

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, MAY 25, 1904

Number 1079

Collection Department

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Mich. Trust Building, Grand Rapids
Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere—for every trader.
C. E. McCRONE, Manager.

We Buy and Sell
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WHOLESALE CLOTHING MANUFACTURERS

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

Spring and Summer Line for immediate delivery is big and by far the greatest line in the state for Children, Boys and Men. Phones, Bell, 1282; Citiz., 1957.

Commercial Credit & Finance Co. Limited
WIDDICOMB BLDG. GRAND RAPIDS, MICH.
DETROIT OPERA HOUSE BLDG. DETROIT, MICH.
WE FURNISH PROTECTION AGAINST WORTHLESS ACCOUNTS AND COLLECT ALL OTHERS

IF YOU HAVE MONEY

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

Martin V. Barker
Battle Creek, Michigan

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

IMPORTANT FEATURES.

2. Window Trimming.
4. Around the State.
5. Grand Rapids Gossip.
6. Problems of Dry Goods Man.
7. Clerk and Customers.
8. Editorial.
10. Won His Spurs.
12. Butter and Eggs.
14. Good Citizenship.
16. Clothing.
18. Dolls and Toys.
19. Pert Paragraphs.
20. Special Sale.
21. How Advertising Helps.
22. Shoes.
24. Catering to Children.
26. Shame and Sorrow.
27. Use Discretion in Warranting Goods.
28. Woman's World.
30. Making of Saws.
32. Three Dollars Traded.
33. New York Market.
34. High Shelving.
35. Women in Sleeping Cars.
36. The Closed Shop.
38. Dry Goods.
39. Short Ends.
40. Commercial Travelers.
42. Drugs and Chemicals.
43. Drug Quotations.
44. Grocery Price Current.
46. Special Price Current.

NOT A FAILURE.

In various parts of the United States the Bell interests are advertising the disadvantages and expense of two telephone systems, vehemently asserting that the automatic system in Grand Rapids is a total failure. That this claim is absolutely false need not be told our readers, many of whom are daily users of the automatic service, and all such will verify the statement that the automatic service is in every way preferable to any other service yet known to our citizens. While in some respects one telephone system may be less annoying and more advantageous than two, the responsibility of a dual system in Grand Rapids rests wholly on a small minority of our citizens who for reasons best known to themselves are friendly to the Bell interests.

The statement will pass unchallenged by all that the independent movement has secured to our community, as universally to others, lower rates, better service and a large increase in the number of telephone subscribers. Few would advocate returning to the conditions existing before competition, with the high rates, inferior service and few subscribers.

Owing to the heavy royalties the subsidiary Bell companies are compelled to pay the parent company and the enormous overcapitalization which appears to be a feature of every State and district company which undertakes to exploit Bell interests, it is not possible to secure lower rates except through the inauguration and maintenance of independent companies which are not loaded down with watered stock and royalty charges.

For these and other reasons a large majority of the people will continue

to support the independent movement, and especially in this city where the Citizens Telephone Co., by its automatic service, furnishes telephone service far superior to any manual service yet known, either the so-called magnet or the central energy. Under no circumstances will this community return to a manual system, nor to one system, except it be that of the Citizens Telephone Co.

When the Japs walloped the Chinese ten years ago they did not gain the prestige they deserved, for the reason that the Chinese were discredited. Ten years ago, however, the Japanese had arrived at a position of power entitling them to international respect. That position they have immensely improved by the adoption of the most modern methods and appliances in all their activities. The excellence of their army and navy is only an example of their general excellence in all those things that make a nation strong. Whatever the result of this war with the Russians the world can never again speak disparagingly of the Japanese. They have already compelled the admiration of their foes.

Summer resort proprietors are hopeful that they may this year recoup the losses they suffered during the past two seasons when the summer months brought no summer weather. It is a presidential year, when business is expected to be somewhat dull and the people less flush with funds than usual, but if the sun's fires burn bright the dwellers in city and town will flock to the rivers, the lakes and the mountains in such numbers as to make the hotel-keepers rejoice and be glad. The vacation habit is a vigorous one among Americans, busy though they be. They are fond of travel and spend their money freely once they set out to enjoy the delights of the outdoor world.

Consumption is a rare disease in Japan. Even in winter coughs are of rare occurrence, and this despite the fact that the real Japanese do not heat their rooms with anything more than an hibachi—a tiny charcoal stove—that does not send the temperature of the room up to any appreciable degree, but serves mainly for heating tea, for warming the hands, or for supplying the fire for a cigarette or pipe for the men of the household. When Japanese women wish to feel warmer they add clothing, just as they would do when going out into the street. The Japanese look upon full deep breathing as being the most vital function in life.

GENERAL TRADE REVIEW.

Every downward movement of important stocks serves to demonstrate that the ordinary causes affecting values were fully discounted months ago. While there is no notable upward movement, every decline is promptly met and values are held nearly stationary, notwithstanding the advance of summer dulness and the increasing distractions of the presidential question. There is doubtless some sentimental misgiving as to the long outgo of gold, over \$60,000,000 since the movement began, but that this feeling is without reason it is to be remembered that more than a dollar and a half has come into the country during the time for every dollar exported and the highest Treasury deposit ever known is constantly increasing. The outgo under these circumstances simply indicates an unusually active commercial movement, prompted largely by the war in the East, which should be encouraging rather than causing misgiving.

Just now the most serious industrial question to consider is the shipping strike, which bids fair to extend to domestic marine commerce. The directness of the competition in transoceanic trade probably prevents the attempt to include all sea traffic, but the effect bids fair to be as suicidal in the long run even if confined to domestic trade. Operators and employes in the steel industries, for instance, had come to a basis of cost that was rapidly restoring industrial and transportation activity, but the demoralization attending the enforcement of unwarranted demands will be just as fatal to all the industries concerned as though the strike should put foreign trade more fully into the hands of pauper labor.

There is little of encouragement in the general industrial field and observers seem to have settled down to the expectation of a dull season until the political distractions are over. Railway transportation and profit returns are unfavorable as compared with last year's remarkable record. The most favorable anticipation seems to be that the great fair will attract many passengers, and it is known that the people have the money to spend. Textiles are patiently waiting for the restoration of parity between cost of material and production to warrant a resumption of activity. There are strength of buