, and solicit your valued orders.

ALFRED J. BROWN SEED CO.
GRAND RAPIDS, MICH.

HERE'S THE D-AH

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

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

THE PRINTER MAN.

The Country Advertiser Should Cultivate His Acquaintance.

Written for the Tradesman.

Many advertising advisers fail to make a distinction between various classes of the same business. They offer certain set rules and precepts to govern all the retail advertising in all localities. The requirements and opportunities of the merchant advertiser in the city of 100,000 population are quite different from those of the country advertiser. Rules which apply to metropolitan advertising will not apply to advertising in a country weekly or a small daily. The class of people the merchant has to reach, the kind of story he has to tell, are apt to be quite different in cities of different population.

By country advertising I mean the advertiser in the city of 25,000 population or less. Much of the advertising advice written is not available to the merchant in this size town and he can not practically employ it. The country advertiser has obstacles to overcome of which the city advertiser knows nothing. The city advertiser can apply no thought to the mechanical part of his advertising. He does not have any necessity for doing so. He pays his price and beyond occasionally paying a fancy price for a preferred position, he has nothing to do with the execution of his advertising contracts.

Many a country advertiser displays as little activity in looking after the fate of his advertising copy after it leaves his store as does the city advertiser, but if he is wise he will follow his copy up until it reaches the eyes of the public. He comes into more intimate contact with the man who puts these advertisements into shape for the public eye and he can exert an influence on him that is a benefit to his advertising. I do not mean that he should try to tell the printer too much about how to run his business, because that is one of the banes of the newspaper man's existence—the people who are constantly telling him how they would do if they were in his position.

But it will pay the country advertiser to be on good terms with his printer and he wants to get all he can out of that important individual. He wants to get the best position for his advertising and he wants his copy displayed in the very best way.

There are certain ways in which to accomplish this end. One thing that I would advise the country advertiser to do is to get his copy in early. If it is for a daily, you can just as well have your copy in the hands of the printer the day before publication as not, and if the advertisement is for the country weekly, your printer should have the copy as many days in advance of publication as possible. I do not say this for the benefit of the printer entirely, but for your own benefit—because early copy gets the best position and is apt to get very much the best display. This is true particularly in villages where the typographical means of the printer are often limited and

where first come best served is the rule.

While the rates for country advertising are ordinarily too low, this is not a matter of complaint for the merchant. He should want to get all he can for his money and he need not be too timid about making suggestions to the printer. The merchant is very often apt to be in advance of that person in up to date methods. There is one thing that we can learn from the metropolitan advertiser and that is the correct display of advertising. This correct display in the large city daily is the work of the city printer who must keep step with the march of progress in his craft and who is permitted by the wise employer and complete equipment to work out original ideas in the display of type.

I wonder how many merchants who read the Chicago and New York papers study the advertising? It is a very cheap advertising school, for the cost of instruction is only one or two cents a day. It would be better for the country merchant to follow the display and avoid the style of composition of the metropolitan advertiser, although unfortunately he generally does just the opposite. He will find some difficulty in making the metropolitan advertisement fit his own business. In the large city advertising competition is more apparent. There are other conditions which do not make metropolitan advertising suitable in a country daily or weekly. The merchant therefore should not merely study the style of composition used by the advertising experts in the larger cities, but he can learn a great deal about the proper display of advertising and point it out to his printer if that individual is not progressive enough to understand these things himself.

Charles Frederick.

How To Dress and Ship Hogs.

Hogs properly dressed and kept clean and neat always command good sale when the weather is not too warm—say from November to June.

Hogs should be killed by bleeding freely. Stab in the throat. Put in scalding hot water and allow to remain until the bristles get loose. Remove all bristles and have them dressed perfectly clean. Cut open from stern to head. Be careful and do not get outside of carcass blood stained, as appearance goes a long way toward getting best prices. Remove all the entrails except kidneys. Leave head and feet on. Allow carcass to cool off thoroughly before shipping. Shippers should be careful and keep hogs as clean as possible in getting them to the stations and also see that they are placed in clean cars if that can be done. Placing a little straw under them in the cars would help to keep them clean.

Fasten a shipping tag, with your name and address marked plainly thereon, to one of the hind legs.

The clerk can not be too careful in handling the trade. Upon the clerk's ability to please the trade a great deal depends.

Relation of Store Lighting to the Subject of Colors.

In a late article on modern store lighting we made the statement that after sundown all clerks and all customers in dry goods stores were practically color blind; that under the artificial lighting of to-day very few colors are seen in their true daylight tints, and hence arise numerous difficulties and annoyances.

It will not be necessary here to recall these difficulties and annoyances; every merchant knows full well what they are; but we would impress the thought that so long as business is done under present methods of artificial lighting, both customers and clerks will be seriously handicapped in the operation of buying and selling.

In order that we may obtain a clearer comprehension of the why in these limitations, it may be well to briefly touch upon some of the phenomena of color, in its relation to light—both the natural daylight and the artificial substitutes.

The average individual is accustomed to look upon the color of an object as something inherent in the article itself; whereas all colors are dependent upon the relations which exist between certain qualities in the composition of the light, and certain properties of matter in which is possessed what is known as the "power of selective absorption."

It is well known that if a ray of sunlight be passed through a small hole into a darkened room and this ray be intercepted by the edge of a prism glass, the ray of pure light will be subdivided into seven colors, which will appear upon the screen as violet, indigo, blue, green, yellow, orange and red; the colored image thus produced being termed the solar spectrum.

By means of this solar spectrum we learn that light is the source of all color and with this fact clearly in mind we can better understand the importance of pure daylight or its equivalent in the matching of colors.

The principle or property of selective absorption operates in the following manner: When an object is illuminated by pure sunlight and all the light which touches that object is fully absorbed, that object appears to be black. On the other hand, if none of the light waves are absorbed, but all are fully reflected, then the object will appear as white. When the object absorbs all the waves which are productive of the various colors in the spectrum except one, there is an extinction of five of the six colors, and the seventh is reflected to the eye as red, green, blue, etc., as the case may be.

Of the endless variety of tints and shades of colors that appear in the natural, the artistic and the commercial world, it seems almost incredible that all should be produced from a combination of the three simple colors—red, green and violet.

These are to-day designated as the three primary colors of light. By omitting orange (which may be termed a shade of yellow) we will see that the other two—yellow and blue—al-

ternate with the three primary colors in the solar spectrum. And it is significant that both yellow and blue are each the product of the two primary colors which adjoin them on the spectrum.

It will be observed that a union of red and green produces yellow, that green and violet produce blue and that red and violet—the end colors of the spectrum—produce purple. Light rays combining red and green with an excess of the former will produce orange. An excess of violet when combined with green will produce indigo. A union of the light waves of red, green and violet will produce white, as also will the yellow and blue, which are the product of the others.

With all the great improvements have been made in artificial lighting within recent years, never until the present has a lamp been put upon the market which would produce a pure white light. With kerosene, gas and the incandescent there is an excess of yellow. When mantles are used with gas, there results a light which is often of a ghastly green color. Even the magnificent arc light has a surplus of violet.

Under every one of these systems of lighting the balance of the spectrum is destroyed, and as a natural result, many colors, which are clear and distinct with daylight, lack clearness or are not distinguishable at all under the artificial lighting; while other colors will undergo a radical change. It is doubtful if there are many merchants that fully realize how great a change comes over the complexion of their stocks at the moment when artificial lighting is substituted for the pure white light of the sun.

We recently had the privilege of participating in a test of numerous colors as seen under several of the more important systems of lighting; and the results were in the nature of a revelation. An instrument of simple construction, called a Lumi-chromoscope, is so arranged that four distinct sections of one piece of fabric are simultaneously shown as illuminated by four leading systems of artificial lighting. Thus the effect of four lights upon one fabric having one or several colors could be seen and compared all at the same time.

The test was remarkable in not only revealing the variety and dissimilarity of changes which many colors undergo under the various systems, but what was significant, there was only one system among the many that was effectual in producing perfect daylight tints upon the fabrics which were tested. We found also that the proverbial "seventeen shades of black" could be very easily distinguished.—Dry Goods Reporter.

Era of Prosperity.

A postal card sent from Billville to one of the absent brethren reads: "Dear Jim—Nuthin' but good news to tell you. Your crap paid off the mortgage, your brother broke out o' jail, an' your daddy has jest got \$1,000 out the railroad fer runnin' over his leg. Ain't Providence providin'!"

Safes by the Carload

The Tradesman Company has just received a carload of Diebold fire-proof safes from the factory at Canton, being the first full carload of safes ever shipped into Michigan. These safes have been purchased outright at low prices for spot cash and are offered the trade at less than regular factory prices and at



about two thirds the prices ordinarily charged by commission agents. The shipment comprises twenty-three safes, ranging in price from \$54 to \$156, and an inspection of the line and a comparison of our prices with the prices ordinarily charged by others, will convince any one of the advantage of dealing with a house which buys outright and sells at margins heretofore unheard of in the safe trade.

TRADESMAN COMPANY, Grand Rapids, Mich.

Latest Ideas on Interior and Exterior Conveniences.

The stores and departments are made attractive nowadays by the introduction of handsome modern furnishings. Necessities in every store and department which require not a little consideration are settees, shoe stools and floor coverings, and for the exterior, awnings and shades.

Regarding the adoption of individual chairs or opera seats for shoe stores and departments in place of the old-time settees, there seems to be a diversity of opinion. One manager will say chairs are the most artistic for either the exclusive store or department, and will seat more people than the settees. One fault with the individual chair is that it is not fastened to the floor, and when a salesperson is fitting a shoe on a customer it will oftentimes tip back. This is very annoying to the customer. The opera chair will not tip, as it is fastened to the floor.

Another dealer says: "Give me settees every time. They are better than chairs for this reason, that they will stay where you put them. As to seating capacity, I find no difficulty in seating my customers to as good advantage as when I used chairs. My idea of discarding chairs for settees was that they were never in place and gave my store a very untidy appearance. If I fastened them down, then I could not get between the chairs to properly clean the floor. I can move the settees every morning and clean my store."

A prominent Broadway merchant thought that for an exclusive men's store settees were all right. "Men," he said, "you can crowd in any place; but the women—if settees are used three of them will occupy space enough for six, and if you ask them to move up they seem offended. For this reason I would consider the individual chair as the more practical, as it is impossible for them to occupy an unnecessary amount of seating space. In all large cities the individual chairs and opera seats are receiving an amount of favor which makes them worthy of the consideration of the dealer who is planning improvements and changes in this line."

F. E. Davis, buyer for J. R. Senior, speaking with reference to chairs and settees, stated that in his opinion chairs were a great deal more preferable than settees in the average shoe or department store, especially those catering to the medium and higher grade business. "It is, or always should be, the aim of every merchant to be progressive. At the same time, I do not believe that chairs are the most desirable for the stores catering to the class of trade that buy the lower and cheaper grades, as they would not stand the constant strain they would be subjected to, and again the same spaces used for chairs would accommodate more people if settees were used and a greater amount of trade could be attended to at the same time."

The fact that foot-stools are used in all the larger and most successful stores and departments goes to prove that they have many advantages.

Hassocks are a hardship to salespeople and undesirable to customers. This has been the experience of the leading merchants all over the country. A customer can not rest her foot on a hassock with the same degree of comfort as she can on a foot-stool, and to fit a foot properly the best results can not be obtained. A salesman should be neat in appearance at all times, but if he kneels on a dirty hassock, on which hundreds of muddy or dusty shoes have rested, he can not be.

Some of the newer shoe stools are fine pieces of workmanship. They are made of oak and have adjustable foot-rests, and are ornamental as well as useful. It makes the trying on of shoes easier and saves trouble, time and patience of both customer and salesman. There will be no regrets coming to the dealer who orders a set, and they pay for themselves at the start in the improved appearance of the store or department.

One of the most conspicuous and important features of the up-to-date store is its floor covering. A great many of the first stores catering to exclusive trade have lately adopted several new features in floorings and coverings which are fast replacing carpet. Carpet for a shoe store or department is a nuisance, as it makes about 90 per cent. more work on account of the dust and dirt which are constantly arising, and the stock can not be kept in as good condition as where linoleum or something similar is used. One of the newest things in floor covering is cork carpet. It is made of ground cork and oil, is very similar in appearance to linoleum, but much heavier, and is guaranteed to wear for twenty years. It costs about \$1.50 a square yard and can be had in a variety of colors to match the fixtures and wall finish. Such a floor covering can easily be kept in perfect condition by first sprinkling it with a little moist sawdust and sweeping it with a broom covered with a cloth. In windows this flooring has many advantages over the carpets and other coverings now in general use. Linoleum is also very popular and is used by a great many stores in place of carpet. About the same methods are required to keep it in condition as cork carpet. Of course it is necessary to lay narrow strips of carpet in front of the chairs, as with hardwood floor. But the material advantage of these two coverings is that they prevent dust arising. These strips should be bound on each end with brass, having two screw holes, with corresponding iron pieces in the floor. This will allow of the strips being taken up every morning if necessary and cleaned. Nothing is more annoying to a customer than to stamp the foot on a carpet and raise a cloud of dust. Still, this occurs every day in stores where they ought to know better.

Another flooring which is fast becoming popular in some of the higher grade stores is the parquet. Various woods are used, but oak wears so much better and is so popular that it is not necessary to consider any other. This flooring is composed of

squares of various sizes, according to patterns. These squares are cut perfectly true, and the necessary directions are furnished, so any carpenter can lay them. These are also largely used for window bottoms. In many of the more recent stores burlap has been used for wall covering instead of fancy paper and other decorations—usually a color to match the floor covering or one that harmonizes well with it.

There are many novel things in window shades and curtains. But the most popular are those in moderately light colors. Few dealers have other than the firm name lettered on them. The most novel shade seen is painted to imitate cathedral glass, and the effect is very artistic, while other shades have letters formed by small perforations, through which the light shows when lowered, giving a pleasing effect.

Of the many things adding greatly to the exterior appearance of any building are neat awnings. Undoubtedly a ragged or faded awning is one of the worst signs any merchant could have. People are apt to judge the interior and stock from the outward appearance of the store. The writer has questioned many of the leading shoe merchants on this subject, and all believe that while an awning should only be used when the sun shines directly on the footwear or the light causes a glare, awnings should be given the same consideration as the dressing of the window.

Light is an important feature when it comes to setting off a show window, and therefore the window should be darkened only when it is absolutely necessary. Of the many designs, the best is undoubtedly the roller awning. It is superior to the old rope device and the roller closes the awning in a more compact manner. It is much neater in appearance and is more protected from dust and water.

The newest awnings are colored, the predominating colors being red, blue and tan. Plain white is also used to some extent. A majority of awnings are of "awning stripe," but the newest and best is of drill weave, colored on one side only. Other styles show broad stripes, 6 inches being the limit, alternating with a white stripe somewhat narrower. As to whether it is advisable to have any lettering on awnings it seems a matter of taste. Some dealers say they should be lettered on top with the firm name and street number, while others believe they should be plain, as the paint makes them stiff and liable to crack. When they stiffen in that manner they can not be rolled up as compactly. The name can be woven into the cloth, making it more attractive than a painted sign, and will wear the lifetime of the awning, whereas, the painted name will in a short time become illegible.—Shoe Retailer.

An Index of Prosperity.

"Jim Slouchalong is pretty well off to-day, ain't he?"

"'Bout the best off citizen in this settlement. He pays taxes on nine dogs."

How the Clerk Can Keep Steam Up.

Much has been said about clerks showing samples of goods, either over the counter or on the order route.

This idea has been tried and found to be practical, both as a means of selling new goods and increasing the sale of some particular line that is moving slowly. This method helps the clerk to improve himself, it gives him something new to think about each day and gives him a new talking point.

The clerk's every day work becomes monotonous. Unless he has new ideas or inspirations occasionally he will lose interest in his work, and his usefulness to himself and his employer will decrease rather than increase.

We all know that the greater interest we take in our work the greater will be our success. The question is how to acquire this interest.

The clerk who thinks his is the meanest, hardest job in the world will do better by getting into some other work.

Before you can take any interest in your work, you must learn to like it. Get on friendly terms with your job; slap it on the back and make it look the better for your holding it. If you don't like your work and can not see anything of interest in it, how can you expect the people with whom you come in contact each day to give you any encouragement.

The grocery clerk and the dry goods clerk hold two very important positions. Feeding and clothing the people—what more honorable positions are there to be held than these?

It is up to the grocery clerk to know all about the goods he is selling each day. Pure food is the cry of the country and the man who sells it must know his goods well.

The dry goods clerk has just as large a field as the grocery clerk. He, too, must know the real from imitation. The sample idea is an educator for the clerk because every person to whom he shows it will have something different to say about it. He is sure to learn something about it or get a pointer on its uses that will help him sell it to the next party.

Concentrate your efforts each day on some one part of your work and get all of the good you can out of it. Work is drudgery when a fellow does not take an interest in it and get some pleasure out of it.—Commercial Bulletin.

Only His Watch So Far.

There is an old negro who was taken ill several days ago and called in a physician of his race to prescribe for him. But the old man did not seem to be getting any better and finally a white physician was called. Soon after arriving Dr. Smith felt the darky's pulse for a moment and then examined his tongue. "Did your other doctor take your temperature?" he asked. "I don't know, sah," he answered feebly, "I hain't missed anything but my watch as yit, boss."

Gold's Singular Growth.

Gold in its natural state, like many other products of the earth, is an article of development, says the Chicago Chronicle. What its original elements are is still a matter of some speculation, but the fact has been demonstrated that a nugget of the precious metal left in its original environment will gradually, although slowly, attract to itself minute particles of gold dust, and after the lapse of years possess an added value. Gold is known to have grown on mine timbers which have long been immersed in mine water. In the California State Mining Bureau museums there is a specimen of a piece of jointed cap and post taken from the Comstock, where it had been under water for years, in which gold was formed in the joints and press of the wood.

Gold is constantly being formed in rocks and veins and placers. Just what it is that the baby gold formation feeds on to effect its growth is not known; if it were a new and wonderfully lucrative industry it might be born, and all other kinds of farming save the growing of gold might temporarily be abandoned. The formation and growth are due to mechanical and chemical action. As in the case of the animal or vegetable, gold has existed in some state before assuming its present form. Waters which percolate through the earth's crust are said to contain substances from which gold is formed. Thus, gold, like the animal and vegetable, must have water in order to thrive. The gold in the water is deposited when it meets the proper precipitant. The precipitant may be an earth current of electricity in the rocks.

It has been claimed that the nuggets found in placers are the formations from the waters that percolate through the gravels, and are not from decomposed quartz, as generally is supposed. Those who so contend cite the fact that in the center of nuggets can often be found a small grain of iron sand. This was the nucleus around which the earth current of electricity created or deposited in electroplating. During long ages this influence was at work causing gold to form around the little grain of iron ore, and then grow to become a bright, shining nugget of gold much larger and purer than any ever found in the veins of ore.

One of Mark Twain's Jokes.

Bishop Doane, of Albany, was at one time rector of an Episcopal church at Hartford, and at this church Mark Twain was an occasional attendant. Twain one Sunday played a joke on the rector.

"Dr. Doane," he said at the end of the service, "I enjoyed your sermon this morning. I welcomed it like an old friend. I have, you know, a book at home containing every word of it."

"You have not," said Dr. Doane. "I have so," said the humorist. "Well, send that book to me. I'd like to see it." "I'll send it," Twain replied. And he sent the next morning an unabridged dictionary to the rector.

Hardware Price Current

Ammunition					
Caps					
G. D., full count, per m.....					40
Hicks' Waterproof, per m.....					50
Musket, per m.....					75
Kly'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 40
No. 2 Winchester, boxes 250, per m.....					1 40
Gun Wads					
Black edge, Nos. 11 and 12 U. M. C....					60
Black edge, Nos. 9 and 10, per m.....					70
Black edge, No. 7, per m.....					80
Loaded Shells					
New Rival—For Shotguns					
No.	Dra. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
122	4	1 1/4	9	10	2 90
124	4	1 3/8	8	10	2 90
126	4	1 1/2	6	10	2 90
128	4 1/4	1 1/8	5	10	2 95
130	4 1/2	1 1/4	4	10	3 00
132	4 3/4	1 1/2	3	12	2 50
134	4 1/2	1 1/4	2	12	2 50
136	4 3/4	1 1/2	1	12	2 55
138	4 1/2	1 1/4	1	12	2 70
140	4 3/4	1 1/2	1	12	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
1/4 kegs, 12 1/2 lbs., per 1/4 keg.....					2 30
1/8 kegs, 6 1/4 lbs., per 1/8 keg.....					1 60
Shot					
In sacks containing 25 lbs.					
Drop, all sizes smaller than B.....					1 75
Augsurs and Bits					
Snell's.....					60
Fennings genuine.....					25
Fennings' Imitation.....					50
Axes					
First Quality, S. B. Bronze.....					6 50
First Quality, D. B. Bronze.....					3 00
First Quality, S. B. S. Steel.....					7 00
First Quality, D. B. Steel.....					10 50
Barrows					
Railroad.....					13 00
Garden.....					29 00
Bolts					
Above.....					70
Marriage, new list.....					60
Below.....					50
Buckets					
Well, plain.....					\$4 00
Butts, Cast					
Cast Loose Pin, figured.....					70
Wrought Narrow.....					60
Chain					
	1/4 in.	5-16 in.	3/8 in.	1/2 in.	
om.....	7 c.	6 c.	5 c.	4 1/2 c.	
B.....	8 1/2	7 1/2	6 1/2	5	
BB.....	8 1/2	7 1/2	6 1/2	5 1/2	
Crowbars					
Cast Steel, per lb.....					5
Chisels					
Pocket Firmer.....					65
Pocket Framing.....					65
Pocket Corner.....					65
Pocket Slicks.....					65
Elbows					
mm. 4 piece, 6 in., per doz.....					75
rrugated, per doz.....					1 25
Adjustable.....					40 1/2
Expansive Bits					
ark's small, \$18; large, \$25.....					
es' 1, \$18; 2, \$24; 3, \$30.....					40
					25
Files—New List					
new American.....					70 1/2
eholson's.....					70
eller's Horse Rasps.....					70
Galvanized Iron					
No. 18 to 20; 22 and 24; 25 and 26; 27, 28 and 29.....					28
No. 12 to 13.....					14
Discount, 70.....					17
Gauges					
anley Rule and Level Co.'s.....					60 1/2
Glass					
ngle Strength, by box.....					90
uble Strength, by box.....					90
By the Light.....					90
Hammers					
aydole & Co.'s, new list.....					33 1/2
rkes & Plumb's.....					40 1/2
erson's Solid Cast Steel.....					30c list
Hinges					
te, Clark's 1, 2, 3.....					60 1/2
Hollow Ware					
s.....					50 1/2
dies.....					50 1/2
s.....					50 1/2
Horse Nails					
Sable.....					40 1/2
House Furnishing Goods					
mpped Tinware, new list.....					70
anned Tinware.....					20 1/2
Iron					
Iron.....					3 25 c rates
st Band.....					8 c rates
Knobs—New List					
r, mineral, gap, trimmings.....					75
r, porcelain, gap, trimmings.....					65
Lanterns					
ular & Tubular, De.....					5 00
iron, Galvanized Pump.....					5 00

Make Success in Inventions.

The records of the Patent Office effectually disprove the oft-repeated assertion that women are not inventive. Of course the natural bent of the gentler sex is not toward mechanic art, but when any woman applies herself with assiduity to that branch of industry she makes a success of it.

The advocate of the theory that man is far superior to his helpmeet thinks it a great fact to proclaim that not one of the things that are called great inventions came from the brain of a woman. Therefore he concludes that a woman never invents anything worth while. An after-dinner speaker—it may have been Chauncey Depew or Ambassador Choate—once answered that argument by saying: "Yes, it is true she has never invented anything great except the best way of separating the male inventor from the money he has acquired by making the so-called inventions."

About fifteen years ago the controversy grew so hot that the then Patent Commissioner had the records of his office searched for the purpose of making an accurate compilation of the pertinent facts as to the inventive faculty of womankind as shown in the work of his office. The result was the preparation of a pamphlet containing the names of all women to whom patents had been granted.

There were less than 3,000. Since that time two more pamphlets have appeared, showing that the total number of inventors belonging to the weaker sex does not exceed 8,000. Since the last of these was issued the names of perhaps 3,000 have been added to the record.

The whole number of patents granted in the United States to date is 736,046. Of course, many patents have been issued to the same man, men like Edison and George Westinghouse holding hundreds of them. It is a fair statement to say that letters-patent have been issued to at least 700,000 persons, and of this great number only about 12,000 are women.

The first American queen to be granted a letter giving her the exclusive right to manufacture an article invented by herself was Mary Kies. The records do not give her address. The letter was issued May 5, 1809, nineteen years after the Patent Office was established. She contrived a method for weaving straw with either silk or thread. The records do not show whether she made or lost money on the venture. It is probable that she lost, as the vast majority of inventors do. They do not even make enough to pay the cost of taking out the letter, which is \$35.

New Kind of Food in California.

A new kind of food is being served on the tables of the palatial hotels in Southern California—to wit, the egg of the gigantic ostrich. Ostrich egg omelet is not a very common dish, at this writing, on these tables or elsewhere in America, but every now and then an egg is sent up from the Pasadena ostrich farm, to variegate the sumptuous menu that invariably appears for the delectation of the luxurious guest. While a great

novelty in California, still the eating of ostrich eggs is a practice as old as the hills in Africa. Many a weary Arab, wandering over the barren, sun-scorched desert, has been solaced by the discovery of an ostrich nest containing, among a number of eggs, one or two that were fresh.

An ostrich egg weighs three and a half pounds, and is somewhat larger than a cocoanut. It contains thirty ounces of albumen, and is equal to about thirty eggs of the ordinary hen. One ostrich egg would be sufficient for a breakfast dish at a large and fashionable boarding house. If a boiled egg be desired, half an hour must be allowed to boil it. The common method of cooking the ostrich egg in California is as an omelet. Thus prepared, it tastes like an omelet made of hens' eggs, and nobody would know, unless so informed, that it was aught else.

Ostrich eggs in California and Arizona are worth seventy-two dollars a dozen. There are not many telephone orders from the hotels to the farms for fresh eggs, at the market price. Indeed, such as are used are generally forwarded by the courtesy of the manager of some ostrich farm, the proprietor of which wishes to advertise the existence of his curious institution to the throng of tourists who frequent the magnificent hotels of Southern California. The shells even of the ostrich eggs are worth twelve dollars a dozen, and are sold to travelers as mementos of their visit to the Golden State. Sometimes they are decorated by pyramids, palm trees, and ostriches painted upon them, and are sold for a much higher price. Even fragments of ostrich shells are beautified in this manner, and are sold, at a trifling cost, to visitors. Perhaps no egg or shell in the world brings so much money to the producer as that of the domestic ostrich. In Africa the shells are made into lamps, to light up, in the same old-fashioned way as the lamps of the Romans, or the religious edifices of the Arabians.

E. H. Rydall.

Fall Neckwear.

Most of the principal furnishers and departments in the dry goods stores are making initial displays of fall novelties. They started with four-in-hands and squares in plain weaves, solid and changeable colors. These have just been supplemented with changeable figured four-in-hands and squares, known in the trade as Jacquard scintillante because of the iridescence of the two and three colors in the cravatings. So far the only novelty shown by New York retailers is a four-in-hand of surah silk in plain and changeable colors, with three clover leaves in white showing just below the knot when the scarf is tied. The various plain weaves shown by retailers under special names are not new. The weaves are as old as the art of silk weaving. They make rich and serviceable cravatings. Besides, a "sell-well" cravatting can not long be upon the market before it has many imitations cutting into its special field of success.

Cincinnati neckwear manufacturers report business good. A number of them are now in the East and in Europe, making purchases of silk. Large shapes are the leading sellers and manufacturers are also selling quite a number of tecks and small bows. There is an exceptional demand for gray.

No Escape.

The room was filled with the low sobs of the little woman in the purple gown.

"I—I thought," she said to her sympathetic friend, "that it would be all right when I married a man who had been raised in an orphan asylum."

"Well, and what's the matter now?"

"Oh, I—I—made some apple pie the other day, and I thought it was so good, and—and—he ate it, and—and—"

"Well?"

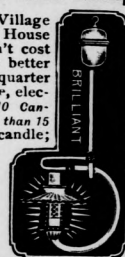
"And he said it wasn't as good as those the matron used to make."

Verily, there is no escape from these domestic problems, old as existence.

Abner Furtney, dealer in boots and shoes, St. Johns: I would not be without the Michigan Tradesman. My clerk, Mr. Frost, will not miss reading it, even although he has to sit up all night to do so.

The BRILLIANT Gas Lamp

should be in every Village Store, Home and Farm House in America. They don't cost much to start with, are better and can be run for one-quarter the expense of kerosene, electric lights or gas. Gives 10 Candle Power Gas Light at Less than 15 cents a month. Safe as a candle; can be used anywhere by anyone. Over 100,000 in daily use during the last five years and all are good. Write for Catalogue. Brilliant Gas Lamp Co. 42 State St., Chicago, Ill.

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

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

ELLIOT O. GROSVENOR

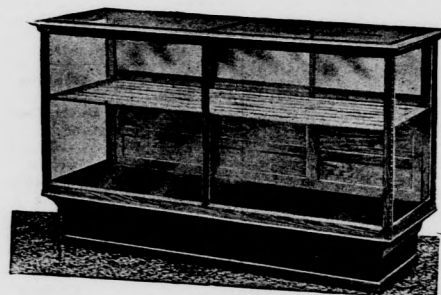
Late State Food Commissioner Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited. 1232 Majestic Building, Detroit, Mich.

ALABASTINE

We want to tell you of the durable and sanitary wall coating and tender the FREE services of our artists in helping you work out complete color plans; no glue kalsomine or poisonous wall paper. Address Alabastine Co., Grand Rapids, Mich. and 105 Water Street, New York City

Grand Rapids Fixtures Co.

A new elegant design in a combination Cigar Case



Shipped knocked down. Takes first class freight rate.

No. 64 Cigar Case. Also made with Metal Legs.

Our New Catalogue shows ten other styles of Cigar Cases at prices to suit any pocketbook.

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

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

Send for Illustrated Catalogue

CHAS. A. COYE, Grand Rapids, Michigan

11 and 9 Pearl Street

PAPER BOXES

We manufacture a complete line of MADE UP and FOLDING BOXES for

Cereal Food, Candy, Shoe, Corset and Other Trades

When in the market write us for estimates and samples. Prices reasonable. Prompt service.

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.

The Art of Getting to Sleep.

All the conditions must be favorable to sleep. The bedroom should be quiet, dark, and airy. In winter it is better to have the window away up than to shut it so that a knife-edged draught shall chill an exposed shoulder. The temperature of the bed should be agreeable. Getting to sleep when the feet are cold is as slow a job as getting to sleep when hungry. A hot-water bottle in one case and a piece of bread and butter in the other will help things. I leave it to you to decide which is for which. A warm bed in winter is easily gotten, but a cool bed in summer is not so simple a proposition. However, a sheet made of straw matting, interposed between the regular sheet and the mattress, will be found to mitigate sensibly the horrors of a hot night. It preserves the softness and springiness of the bed, and yet is pleasantly cool, without being too cool. Personally, I find that sleep comes soonest when I have no pillows at all.

The next thing is to relax utterly. Remember that the corner of the jaw is the citadel of tension. While that is clinched no sleep can come. But most important of all is the disposition of the mind so that sleep can come. The reason why we fail in this is the same as the reason why we fail in other things—we do not very genuinely want to succeed. As we lie stretched out after a busy day there are so many thoughts that we want to chase after that we drop the notion of sleep, although we know that to-morrow is another day on which we can think. It is all very well to say, "Dismiss these thoughts." How to dismiss them is the problem that each must solve.

Too High-toned to Take the Trouble to Pay.

The proprietors of a certain dry goods store in Cincinnati are said to have announced that they did not care particularly for any but "carriage trade." They changed their minds later and are now equally solicitous to please trade that comes on street cars or on foot. It is the great middle class that makes the bulk of business.

It often seems that the "carriage trade" is the least profitable of all. The grand dame who rolls up to the door in her carriage is hard to please; she never carries money with her, but settles by check; she never in the wide world would demean herself by taking a parcel in the carriage with her; she sends back goods or rather telephones the dealer to come out to number seven thousand and something Swelldom avenue and get them—after she has had them weeks.

To crown the outrage, she pays—well, as a certain suffering shoe man remarked, "She pays when she d— pleases!"

A large city concern which was for a long time supposed to be doing a very profitable business, as it catered to the trade that paid in checks and came in carriages, had to settle a few years ago at about 50 cents on the dollar.

There were on the books more than fourteen thousand separate accounts running from ten cents to over \$100. Many of them were outlawed and many cost their full value to collect.

So it can be seen that the kind of swell trade that is too swell to pay any attention to its debts is not the kind that swells a merchant's bank account. It is not worth having.

Then There Was Room.

They stood on the corner and watched several street cars go by, each one filled to its utmost capacity.

Then there was an altercation. No one seemed to know just what the trouble was, but as a well-filled car approached they were disputing and gesticulating in an excited manner. Of course someone on the car saw them and exclaimed:

"There's a fight, sure!"

There was a scramble to get a look at the disputants, and various comments from various people.

"Both drunk!" said one.

"I'll bet the little man can do him!" said another.

"Say, but it'll be a beauty!" added a third.

The car was just passing as they grappled and went down together, and half a minute later there were only two men left on the rear platform and twelve seats inside were vacant.

Then as the crowd reached the spot two men got on their feet, and one cried:

"Run for it!"

And the other replied:

"It never fails!"

Fifteen or twenty men trailed after the fleeing fighters. And they were sore! Nor were their tempers improved as they saw the two young men in the best seats in the car, and heard one of them say:

"It's a trifle rough, but it pays."

Have the Retailers Made Money?

In discussing merchandising in the Dakotas a few days ago with the editor of this paper a traveling salesman who is a good observer and judge of conditions said that he was surprised that more retail merchants had not gotten independently rich in the last five or six years.

Since 1895 the Northwest, generally, has been reveling in a prosperity of its own. Crops have been good, prices good, and a big immigration of people from the East has brought in money from other states, much of which has gone through the hands of the retailer.

Then why has the retailer not bettered his condition?

Some will answer this interrogation contemptuously by saying they have.

But are they the majority?

There are a large number of retailers who do not seem to be any better off to-day than they were five years ago.

They think they are.

But they acknowledge that a large part of their assets are in stock. They bought too much.

They promised themselves five years ago that with two years of good

times they would become discounters.

They have had several years and yet they have the same trouble meeting their bills that they did five years ago.

Their trouble has been in neglecting the fine points of their business. They did not keep the stock cleaned up and the accounts well collected. They thought prosperity meant that the thing would come right anyway.

The merchants who buy conservatively and whose selling methods are such as to keep his stock cleaned up well has made money. He has joined the ranks of discounters unless he invested in too much land.

But the merchant who has a big stock of poorly stored goods and praying for just one more crop to help him out, has not made much progress in the past five years.

He would be convinced the moment he began to clean up preparatory to quitting the business.—Minneapolis Commercial Bulletin.

Prepare for the Fray.

The zest with which the women are going in for golfing, tennis, bowling and other forms of athletics affords room for fear that while the coming man, 'tis said, will be a bald-headed and toothless physical phantom, the coming woman will have nerves of steel and muscles of iron. Let the male biper beware; let him forswear the coffin-nail cigarette and enervating birch beer, before it be everlastingly too late. Bill Barlow.

QUICK MEAL

Gas, Gasoline, Wickless Stoves
And Steel Ranges

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

D. E. VANDERVEEN, Jobber

Phone 1350

Grand Rapids, Mich



Every Broom Pusher

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

WHITTIER BROOM

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

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

WHITTIER BROOM COMPANY
GRAND RAPIDS, MICH.

COUPON BOOKS

Are the simplest, safest, cheapest and best method of putting your business on a cash basis. ★ ★ ★

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

**TRADESMAN
COMPANY**
GRAND RAPIDS, MICH.

Commercial Travelers

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

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

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

Fifty Years a Drummer.

Fifty-four years spent almost continuously in touring this country throughout its enormous length and breadth has been the life experience of Thomas C. Maddock, a traveling jewelry salesman for the firm of Simmons Bros. & Co., of Philadelphia and New York.

To realize the length of time covered by this period it is necessary to review with the mind's eye some of the many changes and developments that Mr. Maddock has witnessed in the years he has been visiting the merchants in the South and West. He has seen small hamlets gradually expand and grow to thriving towns, then to important cities. He has personally observed the evolution of the entire country until the scenes and customs that were common have become as pages from history, seeming almost unreal and romantic to the young people of to-day.

He has seen immense stretches of virgin forest, well-nigh untrodden by the foot of man, blossom and brighten into cultivated fields, adding from their rich stores thousands and millions of dollars annually to the wealth of what has become one of the great nations of the world.

He has ridden on the lumbering stage coach over miles and miles of country road and traversed the same route seated in the luxurious palace coach of the modern railway company, whirled along at marvelous speed through a constant succession of thriving towns and cultivated fields. He has seen the flat-bottomed canal boat drawn by the patient mule and the slow-going sailboat superseded by the palatial steamers of the present day.

He has seen the navy of his country grow from a few insignificant boats to a mighty fleet that commands the respect of the civilized world. He has seen the manners, customs and dress undergo a complete revolution. He has watched his country struggling in the throes of a civil war and emerge, battered and crippled, only to grow and revive into a far closer union and a marvelous increase in wealth and power.

All these changes and many more Mr. Maddock has witnessed and still retains as bright an eye and as springy a step as when, in the days of his youth, he sat in the stage coach and exchanged "yarns" with other "knights of the grip" to while away the tedium of the long, laborious journeys.

Unlike most of the fraternity, Mr. Maddock entertains an aversion to talking of his experiences and alludes to scenes and incidents that would furnish the novelist with pages

of "stuff" casually and in a deprecatory way.

Mr. Maddock is 75 years old, but looks several years younger and has undoubtedly been on the road longer than any traveling salesman living. He says the men with whom he first traveled have all passed away, and their names even would not be recognized by the present generation of drummers.

Murder by Union Labor.

It involves no injustice to union labor in Indianapolis to assume that the news reports from that city chronicling the murderous assault by unionists on one of Manufacturer Parry's men are perfectly correct. If the record of organized labor in this county were one of peace and law-observance, it would be hard to believe that in the sovereign State of Indiana in this year of grace 1903 union laborers would take the life of a non-union man simply because he had loyally defended the business policy of his employer in a sidewalk argument. Unfortunately, the record of unionism is one of lawlessness, riot and murder—of almost uniform disrespect for the rights of men not affiliated with it.

A dispatch from Indianapolis announcing that unionists had burned to the ground every non-union establishment in that city and had killed or banished all non-union laborers would surprise nobody in these days. And, if such a report proved ultimately to be untrue, nobody could be justly censured for having believed it implicitly. To such lengths does organized labor go in these times to sustain its vicious policies!

John Crosby will undoubtedly be dead before these words are in type—the innocent victim of unionist intolerance and passion, a union laborer his murderer. His murderer is in prison, and will presumably be given a fair and impartial trial. The councils of union labor are already considering ways and means of defending the murderer—of securing his acquittal or at least of saving his neck from the hangman's rope—even arranging to resort to their usual methods of intimidating judge and jury and holding a club over the daily newspapers of Indianapolis to forestall unfavorable criticism.

Since President Samuel Gompers, of the American Federation of Labor, delivered his speech in Indianapolis on labor day the union men in that city have been unusually self-assertive, aggressive, boisterous, threatening. Trouble has been averted on several occasions only by non-unionists refusing to discuss labor questions with them. Does it require even the slightest stretch of the imagination to connect Gompers directly with this murder as its inciter? Would it do him one whit of injustice to charge him with moral responsibility for it?—New York Commercial.

The Birth in Poverty.

The fact of coming upon earth without personal desire is indicative of usefulness. Very often it is far

from what we expect or would naturally choose. Financial success or inherited property for barren heads, against substantial livelihood by the workers, with their excess energy for good, is the balance struck by nature. A great wealth is self-reliance, and while at the outset unsatisfactory and minute, it unveils the fact that our greatest worth must be extracted from the endowment we inherit for cultivation.

Fred Newell Odion.

The Warwick

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

A. B. GARDNER, Manager.

When in Detroit, and need a MESSENGER boy send for

The EAGLE Messengers

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

RESPONSIBLE REPRESENTATIVES WANTED IN MICHIGAN

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

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

Nothing like it on the market

Exclusive Territory
Given Each Representative

Cut Out This Coupon and Send To Me.

ERNEST McLEAN
Grand Rapids, Mich.
Box 94

Dear Sir:

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

Name

Occupation

Postoffice

State



ORDER NOW

Wet Weather is coming.

WHEN

waterproof clothing is wanted, it is wanted

AT ONCE

Catalogue of full line of waterproof clothing for the asking, also swatch cards.

Waterproof Clothing of Every Description.

Goodyear Rubber Co.

382-384 East Water St., MILWAUKEE, WIS.

Walter W. Wallis, Manager.

JUPITER

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

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

FOR PROSPECTUS, ETC., WRITE TO

J. A. ZAHN, FISCAL AGENT

1318 MAJESTIC BUILDING
DETROIT, MICH.

Contest Over the Name of a Food Preparation.

Charlotte, Sept. 22—Testimony is being taken here in a very interesting legal fight in which several local people are concerned. The case was commenced in 1897 in the U. S. Circuit Court for Connecticut by the Genesee Pure Food Co., of LeRoy, N. Y., against one Hemingway, of Connecticut, and A. B. Barnum & Co., Ltd., of this city, now the Grocers' Specialty Manufacturing Co., of Battle Creek, the latter concern having bought the business of the Barnum Co. Mr. Hemingway is a merchant in Connecticut and bought goods both when Barnum was in business and, since his retirement, of the Grocers' Specialty Co. The case was started by the New York concern to restrain Barnum from using the trade mark "Graino" on a certain food stock he manufactured, and when he sold the business the action was made to include the Grocers' Specialty Co. Hemingway handled Barnum's goods and, in consequence, he is made a defendant in the issue, although his connection in the contest is immaterial only that it brings the suit in the United States Court where he was engaged in business. Mr. Barnum contends that he used the word "Graino" first and that the same belonged to him by reason of priority. The New York people used the same pronunciation for their trade mark as did Barnum, although they spell the trade mark "Grain-O." They, like Barnum, contend priority in the using of the name and further assert that Mr. Barnum, if he did use the word first, practically abandoned the business, as it was not a financial success. Messrs. C. B. Lamb, G. H. Spencer and J. Wildern have been sworn and several other local people will be called to testify in the matter. Already 1,000 pages of testimony have been recorded in the case. The evidence of nearly fifty more witnesses in this and surrounding counties will be taken before the records will be sent to the Connecticut court. The testimony is being taken under stipulation by County Clerk Moyer. The defendants are represented by Attorney L. C. Cole, of Toledo, who is an officer in the Grocers' Specialty Co. S. P. Hooker, of LeRoy, N. Y., and Ex-Prosecutor Clark, of Battle Creek, appear for the New York people.

Late State Items.

Detroit—The American Suit & Corset Co., at 99 Woodward avenue, has uttered a chattel mortgage for \$640 to Franklin S. Deming.

Coldwater—The net earnings of the Wolverine Portland Cement Co. were \$20,000 for the month of August. This is 2 per cent. on the capital stock of \$1,000,000.

Traverse City—Straub Bros. & Amiotte have been awarded a diploma certifying to the meritoriousness of their exhibit of confectionery at the West Michigan State Fair last week.

Marion—E. F. Chapin and M. A. Thomson, under the style of Chapin & Thomson, will continue the busi-

ness of the Marion roller mills, Mr. Chapin having purchased the interest of M. Sherck.

Pigeon—Charles Willwer, who operates cheese factories at both Pigeon and Kilmanauagh, Huron county, has made an assignment to the Farmers' Bank, of this place. His liabilities are about \$5,000 and his assets about \$4,000.

Detroit—It is stated that after paying the claims against the National Salt Co., whose assets were sold recently for \$337,500, there will remain a balance of \$37,500 representing the assets which three years ago were valued at \$11,600,000. Minority stockholders of the National Salt Co. are preparing to prevent the transfer of the company's property, which was recently sold to interests supposed to represent the International Salt Co.

Detour—A syndicate composed of W. S. Johnson, of Milwaukee; George T. Arnold, of Mackinac Island, and W. D. Hitchcock, of Detour, has acquired control of the deep water frontage here and a dock extending 425 feet along the river is being built. The owners will also put in forty or more charcoal kilns, and will utilize the by-products, such as wood alcohol, acetate of lime and tar. Plans are also made to build a railroad connecting Detour with the Soo line, either at the Soo or at Rudyard. Aside from Manistique, Detour is the only Upper Peninsula port that is not icebound during the winter.

Another Furniture Exposition Building in Prospect.

At least three projects are under way in the city for the construction of another large building for the use of outside furniture manufacturers in making exhibits during the exhibition season. One project contemplates utilizing the Michigan House corner, running from the Grand Rapids Refrigerator Co. plant on Ottawa around Louis street and Market Street to the Market street frontage of the same factory. This would make a block, 32 feet frontage on Market and Ottawa streets and 264 feet frontage on Louis street. One good feature of this project is that it would eliminate Smith's opera house, which has never been any particular addition to that part of the town.

Another project contemplates a large block on the southeast corner of South Ionia and Fulton streets, running from the alley on Fulton street to the Hirth, Krause & Co. building on Ionia street.

The third project contemplates the leasing of all of the property from the Masonic Temple to the ironclad, at the corner of Fulton and Ferry streets, including the John Brennan, Brown & Hall and L. E. Hawkins buildings, which it is proposed to raise to a uniform height of seven stories, putting in a new front, which would make a block which would be an ornament to the street and improve one of the most slightly portions of the jobbing district. This project is quite likely to be hung up through the action of one of the tenants in holding out for a large bonus for their lease.

Securing an Adequate Peddling License Fee.

Kalamazoo—The subject given the most prominence by discussion at the regular session of the Council last evening was presented when the amended ordinance relative to hucksters' licenses was introduced for second reading. Some diversion of opinion showed itself in an address delivered by E. V. Pierce, of Portage, who spoke in support of a petition he had previously presented to the Council showing divers reasons why the farmers should be allowed to call out their wares and still remain exempt from paying a license fee.

When the matter came up for consideration many sides of this difficult problem were again recalled and the original amendment came within a hair's breadth of going through amended to read that the original ordinance requiring a license of \$40 and prohibiting calling out of wares, ringing gongs, blowing horns, etc., be changed to a license of \$25 and giving the right to call out on the streets and with it exemption from all clauses to farmers or others who raised their produce.

A motion to lay the matter over for one week by Alderman McLarty was introduced and in the discussion that followed Alderman Brenner, Benson and Ralston got tangled up on point of order, rulings, appeals from the chair, recitations on Cushing's manual, parliamentary law, taxes, officer's duty, discrimination, findings of committees, etc., which went "round and round" until the question finally landed high and dry on the table to be considered next week.

The Boys Behind the Counter.

Bay City—Frank L. Dardas, formerly manager of H. G. Wendland & Co's. children's clothing department, has taken a similar position with L. E. Oppenheim.

Central Lake—Ed. Smith, of Boyne City, has taken the position of clerk in Kaplan's general store.

Saginaw—The Paul Krause Clothing Co. has secured the services of Mell Buell, for several years in the employ of Davy & Co., at Evart.

Mendon—Will Riley has taken a clerkship in Hickmott & Dukette's general store.

Coopersville—L. D. Mills has a new clerk in his drug store in the person of Archie Miller, of Sanilac.

Hides, Pelts, Tallow and Wool.

As tanners and hide dealers get through catching fish from water, they return and apply their arts to catching suckers on land. They have stirred up the hide market to a higher value on country stock from its being better in quality and scarce of takeoff. Light stock is some higher, while heavies have not advanced. Among the larger offerings are found much poor stock and sales do not indicate quality. The demand is good generally, but sole leather hides are held too high for tanners' use.

Pelts are in good demand and all offerings are readily taken at full values. There has been no advance in prices, only as quality is better.

Tallow remains in large stocks and offerings at extreme low values. Large sales have been made ahead awaiting delivery. There is no pressure to sell at the low prices.

Wools are somewhat lower, with a light demand and small sales. With numerous small sales, the volume amounts to considerable. Many manufacturers are in the market looking and have bought small lines. It is generally conceded that their lofts are not overly stocked, but they prefer dealers should carry it. The unsettled labor troubles still cut quite a figure. The outlook is for higher values.

Wm. T. Hess.

Enlarged Capital and Changed the Name.

The Ideal Furniture Co., which has been engaged in the manufacture of desks and office and school specialties at 18 Bowery street for about a year past, has merged the business into a stock company under the style of the Greenway Furniture Manufacturing Co. The corporation has an authorized capital stock of \$25,000, of which \$15,000 is subscribed and paid in, being divided among five stockholders in the following amounts:

J. Fred Mueller\$7,800
Lee M. Hutchins1,800
O. W. Blumrich1,800
Geo. W. Greenway1,800
L. J. Vanderberg1,800

The officers of the organization are as follows:

President—J. Fred Mueller.

Vice President and Treasurer—Lee M. Hutchins.

Secretary and Manager—Geo. W. Greenway.

Petoskey News: A. W. Peck, the popular Hazeltine & Perkins drug salesman, was one of a quartet of traveling salesmen who, through mutual friendship and a desire for walking, established an interesting coincidence Thursday. It seems that the four were walking up town from the depot when on Mr. Peck's statement that the day was his birthday anniversary it developed that one's birthday was the 15th, one on the 16th, one on the 17th and one on the 18th of September.

Saginaw—The Swan Chemical Co., manufacturer of a preserving compound, has merged its business into a corporation under the style of the Swan Chemical Co., Limited. The authorized capital stock is \$100,000, held as follows: G. L. T. Weadock, 4,000 shares; Wm. Swan, 4,000 shares, and L. H. Swan, 2,000.

He who wants a dollar's worth
For every hundred cents
Goes straightway to the Livingston
And nevermore repents.
A cordial welcome meets him there
With best of service, room and fare.

Cor. Division and Fulton Sts.,
Grand Rapids, Mich.

Drugs--Chemicals

Michigan State Board of Pharmacy

	Term expires
WIST P. DOTY, Detroit	Dec. 31, 1903
CLARENCE B. STODDARD, Monroe	Dec. 31, 1904
JOHN D. MUIR, Grand Rapids	Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac	Dec. 31, 1906
HENRY HEIM, Saginaw	Dec. 31, 1907

President, HENRY HEIM, Saginaw.
Secretary, JOHN D. MUIR, Grand Rapids.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

Mich. State Pharmaceutical Association.
President—LOU G. MOORE, Saginaw.
Secretary—W. H. BURKE, Detroit.
Treasurer—O. F. HUBER, Port Huron.

A Convenient Method of Making Solutions of Iodine.

That liquid preparations of iodine are not stable has been known for a number of years. Dr. Coindet, one of the first physicians to use iodine as a medicinal agent, was probably the first to call attention to this fact. (Fisher on Iodine, A. J. P., 1829, p. 87.) Recognizing the fact that solutions of iodine deteriorate rapidly on standing, some way of making small quantities of these solutions with the least possible expenditure of time and energy would appear to be desirable.

From our experience, this is readily accomplished by the use of a simple circulatory apparatus, made from a wide-mouth bottle and an ordinary test tube. A test tube having an outside diameter of from 2. to 2.5 Cm. is to be preferred. This should have from 12 to 15 holes, about 1 Mm. in diameter, in the bottom and lower portion of the side of the tube. A perforated tube may be made by heating a small area of the tube in a Bunsen flame, touching the heated portion with a glass rod sufficiently long to make it adhere, then, by pulling gently on the rod, a localized projection is formed that is later broken off; the irregular shaped holes thus produced are reduced in size and the tube restored to its former shape by heating.

The operation is a simple one when performed by an expert; for the average individual it is perhaps easier and more satisfactory to buy the tubes, as they are quite inexpensive. The outer diameter of the tube should fit closely the inner side of the neck of the bottle; the tube can then be held at any height by using a heavy rubber band, this at the same time acting as a stopper for the bottle.

For making 200 Cc. of tincture of iodine, 150 Cc. of alcohol is put in the wide-mouth bottle, the rubber band is then adjusted so that the upper row of perforations in the tube are well above the line of the liquid, the necessary amount of iodine is placed in the tube, and the whole apparatus, closely stoppered, is set aside for from one-half to two hours in a cool, dark place. When all the iodine is dissolved, the solution is poured into a graduated flask, or other suitable receptacle, the circulatory apparatus is washed out with the remaining portion of the alcohol, and this is then added to the first portion to make up the required amount. For making Lugol's solution, or the U. S. P. test solution of iodine, about three-fourths of the required water is placed in the bottle, the tube ad-

justed as before; the potassium iodide is then first dissolved, the apparatus well shaken to mix the solution, the iodine added, and the apparatus stoppered and set aside. When the iodine is dissolved, the preparation is finished by washing the apparatus with sufficient distilled water to make up the required amount.

This apparatus is, of course, applicable to the making of a number of solutions, particularly of such chemicals as are deteriorated by organic matter or are not readily soluble.

M. I. Wilbert.

The Drug Market.

Opium—Is dull and weak under pressure to sell by small holders in primary markets. The stocks for this year and the trouble in Turkey should make price higher in a short time.

Morphine—Is unchanged.

Quinine—Is firm but unchanged.

Alcohol—Has again advanced and is very firm.

Cantharides—On account of higher prices in primary markets have again advanced. Flies are very scarce and higher prices are looked for.

Cocaine—Crude is very scarce and the market is very firm. An advance is looked for.

Cod Liver Oil—Has advanced.

Balsam Peru—Is firm and has advanced 15c per lb.

Cascara Sagrada Bark—Is very firm at the advance.

Oils Anise and Cassia—Are very firm, and the primary markets have advanced.

Oil Cajeput—Is very scarce and has again advanced.

Oil Cloves—Has advanced on account of higher price for the spice.

Oil Peppermint—Is unsettled. Price is firm.

Cloves—Have advanced.

Linseed Oil—Is higher, on account of higher price for seed.

A Symposium.

"What is the secret of success?" asked the Sphinx.

"Push," said the Button.

"Take pains," said the Window.

"Never be led," said the Pencil.

"Always keep cool," said the Ice.

"Never lose your head," said the Barrel.

"Do a driving business," said the Hammer.

"Aspire to greater things," said the Nutmeg.

"Make light of everything," said the Fire.

"Make much of small things," said the Microscope.

"Never do anything off-hand," said the Glove.

"Do the work you are suited for," said the Flue.

"Get a-pull with the ring," said the Doorbell.

"Be sharp in all your dealings," said the Knife.

"Find a good thing and stick to it," said the Glue.

"Trust in your stars for success," said the Night.

"Strive to make a good impression," said the Seal.—Life.

Model your character and conduct on the best lines; then try to live up to the ideal.

Modern Life and Drug Taking.

The drug habit is said to be on the increase in all civilized countries. Without a doubt such is the case in the United States, and it has been recently reported that in Great Britain drug taking among the population at large is assuming alarming proportions. "The London Spectator" of July 4 has an article on the subject which treats of the situation from the more obvious standpoints. The writer calls attention to the strain placed upon the individual by the obligations and distractions of modern life, producing nervous affections in profusion, and attributes to these the prevalence of drug taking and of indulgence in stimulants, and gives a tabular statement of the death rates from various causes in Great Britain during periods of five years from 1861 to 1890 as adding to the force of his argument. He points out that there are two classes of mankind who become slaves to alcohol or opium: those at the apex and those at the base of the intellectual triangle. The first class have recourse to alcohol—which is a sedative, and not a stimulant—because the cerebral activity of its members is exceptional, and whose thoughts are often poured out with such startling originality and profusion that they endeavor to check them by drinking to excess. They feel impelled to put a brake on the mental wheel. On the other hand, those at the base of the intellectual triangle are "a group of human beings whose lives are spent in environments well-nigh stifling to the development of happiness, with the result that they drift into a state of insensible ill health and inevitable depression, which drives them to seek comparative oblivion in the effect of alcohol or other sedatives."

Thus at the apex of the triangle we find mental and at the base physical misery, and in these facts the remedy for intemperance must be sought. In order to cure disease it is necessary to take away the cause.

The drugs used are many and various, and not difficult to procure. A large number of them are sold over the counter of a druggist's store as ordinary articles of commerce, among which are the bromides and other drugs which have a similar action. Such sedative agents have an insidious effect, for while on the one hand "they diminish pain and decrease irritability, on the other they lessen the vigor of the organism, alter the quality of the blood for the worse, and tend to shorten life."

As in the United States so in Great Britain the more potent drugs or compounds of them can be procured with more or less ease. For although, says the writer, "their sale is restricted to registered chemists, there is frequently very little difficulty in obtaining those which are generally known as patent medicines and sold under the protection of the Government stamp. This is especially the case with preparations of morphia."

Regarding the fashion in drugs, it would seem to be, according to the article in "The Spectator," much the

same in England as here. At one time it is opium, then chloral, chloroform, sulfonal, cocaine, and so forth. This fact however, stands out with sinister prominence, that whatever the drug of the day may be many of its victims are overcome by their craving for it; they sink into the drug habit and either find a premature grave or live on, degraded human wrecks.

The means of obtaining powerful drugs is at the present time too easy. There is no doubt but that the opinion among members of the medical profession throughout the world is identical upon this point. Laws with respect to the sale of such drugs should be made far stricter than they now are, and, further, should be stringently enforced. Drunkenness is probably decreasing, but the drug habit, which is more harmful in every way, is making rapid strides.

One is never so tired as when one has done nothing.

Our Holiday Line

is now complete in every department at our sample rooms, 29-31-33 N. Ionia St., where we will be pleased to show any dealer the most complete line of Merchandise for the Holiday Trade ever shown by any house in the state. We extend a kind invitation to all to inspect this line and make our store your headquarters when here. Thanking our friends for the liberal patronage extended to us in the past, and hoping for a continuance of same.

Respectfully yours,

Grand Rapids Stationery Co.

Grand Rapids, Mich.

HOLIDAY GOODS

The grand display is ready in our sample room and our travelers are out with a large line of samples. Our line includes

Everything Desirable in Holiday Specialties

For the Drug, Stationery, Toy and Bazaar Trades.

Your early visit is desired. Prices right and terms liberal.

FRED BRUNDAGE

Wholesale Drugs and Stationery

Huskegon, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—Quinine, Cascara Sagrada.
Declined—

Acidum		Conium Mac.		Sellae Co.		Selditz Mixture		Linseed, pure raw	
Aceticum	80 3 8	Copaiba	1 150 1 25	Tolutan	2 50	Sinapis	2 18	Linseed, boiled	41 44
Benzoleum, German	700 75	Cubeba	1 150 1 35	Prunus virg.	2 50	Sinapis, opt.	2 30	Neatsfoot, winter str	65 70
Boracic	220 17	Erechtithos	1 150 1 60			Snuff, Maccaboy, De	2 40	Spirits Turpentine	61 68
Carbolicum	220 17	Erigeron	1 150 1 10	Tinctures		Myristica, No. 1	380 40		
Chloric	400 42	Gaultheria	2 300 2 40	Aconitum Napellis R	60	Os Septa	25 2 28		
Hydrochloric	30 5	Geranium, ounce	2 300 2 75	Aconitum Napellis F	50	Pepsin Saac, H. & F.	2 100		
Nitricum	30 5	Gossypii, Sem. gal.	500 60	Aloes	50	Pleis Liq. N.N. 1/4 gal.	2 100		
Oxalicum	120 14	Hedeoma	1 300 1 55	Aloes and Myrrh	50	Pleis Liq., quarts	2 200		
Phosphoricum, dil.	15 15	Juniper	1 300 2 00	Alrope Belladonna	50	Pleis Liq., pints	2 100		
Salicylicum	420 45	Lavendula	900 2 00	Asafetida	50	Pleis Liq., pints	2 100		
Sulphuric	1 150 1 20	Monarda Piper	1 150 1 25	Aurantia Cortex	50	Pleis Liq., pints	2 100		
Tannic	1 100 1 20	Mentha Verid.	3 000 3 10	Benzoil	50	Pleis Liq., pints	2 100		
Tartaric	380 40	Morhuza, gal.	5 000 5 25	Benzoil Co.	50	Pleis Liq., pints	2 100		
Ammonia		Myrica	4 000 4 50	Barosma	50	Pleis Liq., pints	2 100		
Aqua, 16 deg.	40 6	Olive	750 3 00	Cantharides	50	Pleis Liq., pints	2 100		
Aqua, 20 deg.	60 8	Pleis Liquida	100 12	Capsicum	50	Pleis Liq., pints	2 100		
Carbonas	120 15	Pleis Liquida, gal.	100 12	Cardamon	50	Pleis Liq., pints	2 100		
Chloridum	120 14	Ricinus	900 94	Cardamon Co.	50	Pleis Liq., pints	2 100		
Aniline		Rosae, ounce	1 600 1 60	Castor	1 00	Pleis Liq., pints	2 100		
Black	1 000 2 25	Succin	6 500 7 00	Catechu	1 00	Pleis Liq., pints	2 100		
Brown	500 1 00	Sabina	400 45	Cinchona	50	Pleis Liq., pints	2 100		
Red	500 1 00	Santal	2 750 7 00	Cinchona Co.	50	Pleis Liq., pints	2 100		
Yellow	2 500 3 00	Sassafras	600 65	Columba	50	Pleis Liq., pints	2 100		
Baccae		Sinapis, ess., ounce	1 500 1 60	Cubeba	50	Pleis Liq., pints	2 100		
Unbebae, po. 25	220 24	Tigil	1 500 1 60	Assia Acutifol	50	Pleis Liq., pints	2 100		
Juniperus	500 7	Thyme, opt.	400 50	Assia Acutifol Co.	50	Pleis Liq., pints	2 100		
Xanthoxylium	300 35	Theobromas	150 20	Ergot	50	Pleis Liq., pints	2 100		
Balsamum		Potassium		Ferri Chloridum	25	Pleis Liq., pints	2 100		
Copaiba	500 55	Bi-Carb.	150 18	Gentian Co.	50	Pleis Liq., pints	2 100		
Peru	1 150	Bichromate	150 18	Guaiac.	50	Pleis Liq., pints	2 100		
Terabin, Canada	600 65	Bromide	400 45	Guaiac ammon	50	Pleis Liq., pints	2 100		
Tolutan	450 50	Carb.	120 15	Hysocyanus	50	Pleis Liq., pints	2 100		
Cortex		Chlorate, po. 17@19	150 18	Iodine	50	Pleis Liq., pints	2 100		
Abies, Canadian	18	Cyanide	340 38	Iodine, colorless	50	Pleis Liq., pints	2 100		
Cassia	12	Iodide	2 300 2 40	Kino	50	Pleis Liq., pints	2 100		
Cinchona Flava	18	Potassa, Bicar. pure	280 30	Lobelia	50	Pleis Liq., pints	2 100		
Eunonymus atropurp.	30	Potass Nitras, opt.	70 10	Myrrh	50	Pleis Liq., pints	2 100		
Myrica Corifera, po.	20	Potass Nitras	60 8	Nux Vomica	50	Pleis Liq., pints	2 100		
Prunus Virginal	12	Prussiate	230 26	Opil, camphorated	50	Pleis Liq., pints	2 100		
Quillaja, gr'd	12	Sulphate po.	150 18	Opil, deodorized	50	Pleis Liq., pints	2 100		
Sassafras, po. 18	14	Radix		Rhatany	50	Pleis Liq., pints	2 100		
Ulmus, po. 20, gr'd	30	Aconitum	250 25	Rhei	50	Pleis Liq., pints	2 100		
Extractum		Althae	300 35	Sanguinaria	50	Pleis Liq., pints	2 100		
Glycyrrhiza Glabra	240 30	Anchusa	100 12	Serpentaria	50	Pleis Liq., pints	2 100		
Glycyrrhiza, po.	280 30	Arum po.	25 25	Stromontum	50	Pleis Liq., pints	2 100		
Hamatox, 15 lb. box	110 12	Calamus	200 40	Tolutan	50	Pleis Liq., pints	2 100		
Hamatox, 1s.	130 14	Gentiana, po. 15	120 15	Valerian	50	Pleis Liq., pints	2 100		
Hamatox, 1/2s.	140 15	Glycyrrhiza, pv. 15	160 18	Veratrum Veride	50	Pleis Liq., pints	2 100		
Hamatox, 1/4s.	160 17	Hydrastis Canaden.	75 75	Zingiber	50	Pleis Liq., pints	2 100		
Ferra		Hydrastis Canaden.	75 75	Miscellaneous					
Carbonate Precip.	15	Hellebore, Alba, po.	120 15	Aether, Spts. Nit. F	300 35				
Citrate and Quina	2 25	Inula, po.	180 22	Aether, Spts. Nit. 4 F	340 38				
Citrate Soluble	75	Ipecac, po.	2 750 2 80	Alumen	250 4				
Ferrocyanidum Sol.	450 60	Iris plox, po. 35@38	350 40	Alumen, gro'd, po. 7	400 50				
Solut. Chloride	15	Jalapra, pr.	250 30	Annato	400 50				
Sulphate, com'l.	2	Maranta, 1/2s.	250 30	Antimonii, po.	400 50				
Sulphate, com'l, by	80	Podophyllum, po.	220 25	Antimoniet Potass T	400 50				
bbl, per owl	7	Rhei, cut.	750 1 00	Antipyrin	200 25				
Sulphate, pure	7	Rhei, pv.	750 1 25	Antifebrin	200 25				
Flora		Spigella	350 38	Argent Nitras, oz.	40 42				
Arnica	150 18	Sanguinaria, po. 15	180 18	Argentum	100 12				
Anthemis	220 25	Serpentaria	650 70	Balm Gilead Buds.	450 50				
Matricaria	300 35	Senega	750 85	Bismuth S. N.	2 200 2 25				
Folia		Smilax, officinalis H.	100 12	Calcium Chlor.	100 12				
Barosma	300 38	Smilax, M.	100 12	Calcium Chlor., 1/2s.	100 12				
Ossia Acutifol, Tin-	200 25	Symplocarpus, Foetid-	100 12	Calcium Chlor., 1/4s.	100 12				
nevelly	200 25	us, po.	100 12	Cantharides, Rus. po	100 12				
Ossia, Acutifol, Alix.	200 25	Valeriana, Eng. po. 30	150 20	Capsel Fructus, af.	100 12				
Salvia officinalis, 1/2s	120 20	Zingiber a.	140 16	Capsel Fructus, po.	100 12				
and 1/4s	80 10	Zingiber j.	190 20	Capsel Fructus, B. po	100 12				
Uva Ursi	80 10	Semen		Caryophyllus, po. 15	120 14				
Gummi		Anisum, po. 18	120 15	Carmine, No. 40	3 000				
Acacia, 1st picked	40 45	Apium (graveolens)	120 15	Cera Alba	550 60				
Acacia, 2d picked	40 45	Bird, 1s.	100 11	Cera Flava	400 42				
Acacia, 3d picked	40 45	Carul	100 11	Coccus	400 42				
Acacia, sifted sorts	40 45	Cardamon	700 90	Ossia Fructus	40 40				
Acacia, po.	450 65	Coriandrum	80 10	Centraria	100 10				
Aloe, Barb. po. 18@20	120 14	Cannabis Sativa	610 7	Celastrum	100 10				
Aloe, Cape, po. 25	120 14	Cydonium	750 1 00	Chloroform	500 60				
Aloe, Socotri, po. 40	120 14	Chenopodium	250 30	Chloroform, squibbs	500 60				
Ammoniac	550 60	Dipterix Odorata	100 100	Chloral Hyd Crst.	1 350 1 60				
Asafetida	40 40	Fenugreek, po.	70 9	Chondrus	200 25				
Benzoinum	500 55	Lini	4 4	Cinchonidine, P. & W	300 48				
Catechu, 1s.	40 45	Lini, gr'd.	4 4	Cinchonidine, Germ.	300 48				
Catechu, 1/2s.	40 45	Lobelia	1 500 1 55	Cocaine	4 550 4 75				
Catechu, 1/4s.	40 45	Pharlaris Canarian.	5 5	Cork, list, dis. pr. ot.	75 75				
Camphora	640 69	Rapa	5 5	Creta	100 10				
Euphorbium, po. 35	1 100	Sinapis Alba	90 10	Creta, prep.	100 10				
Gamboge	1 250 1 35	Sinapis Nigra	110 12	Creta, Rubra	100 10				
Guaiacum	1 250 1 35	Spiritus		Crocus	300 40				
Kino	1 250 1 35	Frumenti, W. D. Co.	2 000 2 50	Cudbear	240 24				
Mastic	60 60	Frumenti, D. F. R.	2 000 2 50	Cupri Sulph.	640 64				
Myrrh	40 40	Juniperis Co. O. T.	1 250 1 50	Dextrine	700 70				
Opil, po. 4.00@4.80	500 3 40	Juniperis Co.	1 750 3 50	Ether Sulph.	750 82				
Shellac	350 45	Saacharum N. E.	1 900 2 10	Emery, all numbers	750 82				
Shellac, bleached	400 45	Spt. Vini Galli	1 750 6 50	Emery, po.	750 82				
Tragacanth	700 1 00	Vini Oporto	1 250 2 00	Ergota	850 90				
Herba		Vini Alba	1 250 2 00	Flake White	120 15				
Absinthium, oz. pkg	25	Sponges		Galla	20 25				
Eupatorium, oz. pkg	25	Florida sheeps' wool	2 500 2 75	Gambier	80 9				
Lobelia, oz. pkg	25	Nassau sheeps' wool	2 500 2 75	Gelatin, Cooper	80 9				
Majoram, oz. pkg	25	Velvet extra sheeps'	2 500 2 75	Gelatin, French	80 9				
Mentha Pip, oz. pkg	25	wool, carriage	2 500 2 75	Glassware, flint, box	75 75				
Mentha Vir, oz. pkg	25	wool, carriage	2 500 2 75	Less than box	70 70				
Rue, oz. pkg	25	wool, carriage	2 500 2 75	Glue, brown	110 13				
Tanacetum V oz. pkg	22	wool, carriage	2 500 2 75	Glue, white	150 25				
Thymus, V, oz. pkg	25	wool, carriage	2 500 2 75	Glycerina	1740 25				
Magnesia		wool, carriage	2 500 2 75	Grana Paradisi	250 25				
Calcined, Pat.	550 60	wool, carriage	2 500 2 75	Humulus	250 25				
Carbonate, Pat.	180 20	wool, carriage	2 500 2 75	Hydrarg Chlor Cor.	1 100				
Carbonate, K. & M.	180 20	wool, carriage	2 500 2 75	Hydrarg Ox Rub'm	1 100				
Carbonate, Jennings	180 20	wool, carriage	2 500 2 75	Hydrarg Ammoniat	1 100				
Oleum		wool, carriage	2 500 2 75	Hydrarg Unguentum	500 60				
Absinthium	3 750 4 00	wool, carriage	2 500 2 75	Hydrargyrum	500 60				
Amygdale, Dulc.	500 60	wool, carriage	2 500 2 75	Ichthyobolia, Am	650 70				
Amygdale, Amarae	8 000 8 25	wool, carriage	2 500 2 75	Iodine	750 1 00				
Anisi	1 600 1 65	wool, carriage	2 500 2 75	Iodine, Resubi	3 400 3 80				
Aurant Cortex	2 100 2 20	wool, carriage	2 500 2 75	Iodoform	3 000 3 35				
Bergamoli	2 850 3 25	wool, carriage	2 500 2 75	Lupulin	500 50				
Cajuputi	900 1 00	wool, carriage	2 500 2 75	Lycopodium	650 70				
Caryophylli	850 90	wool, carriage	2 500 2 75	Mails	650 70				
Cedar	800 85	wool, carriage	2 500 2 75	Esquor Ares et Hy	650 70				
Chenopadii	2 200 2 40	wool, carriage	2 500 2 75	drarg Iod.	100 12				
Cinnamon	1 000 1 10	wool, carriage	2 500 2 75	Liquor Potass Arsenit	100 12				
Citronella	350 45	wool, carriage	2 500 2 75	Magnesia, Sulph.	20 3				
		wool, carriage	2 500 2 75	Magnesia Sulph, bbl	150 15				
		wool, carriage	2 500 2 75	Wannia, S. F.	750 85				

Our Holiday Line

will be
on
exhibition
in

The Blodgett Block

opposite
our
store

FROM SEPTEMBER 12

We have
the
most complete line
ever shown
in
Michiganand invite your inspection
and ordersHazeltine & Perkins
Drug Co.

Grand Rapids, Michigan

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

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AXLE GREASE

Aurora	doz. gross	55	6 00
Castor Oil	50	7 00	
Diamond	50	4 25	
Frazier's	75	9 00	
IXL Golden, tin boxes	75	9 00	

BATH BRICK

American	75		
English	85		

BROOMS

No. 1 Carpet	2 50		
No. 2 Carpet	2 25		
No. 3 Carpet	2 15		
No. 4 Carpet	1 75		
Parlor Gem	2 40		
Common Whisk	1 20		
Fancy Whisk	1 20		
Warehouse	2 50		

BRUSHES

Scrub	75		
Solid Back, 8 in.	75		
Solid Back, 11 in.	95		
Pointed Ends	85		

STOVE

No. 8	75		
No. 2	1 10		
No. 1	1 75		

SHOE

No. 8	1 00		
No. 7	1 20		
No. 6	1 70		
No. 5	1 90		

BUTTER COLOR

W. R. & Co.'s, 150 size	1 25		
W. R. & Co.'s, 250 size	2 00		

CANDLES

Electric Light, 8 1/2	12		
Electric Light, 1 1/8	12 1/2		
Paraffine, 8 1/2	9 1/2		
Paraffine, 1 1/8	10		
Wickless	17		

CANNED GOODS

3 lb. Standards	80		
Gallons, standards	2 00		

Blackberries

Standards	85		
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Beans

Baked	80		
Red Kidney	80		
String	70		
Wax	75		

Blueberries

Standard	1 35		
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Brook Trout

2 lb. cans, Spiced	1 90		
--------------------	------	--	--

Clams

Little Neck, 1 lb.	1 00		
Little Neck, 2 lb.	1 50		

Clam Bouillon

Burnham's, 1/4 pint	1 92		
Burnham's, pints	3 80		
Burnham's, quarts	7 20		

Cherries

Red Standards	1 30		
White	1 50		

Corn

Fair	1 20		
Good	1 25		
Fancy	1 50		

French Peas

Sur Extra Fine	22		
Extra Fine	19		
Fine	15		
Moyen	11		

Gooseberries

Standard	85		
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Lobster

Star, 1/4 lb.	2 00		
Star, 1 lb.	3 75		
Picnic Tails	2 40		

Mackerel

Mustard, 1 lb.	1 80		
Mustard, 2 lb.	2 80		
Soured, 1 lb.	1 80		
Soured, 2 lb.	2 80		
Tomato, 1 lb.	1 80		
Tomato, 2 lb.	2 80		

Mushrooms

Hotels	15		
Buttons	25		

Oysters

Cove, 1 lb.	80		
Cove, 2 lb.	1 50		
Cove, 1 lb. Oval	1 00		

Peaches

Pie	1 00		
Yellow	1 35		

Pears

Standard	1 80		
Fancy	1 25		

Peas

Marrowfat	90		
Early June	90		
Early June Sifted	1 05		
Plums	85		

Pineapple

Grated	1 25		
Sliced	1 35		

Pumpkin

Fair	75		
Good	90		
Fancy	1 10		
Gallon	2 50		

Raspberries

Standard	1 15		
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Russian Caviar

1/4 lb. cans	3 75		
1/2 lb. cans	7 00		
1 lb. can	12 00		

Salmon

Columbia River, talls	1 85		
Columbia River, flats	1 80		
Red Alaska	1 40		
Pink Alaska	1 00		

Sardines

Domestic, 1/4	3 1/2		
Domestic, 1/2	5 1/2		
Domestic, Mustard	11 1/4		
California, 1/4	17 1/4		
California, 1/2	7 1/4		
French, 1/4	18 1/2		
French, 1/2	18 1/2		

Shrimps

Standard	1 20		
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Sucootash

Fair	1 40		
Good	1 50		
Fancy	1 80		

Strawberries

Standard	1 10		
Fancy	1 40		

Tomatoes

Fair	90		
Good	1 15		
Fancy	1 25		
Gallons	8 25		

CARBON OILS

Perfection	11 1/4		
Water White	11		
D. S. Gasoline	10 1/2		
Deodorized Naphtha	10 1/4		
Cylinder	29		
Engine	16		
Black, winter	9		

CATSUP

Columbia, 25 pints	4 50		
Columbia, 25 1/4 pints	2 00		
Snider's quarts	3 25		
Snider's pints	2 25		
Snider's 1/4 pints	1 30		

CHEESE

Acme	11		
Amboy	12		
Carson City	11 1/4		
Emblem	11 1/4		
Gen	12 1/2		
Gold Medal	11		
Ideal	11		
Jersey	11 1/2		
Riverside	12		
Brick	11 1/4		
Edam	11 1/4		
Lieden	11 1/4		
Limbarger	11 1/4		
Pineapple	11 1/4		
Sap Sago	11 1/4		

CHEWING GUM

American Flag Spruce	55		
Beeman's Peppin	80		
Black Jack	55		
Black Gum Made	80		
Sen Sen	55		
Sen Sen Breath Perfume	1 00		
Sugar Leaf	55		
Yucatan	55		

CHICORY

Bulk	5		
Red	7		
Eagle	4		
Frank's	6		
Schener's	6		

CHOCOLATE

Walton Baker & Co.'s	28		
Premium	31		
Vanilla	41		
Caracas	35		
Eagle	28		

CLOTHES LINES

Seal	1 00		
80 ft. 3 thread, extra	1 40		
72 ft. 3 thread, extra	1 70		
60 ft. 3 thread, extra	1 20		
72 ft. 6 thread, extra	1 20		
72 ft. 6 thread, extra	1 20		

Jute

80 ft.	75		
72 ft.	90		
60 ft.	1 05		
120 ft.	1 50		

Cotton Victor

50 ft.	1 00		
60 ft.	1 15		
70 ft.	1 30		

3

Cotton Windsor	50 ft.	1 20
60 ft.	1 40	
70 ft.	1 65	
80 ft.	1 85	
Cotton Braided	40 ft.	85
50 ft.	95	
60 ft.	1 10	
Galvanized Wire	No. 20, each 100 ft long	1 90
No. 19, each 100 ft long	2 10	
COCOA	Baker's	38
Cleveland	41	
Colonial, 1/4	35	
Colonial, 1/2	35	
Vienna Crimp	8	
Epps	42	
Huyler	45	
Van Houten, 1/4	12	
Van Houten, 1/2	20	
Van Houten, 1 1/2	40	
Webb	72	
Wilbur, 1/4	31	
Wilbur, 1/2	42	
COCOANUT	Dunham's, 1/4	25
Dunham's, 1/2 and 1 1/2	25 1/2	
Dunham's, 1 1/2	27	
Dunham's, 1 1/2	28	
Bulk	13	
COCOA SHEETS	20 lb. bags	2 1/2
Less quantity	3	
Pound packages	4	
COFFEE	Common	8
Choie	9	
Choie	10	
Fancy	15	
Santos	Common	8
Fair	9	
Choie	9	
Fancy	13	
Feaberry	11	
Fair	13	
Choie	13	
Choie	13	
Choie	13	
Fancy	17	
Choie	17	
African	12	
Fancy African	17	
O. G.	25	
P. G.	31	
Arabian	21	
Package	New York Basis	10
Arbuckle	10	
Dillworth	10	
Jersey	10	
Lion	10	
McLaughlin's XXXX	10	
McLaughlin's XXXX sold to	retailers only. Mail all orders	
direct to W. F. McLaughlin &	Co., Chicago	
Extract	Holland, 1/4 gross boxes	35
Felix, 1/4 gross	1 15	
Hummel's, 1/4 gross	1 85	
Hummel's, 1/4 gross	1 45	
Hummel's, 1/4 gross	1 45	
CRACKERS	National Biscuit Co.'s brands	
Butter	Seymour	6 1/2
New York	6 1/2	
Family	6 1/2	
Salted	6 1/2	
Wolverine	7	
Soda	N. B. C.	6 1/2
Reception Flakes	13	
Duchess	13	
Zephyrette	13	
Oyster	Round	6 1/2
Square	6 1/2	
Fruit	7 1/2	
Extra Farina	7 1/2	
Argo	7 1/2	
Sweet Goods-Boxes	Animals	10
Assorted Cake	10	
Belle Rose	8	
Bent's Water	8	
Chinamen Bar	9	
Orange Cake, Java	18	
Coffee Cake, Java	18	
Cocoa Nut Macarons	18	
Cocoa Bar	18	
Cocoa Nut Taffy	12	
Cracknell's	18	
Creams, Iced	18	
Cream Crisp	10 1/2	
Cubans	11 1/2	
Curant Fruit	10	
Frosted Honey	8	
Frosted Cream	8	
Gingers	8	
Ginger Gems, 1/2 gross	8	
Ginger Snaps, N. B. C.	6 1/2	
Gladior	10 1/2	
Graham Crackers	8	
Grand Rapids Tea	12	
Honey Flingers	12	
Iced Honey Crumpets	12	
Imperial	8	
Jumbles, Honey	12	
Lady Fingers	12	
Lemon Snaps	12	

6

METAL POLISH

Paste, 3 oz. box, per doz.	75
Paste, 6 oz. box, per doz.	1 25
Liquid, 4 oz. bottle, per doz.	1 00
Liquid, 1 pt. can, per doz.	1 60
Liquid, 1 gal. can, per doz.	2 50
Liquid, 1 gal. can, per doz.	8 50
Liquid, 1 gal. can, per doz.	14 00
OLIVES	
Bulk, 1 gal. kegs.	1 00
Bulk, 3 gal. kegs.	3 00
Bulk, 5 gal. kegs.	5 00
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 45

PIPES

Clay, No. 216.	1 70
Clay, T. D. full count.	85
Cob, No. 2.	85

PICKLES

Barrels, 1,200 count.	8 00
Half bbls, 600 count.	4 50
Barrels, 2,400 count.	9 50
Half bbls, 1,200 count.	5 50

PLAYING CARDS

No. 90, Steamboat.	90
No. 15, Rival, assorted.	1 20
No. 20, Rover, enameled.	1 60
No. 572, Special.	1 75
No. 88, Golf, satin finish.	2 00
No. 888, Bicycle.	2 00
No. 632, Tournant Whist.	2 25

POTASH

Babbitt's, 40 cans in case.	4 00
Penna Salt Co.'s.	3 00

PROVISIONS

Barreled Pork	
Mess.	2 14 00
Beef, fat.	2 16 75
Clear back.	2 17 00
Short cut.	2 18 00
Pig.	2 20 00
Bean.	2 12 25
Family Mess Loin.	17 50
Clear.	2 15 50

Dry Salt Meats

Bellies.	11
S P Bellies.	11 1/2
Extra shorts.	9

Smoked Meats

Hams, 12 lb. average.	2 13 1/4
Hams, 14 lb. average.	2 13 1/2
Hams, 16 lb. average.	2 13 3/4
Hams, 20 lb. average.	2 13 1/2
Ham dried beef.	1 19 1/4
Shoulders (N. Y. cut).	1 19 1/4
Bacon, 5 lb. c.	12 1/2 14
California hams.	2 7 1/2
Bolled Hams.	2 19
Picnic Bolled Hams.	2 18 1/2
Berlin Ham pr's'd.	9 9
Mince Hams.	2 9

Lard

Compound.	2 7 1/2
Pure.	2 9 1/2
50 lb. Tubs, advance.	7 1/2
50 lb. Tubs, advance.	7 1/2
50 lb. Tubs, advance.	7 1/2
50 lb. Tubs, advance.	7 1/2
50 lb. Tubs, advance.	7 1/2
50 lb. Tubs, advance.	7 1/2
50 lb. Tubs, advance.	7 1/2

Sausages

Bologna.	2 5 1/2
Liver.	2 6 1/2
Frankfort.	2 7 1/2
Pork.	2 8 1/2
Veal.	2 7 1/2
Tongue.	2 9
Headcheese.	2 8 1/2

Beef

Extra Mess.	10 60
Boneless.	10 50
Bump, New.	10 50

Pigs Feet

1/4 bbls, 40 lbs.	1 90
1/4 bbls, 40 lbs.	1 80
1 bbls, 1 lb.	7 75

Tripe

Kits, 15 lbs.	70
1/4 bbls, 40 lbs.	1 25
1/4 bbls, 80 lbs.	2 00

Cassings

Pork.	26
Beef rounds.	5
Beef middles.	12
Sheep.	85

Uncolored Butterine

Solid, dairy.	10 12 1/4
Balls, dairy.	11 1/2 12 1/4
Balls, purity.	14 1/4
Solid, purity.	14

Canned Meats

Corned beef, 2 lb.	2 40
Corned beef, 14 lb.	17 50
Roast beef, 2 lb.	2 40
Potted ham, 1/2.	45
Potted ham, 1/2.	45
Deviled ham, 1/2.	45
Deviled ham, 1/2.	45
Potted tongue, 1/2.	45
Potted tongue, 1/2.	45

RICE

Domestic	
Carolina head.	7
Carolina No. 1.	8 1/2
Carolina No. 2.	8
Broken	
Imported.	
Japan, No. 1.	5 1/2 6 1/2
Japan, No. 2.	5 1/2
Java, fancy head.	2 5 1/2
Java, No. 1.	2 5 1/2
Table.	0

7

SALAD DRESSING

Durkee's, large, 1 doz.	4 50
Durkee's, small, 2 doz.	5 25
Snider's, large, 1 doz.	4 50
Snider's, small, 2 doz.	5 25

SALEKATUS

Church's Arm and Hammer.	3 15
Deland's.	3 00
Dwight's Cow.	3 15
Emblem.	2 10
L. F.	3 00
Wyandotte, 100 ke.	3 00

SAL SODA

Granulated, bbls.	95
Granulated, 100 lb. cases.	105
Lump, bbls.	95
Lump, 145 lb. kegs.	95

SALT

Diamond Crystal	
Table, cases, 24 3 lb. boxes.	1 40
Table, barrels, 100 3 lb. bags.	3 00
Table, barrels, 50 6 lb. bags.	3 00
Butter, barrels, 320 lb. bulk.	2 50
Butter, barrels, 20 14 lb. bags.	2 50
Butter, sacks, 50 lbs.	27
Shaker, 24 2 lb. boxes.	1 50

Jar-Salt

One doz. Ball's Quart Mason	
Jars, (3 lb. each).	85

Common Grades

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

Warsaw

56 lb. dairy in drill bags.	40
28 lb. dairy in drill bags.	20

Solar Rock

56 lb. sacks.	22
---------------	----

Common

Granulated Fine.	75
Medium Fine.	80

SALT FISH

Large whole.	3 6
Small whole.	3 6
Strips or bricks.	7 2 1/2
Pollock.	2 8 1/2

Halibut.

Strips.	13
Cutlets.	14

Herring

Holland white hoops, bbl.	10 05
Holland white hoops, bbl.	5 50
Holland white hoop, keg.	270
Norwegian.	85
Round 50 lbs.	3 80
Round 50 lbs.	2 10
Round 50 lbs.	13 1/4
Round 50 lbs.	1 45

Trout

No. 1 100 lbs.	5 50
No. 1 40 lbs.	2 50
No. 1 10 lbs.	70
No. 1 8 lbs.	50

Mackerel

Mess 100 lbs.	13 50
Mess 50 lbs.	7 25
Mess 10 lbs.	1 15
Mess 8 lbs.	1 15
No. 1 100 lbs.	12 00
No. 1 50 lbs.	6 50
No. 1 10 lbs.	1 50
No. 1 8 lbs.	1 25

Whitefish

No. 1 No. 2 Fam	
100 lbs.	7 75
50 lbs.	3 75
10 lbs.	92
8 lbs.	77

SEEDS

Anise.	15
Canary, Smyrna.	4 1/4
Caraway.	8
Cardamom, Malabar.	1 00
Celery.	10
Hemp, Russian.	4
Mixed Bird.	3 10
Mustard, white.	8
Poppo.	8
Rape.	8
Cuttle Bone.	4 1/2

SHOE BLACKING

Handy Box, large, 3 doz.	2 50
Handy Box, small.	1 25
Bixby's Royal Polish.	85
Miller's Crown Polish.	85

SOAP

Johnson Soap Co. brands—	
Silver King.	3 85
Calumet Family.	2 75
Scotch Family.	2 85
Cuba.	2 85

Jas. S. Kirk & Co. brands—

American Family.	4 05
Dusky Diamond 50-8 oz.	2 90
Dusky Diamond 100-8 oz.	3 80
Jap Rose.	3 75
Savon Imperial.	3 10
White Russian.	3 10
Satinet, oval.	2 15
White Cloud.	4 00

Lautz Bros. & Co.'s brands—

Big Acme.	4 00
Big Master.	4 00
Snow Boy Pwdr, 100-pks.	4 00
Marcelline.	4 00
Acme, 100-lb bars.	3 70
Acme, 100-lb bars single	
box lots.	3 20

Proctor & Gamble brands—

Lenox.	3 10
Ivory, 6 oz.	3 10
Ivory, 10 oz.	6 75
Schultz & Co. brand—	
Star.	3 25
A. B. Whisley brands—	
Good Cheer.	4 00
OM Country.	4 40

8

Scouring

Enoch Morgan's Sons.	
Sapallo, gross lots.	9 00
Sapallo, half gross lots.	4 50
Sapallo, single boxes.	2 25
Sapallo, hand.	2 25

SODA

Boxes.	5 1/4
Kegs, English.	4 1/2

SNUFF

Scotch, in bladders.	37
Maccaboy, in jars.	35
French Kappes, in jars.	48

SPICES

Whole Spices	
Allspice.	12
Cassia, China in mats.	12
Cassia, Batavia, in bund.	28
Cassia, Saigon, in rolls.	40
Cloves, Amboy.	55
Cloves, Zanzibar.	17
Nutmegs, 75-80.	50
Nutmegs, 105-10.	40
Nutmegs, 115-20.	35

Pepper, Singapore, black.

Pepper, Singapore, white.	15
Pepper, Cayenne, white.	18
Pepper, Cayenne, black.	25
Pepper, Cayenne, white.	25

Pure Ground in Bulk

Allspice.	18
Cassia, Batavia.	28
Cassia, Saigon.	48
Cloves, Zanzibar.	17
Cloves, African.	15
Ginger, Ceylon.	25
Ginger, Jamaica.	25
Mace.	60
Mustard.	18
Pepper, Singapore, black.	17
Pepper, Singapore, white.	25
Pepper, Cayenne, white.	25
Pepper, Cayenne, black.	25

STARCH

Common Gloss	
1-lb. packages.	5
8-lb. packages.	4 1/4
40-lb. packages.	5 1/4
40-lb. boxes.	3 1/4 2 1/4

Common Corn

20-lb. packages.	5
40-lb. packages.	4 1/4 7

SYRUPS

Barrels.	
Half bbls.	23
10 lb. cans, 1/2 doz. in case.	1 70
5 lb. cans, 1 doz. in case.	1 95
2 1/2 lb. cans, 2 doz. in case.	1 95

Pure Cane

Fair.	16
Good.	20
Choice.	25

SUGAR

Domino.	7 40
Cut Leaf.	5 80
Crushed.	5 80
Powdered.	5 80
Coarse Powdered.	5 80
XXXX Powdered.	5 80
2 lb. bags Fine Gran.	5 80
5 lb. bags Fine Gran.	5 80
Mould A.	5 45
Diamond A.	5 20
No. 1, Columbia A.	5 65
No. 2, Windsor A.	5 00
No. 3, Ridgewood A.	5 00
No. 4, Phoenix A.	4 95
No. 5, Empire A.	4 90
No. 6, Empire A.	4 85
No. 7.	4 80
No. 8.	4 75
No. 9.	4 70
No. 10.	4 65
No. 11.	4 60
No. 12.	4 55
No. 13.	4 50
No. 14.	4 45
No. 15.	4 45
No. 16.	4 40

TEA

Sundried, medium.	34
Sundried, choice.	32
Sundried, fancy.	36
Regular, medium.	24
Regular, choice.	32
Regular, fancy.	32
Basket-fired, medium.	31
Basket-fired, choice.	38
Basket-fired, fancy.	45
Nibs.	22 2/4
Sittings.	20 1/4
Fannings.	12 1/4

Gunpowder

Moyune, choice.	30
Moyune, fancy.	32
Pingsuey, medium.	30
Pingsuey, choice.	30
Pingsuey, fancy.	40

Young Hyson

Choice.	30
Fancy.	30

Oolong

Formosa, fancy.	42
Amoy, medium.	25
Amoy, choice.	32
English Breakfast.	30
Choice.	30
Fancy.	40

India

Ceylon, choice.	82
Fancy.	42

TOBACCO

H. & P. Drug Co.'s brands.	
Fortune Teller.	25 00
Our Manager.	25 00
Quintette.	25 00

9

Fine Cut

adillac.	54
weet Loma.	33
Hiawatha, 5 lb. palls.	55
Hiawatha, 10 lb. palls.	53
Pay Car.	22
Prize Rose.	49
Protection.	37
Sweet Burley.	42
Tiger.	38

Plug

3%	Prairie Rose.....	4
3%	Protection	3
	Sweet Burley.....	4
37	Tiger	3
ok	Plus	

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes.....75 9 52
Paragon.....65 6 00

BAKING POWDER

JAXON
1 lb. cans, 4 doz. case.....45
1 lb. cans, 4 doz. case.....85
1 lb. cans, 2 doz. case.....1 60

Royal



10c size.....90
1/4 lb. cans 1 35
6 oz. cans. 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans. 4 80
3 lb. cans 13 00
5 lb. cans. 21 50

BLUING

Arctic, 4 oz. ovals, per gross 4 00
Arctic, 8 oz. ovals, per gross 6 00
Arctic 16 oz. round per gross 9 00

BREAKFAST FOOD

Mutro-Crisp
The Ready Cooked
Granular Wheat Food
A Delightful Cereal Surprise
Cases, 24 1 lb. packages.....2 70

Oxford Flakes.

No. 1 A, per case.....3 70
No. 2 B, per case.....3 60
No. 3 C, per case.....3 60
No. 1 D, per case.....3 60
No. 2 D, per case.....3 60
No. 3 D, per case.....3 60
No. 1 E, per case.....3 60
No. 2 E, per case.....3 60
No. 1 F, per case.....3 60
No. 3 F, per case.....3 60

Plymouth
Wheat Flakes

Case of 36 cartons.....4 00
each carton contains 1 1/4 lb

DR. PRICE'S
FOOD

Peptonized Celery Food, 3
doz. in case.....4 05
Hulled Corn, per doz.....95

Grits

Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages.....2 00

CHEWING GUM

Celery Nerve

1 box, 20 packages.....50
5 boxes to carton.....2 50

CIGARS

G. J. Johnson Cigar Co.'s brand.



Less than 500.....33 00
500 or more.....32 00
1000 or more.....31 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb packages, per case \$2 60
35 1/2 lb packages, per case 2 60
38 1/4 lb packages, per case 2 60
16 1/2 lb packages, per case 2 60

COFFEE

Roasted

Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans.....
White House, 2 lb. cans.....
Excelsior, M. & J. 1 lb. cans
Excelsior, M. & J. 2 lb. cans
Tip Top, M. & J., 1 lb. cans.
Royal Java.....
Royal Java and Mocha.....
Java and Mocha Blend.....
Boston Combination.....
Distributed by Judson Grocer
Co., Grand Rapids; National
Grocer Co., Detroit and Jack-
son; B. Desenberg & Co., Kal-
amazoo, Symons Bros. & Co.,
Saginaw; Melsel & Goeschel,
Bay City; Fielbach Co., Toledo.

CONDENSED MILK

4 doz in case.



Eagle Brand Eagle.....6 40
Crown.....5 90
Daisy.....4 70
Champion.....4 25
Magnolia.....4 00
Challenge.....4 40
Dime.....3 85
Peerless Evaporated Cream.....4 00

FLAVORING EXTRACTS

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Vanilla.....Lemon.....
1 oz full m 1 20 1 oz full m. 80
1/2 oz full m 2 10 2 oz full m. 1 25
No. 3 fan'y. 3 15 No. 3 fan'y 1 75



Vanilla.....Lemon.....
2 oz panel. 1 20 2 oz panel. 75
1/2 oz taper. 2 00 4 oz taper. 1 50

TABLE SAUCES



LEA & PERRINS'
SAUCE

The Original and
Genuine
Worcestershire.

Lea & Perrins', pints.....5 00
Lea & Perrins', 1/2 pints.....2 75
Halford, large.....8 75
Halford, small.....2 25

SOAP

Beaver Soap Co. brands



100 cakes, large size.....6 50
50 cakes, large size.....3 25
100 cakes, small size.....3 85
50 cakes, small size.....1 85

JAXON
Single box.....3 10
5 box lots, delivered.....3 05
10 box lots, delivered.....3 00

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and at all times be-
cause we never put any
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own the goods to back
it up.

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in our catalogue you
may know it stands for
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of unusual interest in
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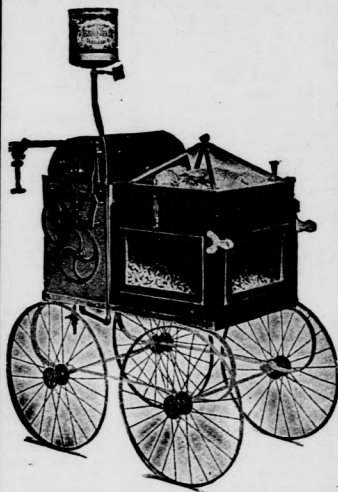
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pers, Roasters and Poppers Combined from
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Breakers, Porcelain, Iron and Steel Cans,
Tubs, Ice Cream Dishers, Ice Shavers, Milk
Shakers, etc., etc.

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have the best machine adapted to
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Discount to the trade.

Sherwood Hall Co.,

(Limited)

Grand Rapids, Mich.

New York Market

Special Features of the Grocery and Produce Trade.

New York, Sept. 19—There is certainly more strength in the coffee market. There has been a pretty fair call and the undertone generally is stronger than for some little time. Receipts of coffee at Rio and Santos show some falling off and there are those who begin to think the estimate of the coming crop has been much too large. At the close Rio No. 7 is worth $5\frac{1}{4}$ @ $5\frac{1}{2}$ c and is well held at that. In store and afloat there are 2,436,456 bags, against 2,885,911 bags at the same time last year. In the market for mild sorts there is a firm feeling and considerably more sales have been made, although in no one case has the quantity been large. Good Cucuta, $7\frac{1}{4}$ @ $7\frac{1}{2}$ c. East Indias have moved with about the usual freedom and quotations are unchanged.

There has been a good call all the week for teas of the country green and Pingsuey sorts of the better grades. Quotations are very firmly maintained and, with stocks not excessive, holders profess a good degree of confidence in the future of the tea market. Incidentally, the extensive advertising of proprietary brands helps the sale of bulk teas, for if the first is called for at the grocer's and he has it not, he will usually make a sale of the other kind.

There has been a fair amount of business done in the sugar market in the way of withdrawals under old contracts. Stocks with many jobbers are thought to be low and a little better run of trade is looked for next week. Still, it is at a time of waning work in canneries and there is not likely to be much call for sugar beyond current requirements.

Rice remains firm. The amount of business has been light this week, as dealers are waiting for new crop and supplies of old are running very short. Quotations are practically without change in any respect.

The market for spices is gaining strength every day. Cloves and pimento and pepper are all showing advance and the chances are that this will continue for some time. There has been a pretty good call all the week and, with moderate stocks, the situation is decidedly in favor of the holders. Singapore pepper, $12\frac{3}{4}$ @ $13\frac{1}{4}$ c; West Coast, $12\frac{1}{2}$ @ $12\frac{3}{4}$ c; Zanzibar cloves, $9\frac{3}{4}$ @ 10 c.

There has been a little improvement in the molasses market and there is room for more. Most of the orders consist of withdrawals under contract and the new business is limited in volume. Stocks are light and holders are disposed to make any concession. Syrups are in limited supply and firm.

Dried fruits are doing fairly well, especially the better sorts of prunes and raisins. Currants are stronger and the dried fruit market, as a whole, is in satisfactory condition.

Lemons are doing better business and range now from \$2.25@3.75 per box. Oranges are steady and show

increasing strength. Quotations run from \$2.75 through every fraction to as high as \$6 for fancy Valencias, and the same for fancy Jamaicas in barrels. Bananas are without change, and rather easier in tone.

The canned goods people have read of the great destruction of crops by the terrific storm of Wednesday and Thursday and are about resigned to packing. Unquestionably the damage has been so great as to destroy almost totally the remaining tomatoes and corn, and peaches and apples have also been very greatly injured. The peach pack will be almost nothing. It has been a great year for bad weather and will go into history as about the worst on record. There has been little doing on the market and, while prices seem well sustained, no especial advance is to be noted.

The butter market is firm and, with rather lighter receipts, the situation is in favor of the seller. Fancy Western creamery, 21 @ $21\frac{1}{2}$ c; seconds to firsts, 17 @ $20\frac{1}{2}$ c; Western imitation creamery, 15 @ 18 c, the latter mark being for extra stock; Western factory, $14\frac{1}{2}$ @ 16 c, the top rate being for held stock that will stand the test; renovated, 13 @ 17 c.

Cheese remains firm. There has been a good demand from both local and out-of-town buyers and under grades have been sought for to some extent by exporters. Full cream New York State is quotable at $11\frac{1}{4}$ c for small size and 11 c for large.

Eggs are firm. Really fancy stock is very hard to find and nearby grades range up to 27 c or more. Best Western, 23 c; seconds to firsts, 19 @ 22 c; candled, $17\frac{1}{2}$ c; refrigerator goods, 17 @ 20 c.

Ship Only Merchantable Goods.

Country shippers should make it their aim to send none but merchantable articles to market if they wish to obtain quick sales for their shipments at the best prices ruling. Poor lots, not fit for use, and such which country shippers would not use themselves—they being good judges—should not be sent to market. It frequently occurs that freight charges are hardly obtainable for some consignments, and such cases always create dissatisfaction among shippers. Freight charges are no more for good articles than poor ones, and there is always better sale for merchantable goods than poor, unsightly appearing lots; therefore, we advise shippers to be careful in shipping, and also in making their purchases in the country.

Texas Proud of Its Corn Crop.

Texas ranks seventh among the corn producing states, coming next after Indiana. Of the total estimated yield for this year of 2,106,000,000 bushels of corn, Texas is credited with the production of more than one-twentieth, while the three States of Illinois, Iowa and Nebraska combined produce about one-third of the total crop. At one time in her history Texas depended on outside states for a large part of her corn supply, but this year she will have corn to sell.

Tortoise Shell Will Never Be Cheap.

Tortoise shell is one of those commodities whose intrinsic value is such that the real article will never be cheap. Beautiful in itself, rare and difficult to obtain, it will never be so common or of so little value as are silver ornaments now being worn. The tortoise shell of commerce is the shell or epidermis plates of the hawkbill turtle—*eretmochelys imbricate*—a species of turtle which inhabits only tropical seas. This outer shell is in thin plates, beautifully mottled and shaded. These are removed from the living animal with a very thin knife slipped beneath them. When removed they are very irregular in form, but are easily flattened by heat and pressure. They become very plastic when heated and as the heat also softens and liquifies a sort of film or gum on their surface they can be readily welded and pressed together while warm and so made of an increased thickness.

The quality of the tortoise shell depends on the thickness and size of the scales and on the clearness and brilliancy of the colors. This tortoise inhabits the Indian ocean and the waters of Central America. They are very prolific, laying from 125 to 175 eggs. Each tortoise produces annually from five to six pounds, valued at \$3.50 per pound. Tortoise shell has been highly prized for ornamental purposes from early times. It was one of the most esteemed of the treasures of the Far East brought to ancient Rome by way of Egypt and was eagerly sought by wealthy Romans as a veneer for their fine furniture. At present it is much used in the inlaying of cabinet work known as buhl furniture and for combs, hairpins, knife handles, eyeglass frames and for ornamenting many other small articles it is highly valued.

There are several deft imitations of tortoise shell now on the market—compositions of celluloid and other ordinary substances overlaid and intermingled with a small amount of the genuine shell, which are well calculated to deceive the unexperienced buyer. Amber tortoise shell is much more sought after to-day than the darker shades. It is newer in fashion and more difficult to procure, as there is but little of it. It is taken from the under side of the animal

and comes off in thin, scaly pieces and is harder to work than the shell which is taken from the back. The amber shell is of almost uniform color, varying only with the age of the tortoise. It has none of the beautiful mottling and veining that form the chief beauty of the darker shell. Its scarcity is the sole reason for its being so sought after. This species of tortoise is very docile and can be as easily raised as chickens.

Most Foreign Foods Prove Pure.

The Agricultural Department is making strong efforts to keep out of the country all imported goods the entry of which is inhibited under the pure food act. Since August 1st, when the act went into effect, approximately 600 shipments of meats, wine, olive oil, etc., have been held up pending an examination as to their purity or the determination of the question whether their use is prohibited in the country whence they are imported into the United States. Up to this time only one shipment, consisting of several cases of white wine, has been refused entry. The collectors at the ports where they arrive send samples of the suspected shipment to Washington for analysis or other examination. This causes a delay in releasing the goods of from two to twelve days, and the consignees must pay the storage fees, whether the goods are finally barred or admitted.

The Veteran of Bull Run.

One day not long ago I met a soldier who had been wounded in the face. He was a Union man, and I asked him in which battle he had been injured.

"In the last battle of Bull Run, sir," he replied.

"But how could you get hit in the face at Bull Run?" I asked.

"Well, sir," said the man, half apologetically, "after I had run a mile or two I got careless and looked back."

If money be your only God, there will be the devil to pay.

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Trading Stamps



If you feel the necessity of adopting trading stamps to meet the competition of the trading stamp companies which may be operating in your town, we can fit you out with a complete outfit of your own for about \$20. You will then be making the 60% profit which goes to the trading stamp companies through the non-appearance of stamps which are never presented for redemption. Samples on application.

Tradesman Company, Grand Rapids, Mich.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES

ADMINISTRATOR'S SALE—SAW MILL. complete, consisting of two boilers, 24x36 feet, 36 inch shell, engine 12x20, cable gear saw rig, patent edger, lath machine, cutoff saw and Perkins gummer, and small tools which go with plant. Address Hiram Barker, Administrator, Plerson, Mich. 755

THE HOOSIER HUSTLER, NOTED merchandise auctioneer, carries the largest book of reference of any living man in the business. Now closing stock Chelsea, Indian Territory. For reference and terms address Box 273, Chelsea, I. T. 754

F. LOTZ, MANUFACTURER OF THE German hand cheese and favorite Saratoga potato chips. 927 N. 9th st., Reading, Pa. 753

FOR SALE—OLD ESTABLISHED CON-fectionery and ice cream business in heart of city. Property included. Town growing. H. Nichols, Grand Haven, Mich. 759

FOR SALE—SAW AND SHINGLE MILL, consisting of circular, Chaffner double block and Perkins hand machine, all new, now running. Timber enough for a two years' run goes with the mill. Timber is largely cedar and tamarack, some oak, ash, birch and spruce. Splendid chance to make money. Owner too old to operate. For particulars address 1124 East First St., Duluth, Minn. 751

FOR SALE—\$5,000 STOCK OF GENERAL merchandise and \$2,500 store building in best county seat in Northern Michigan. Annual sales \$50,000. New fall and winter goods all in. This is the chance of a life time. Satisfactory reasons for selling. Address No. 750, care Michigan Tradesman. 750

FOR SALE—FLORIDA HOME AND orange grove; 40 acres of land, ten acres grove; good house, barn, etc., and land all fenced. Will sell or trade for stock of general merchandise worth \$3,000. Crop now on trees goes if sold soon. Address No. 749, care Michigan Tradesman. 749

FOR SALE—SECOND-HAND BOWLING alley in good condition. Address either A. D. Rathbone or Majestic Theatre Co., Grand Rapids, Mich. 758

TAILOR SHOP FOR SALE. TOWN OF 3,000, only shop in town; doing good business all the year around. Address No. 759, care Michigan Tradesman. 759

FOR SALE—AT A BARGAIN IF TAKEN quick, a well equipped flour and oat meal mill, well located in city. For particulars address Box 536, Windsor, Ont. 759

DRUG STOCK FOR SALE IN CITY OF five thousand population. Excellent farming country surrounds. Center of fruit belt. No cutting. Invoices about four thousand dollars. Selling on account of health. Address No. 762, care Michigan Tradesman. 762

STOCK CLOTHING AND SHOES INVOIC-ing \$7,000. Finest location Battle Creek. Favorable lease. Good cash trade. Owner non-resident otherwise engaged. E. C. Greene, Jackson, Mich. 760

SPECIAL AGENTS WANTED. THE MICH-igan Mutual Life Insurance Company wants several experienced men for special work in establishing agencies and assisting local agents in the field. Liberal terms to first-class men will be offered. Apply at company's office, 150 Jefferson ave., Detroit, Mich., or write to T. F. Giddings, General Supt. of Agencies. 763

SHOE STOCK FOR SALE—FINE TOWN, fine stock, fine business, good reason. A. S. Lake, Shenandoah, Iowa. 764

WILL PAY CASH FOR A \$1,500 SHOE stock in good condition in village of about 1,500 near Grand Rapids. Address 758, care Michigan Tradesman. 756

FOR SALE—60 SHARES OF STOCK ONE of the best and leading food companies Battle Creek, Mich. No stock on the market. Need the money. Address A. Snap, care Michigan Tradesman. 757

FOR SALE—ONE IS HORSE POWER double cylinder Sintz gasoline engine, in good condition, ready for use. May be seen any day at our plant. A low cash offer will be considered favorably. James Bayne Company, Grand Rapids, Mich. 758

FOR SALE—JEWELRY STORE IN MICH-igan town of 4,000. Stock and fixtures \$4,000. Yearly sales, \$4,500. Bench work, \$1,050. Big discount if sold at once, or will reduce stock to suit purchaser after Jan. 1. Address No. 737, care Michigan Tradesman. 737

FOR RENT—GROCERY ROOM 20x120 FEET, with basement; old stand; best located in city of 5,000 inhabitants; good opportunity for a hustler. Address M. Lehnert, Delphi, Ind. 736

FOR SALE—DENTIST'S OFFICE AND practice in thriving county seat of 2,500; one other office; splendid farming country; must sell immediately, as desire to settle up estate. R. L. Hamilton, Ithaca, Mich. 767

WANTED—A THOROUGH BUSINESS man with \$3,000 to invest in medicine mail order business and to take charge of the business; third interest given to such a party. Write for particulars to Medicine Co., 202 Post Bldg., Battle Creek, Mich. 766

FOR SALE—DRUG STOCK IN TOWN OF 4,000 in Northern Indiana. At town. Stock will invoice about \$9,000. Doing annual business of \$20,000. Reason for selling given on application. Address Salol, care Michigan Tradesman. 755

FOR SALE—OLD ESTABLISHED BUSI-ness; best town in state; dry goods, clothing, shoes. Liberal discount to hustler. Will rent or sell brick block. It will pay to investigate. A. J. Beardsley, Boyne City, Mich. 730

FOR SALE—CLEAN GROCERY STOCK involving from \$1,500 to \$2,000, in best location in town of 3,000. Did \$25,000 business last year; reasonable rent. Reason for selling, other business demands attention. Address No. 728, care Michigan Tradesman. 728

WANTED—A GENERAL OR BOOT AND shoe stock from \$2,000 to \$8,000. Will pay spot cash. Price must be right. Address No. 727, care Michigan Tradesman. 727

FOR SALE—NEW DAYTON COMPUTING scale, highest grade. W. F. Harris, South Bend, Ind. 726

FOR SALE—OUR BOAT LINE, SAUGA-tuck to Chicago. Two steamers, docks, good will, etc. Fine opportunity for party desiring to engage in freight and passenger business. Address Chicago, Saugatuck & Douglas Trans. Co. Saugatuck, Mich. 724

DRUG STOCK FOR SALE; SNAP FOR right party; reason for selling, other business. Call or address A. C. Davis, Mulliken, Mich. 715

HOTEL WITH BAR FOR SALE, ON account of poor health, in good little town. Big sacrifice if sold at once. Call or address G. W. Lovett, South Milford, Ind. 716

A BONANZA—WILL SELL THE AUTO-wega cafe; a snap for a cash buyer; fine furniture and fixtures; doing a good business; get it quick if you want it. Autowega Cafe, Pontiac, Mich. 723

FOR SALE—SASH, DOOR AND BLIND factory equipped with up-to-date machinery. One of the best locations in the South. Best of reasons for selling. For particulars inquire Brobston, Fendig & Co., Brunswick, Ga. 722

FOR SALE—CROCKERY AND BAZAAR stock. Compelled to sell immediately at great sacrifice. Established fifteen years. John E. Klekintveld, Holland, Mich. 720

BIG NEW TOWN ON THE NEW GLEN-wood-Winnipeg extension of the Soo R. R.; will be the best new town on the line; a lifetime chance for business locations, manufacturers or investors. Address Rufus L. Hardy, General Manager, Parker's Prairie, Minn. 678

FOR SALE ON ACCOUNT OF POOR health—A clean stock of dry goods, notions, men's furnishing goods, shoes, hats and trunks. Invoices \$6,000; good town; fine grain stock and blue grass country; cash; no trade wanted. Address John B. Gannaway, Bell Buckle, Tenn. 712

FOR SALE OR TRADE—80 ACRES MUCK land 1½ miles from town. Address 321½ Lake St., Petoskey, Mich. 734

FOR SALE—\$1,500 STOCK OF JEWELRY, watches and fixtures. New and clean and in one of the best villages in Central Michigan. Centrally located and rent cheap. Reason for selling, other business interests to look after. Address No. 733, care Michigan Tradesman. 733

OUR RELIABLE CONFIDENTIAL RE-ports business put's bank upon, sweethearts act upon. Legal business and collections everywhere. Satisfaction guaranteed. Solicitors wanted. Write for terms, Lafayette Mercantile Agency, Chicago or Lafayette, Ind. 696

FOR RENT—FINE LOCATION FOR A department or general or dry goods store. Large stone building, three entrances, on two main business streets. Rent, \$100 per month. Vacant Jan. 1, 1904. Don't fail to write to Chas. E. Nelson, Waukesha, Wis. 735

FOR SALE—A GOOD OPENING FOR A live and energetic young Swede with \$2,000 to \$2,500 to invest in a general store business. Address LaRose Bank, LaRose, Ill. 700

120 ACRE FARM TO EXCHANGE FOR small stock merchandise. Land all enclosed and tillable with abundance good coal. W. R. Harris, Oakland City, Ind. 708

PARCEL CARRIERS FOR SALE—A LAM-son seven station system of parcel carriers, for sale. A good system, very low price. A. E. Poulsen, Battle Creek, Mich. 707

GOOD LOCATION FOR UNDERTAKER and furniture store; well arranged building for same, with living apartments above. Merrietta Bishop, Horton, Mich. 706

FOR SALE—90 CENTS ON DOLLAR WILL buy \$8.50 stock clean merchandise; in hustling southern Wisconsin town; largest stock and best location; good reasons for selling. Address Will H. Schallert Co., Johnson Creek, Wis. 703

FOR SALE—GOOD, CLEAN STOCK OF general merchandise involving about \$2,500; postoffice in store more than pays the rent. Can reduce stock if desired. Good chance for someone. Sales \$12,000 a year. Reason for selling, other business. Address No. 698, care Michigan Tradesman. 698

GOOD OPENING FOR A GOOD AND UP-to-date dressmaker. For further particulars apply to Fountain & Anglin, Crookston, Minn. 704

FOR SALE—GROCERY DOING \$18,000; small stock; No. 1 opportunity for general or 5 and 10 cent store. Brunson of Course, Kenton, Ohio. 702

FOR SALE—GROCERY DOING \$18,000. Small stock. No. 1 opportunity for mixed or 5 and 10 cent store. Address L. W. Barr, Kenton, Ohio. 693

FOR SALE—STOCK OF WALL PAPER. The only stock in city of 6,000. An unusual ly good business opportunity. Reason for selling, business too large to carry with a general stock. Address C. N. Addison, Grand Haven, Mich. 694

FOR SALE OR EXCHANGE—143 ACRE farm in Clare county, eighty acres stumped and stoned; good buildings; eighty rods to good school and 2½ miles from shipping point and market; value, \$2,600. S. A. Lockwood, Lapeer, Mich. 681

FOR SALE—GOOD COUNTRY STORE with clean, up-to-date general stock and postoffice. Store building, residence and blacksmith shop in connection. A. Green, Devil's Lake, Mich. 683

STORE FOR RENT IN HOLLAND—LARGE brick store, two stories and basement, with freight elevator; modern plate glass front; located at 47 E. 8th street, in one of the best business blocks in the city. Excellent opening for furniture store. Apply to C. J. DeKoo, Holland, Mich. 684

FOR SALE OR RENT—THE OLDEST AND best stand for furniture and undertaking business in the county seat of Richland county, Wisconsin. Address Henry Toms, Richland Center, Richland Co., Wis. 685

BARGAIN—STORE BUILDING 28x133 Drug stock and fixtures. Inventories \$400. Will sell separate. Good opening for drug and general store. M. Fordham & Co., Elmira, Mich. 664

SAFES—NEW AND SECOND-HAND FIRE and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Iowa St., Grand Rapids. 621

WE WANT A DEALER IN EVERY TOWN in Michigan to handle our own make of fur coats, gloves and mittens. Send for catalogues and full particulars, Ellsworth & Thayer Mfg. Co., Milwaukee, Wis. 617

FOR SALE—BAKERY, ICE CREAM PAR-lors, fruits, confectionery, canned goods, tobacco and cigar stock in town of 900 population. Address No. 719, care Michigan Tradesman. 719

FOR SALE—GENERAL STOCK, INVEN-torying about \$4,000, consisting of dry goods, groceries and shoes. In a hustling town near Grand Rapids. Splendid opportunity for a legitimate business. Speculators not wanted. Address X. Y. Z., care Michigan Tradesman. 651

FOR SALE—STOCK OF GENERAL MER-chandise in Grandville, Mich. Invoices \$1,500. Will rent store or sell. M. D. Lynch, Grandville, Mich. 610

ONE TRIAL WILL PROVE HOW QUICK and well we fill orders and how much money we can save you. Tradesman Company, Printers, Grand Rapids. 610

FOR SALE—A GOOD CLEAN STOCK OF hardware in college town of 800; modern brick store; best location; very low rent; well established trade; good reasons for selling; no trades wanted; stock will inventory about \$5,000. Address Lock Box 4, Olivet, Mich. 568

FOR SALE—A FIRST-CLASS SHINGLE mill, engine 12x16, center crank, ample boiler room, Perkins machine knot saw, boiler and cut-off saws, gummer, drag saw, endless log chain, elevator, all good belts, four good shingle saws, everything first-class. Address A. R. Morehouse, Big Rapids, Mich. 569

FOR SALE—LIGHT MANUFACTURING business. It is now showing an annual profit of about \$1,500 per year and is not being pushed. Business can be doubled the first year with a little effort. Goods are staple and an excellent line of jobs now handling them. Opportunity for a very large business is unlimited. One man can run the office end of it now and have time to oversee shop work. \$2,000 will buy it. Good reason for selling. This business is a bargain and will not remain unsold very long. When writing please give bank reference, otherwise no attention will be paid to inquiry. Address No. 452, care Michigan Tradesman. 452

WANTED—CLOTHING SALESMAN TO take orders by sample for the finest merchant tailoring produced; good opportunity to grow into a splendid business and be your own "boss". Write for full information. E. L. Moon, Gen'l Manager, Station A, Columbus, O. 458

FOR SALE CHEAP—ALL THE SIDE WALL and cross partition fixtures now in my drug store (about 80 feet); also two perfume or toilet goods cases and a sponge case. Will be ready for delivery not later than Oct. 1. B. Schrouder, 37 Monroe St., Grand Rapids, Mich. 457

FOR SALE—STOCK OF HARDWARE AND farming implements; good location for trade; prospects good for new railroad. The survey is completed and the graders at work within six miles of us. Stock will invoice about \$5,000. Population about 600. Store building 24x60, two stories; wareroom, 24x40; implement shed, 50x50. Must have the money; otherwise do not reply. Reason for selling, wish to remove to Oregon. Address No. 502, care Michigan Tradesman. 502

MISCELLANEOUS

DRUG STOCK FOR SALE; OTHER BUSI-ness is reason for selling. Charles Maynard, Britton, Mich. 647

WANTED—CLERK IN A DRY GOODS store. Must be a fair window dresser and good salesman. Address No. 566, care Michigan Tradesman. 666

SALESMAN WANTED

WANTED—A GOOD DRESS GOODS salesman capable of taking charge of department; also good saleslady for domestic department. Correspond with S. Rosenthal & Sons, Petoskey, Mich. 761

WANTED—CLOTHING SALESMAN AT Messinger & Co., Alma, Mich. 725

WANTED—SALESMAN TO SELL AS side line or on commission Dilleys Queen Washer. Any territory but Michigan. Address Lyons Washing Machine Company, Lyons, Mich. 558

AUCTIONEERS AND TRADERS

FERRY & WILSON MAKE EXCLUSIVE business of closing out or reducing stocks of merchandise in any part of the country. With our new ideas and methods we are making successful sales and at a profit. Every sale personally conducted. For terms and dates, address 1414 Wabash Ave., Chicago. 317

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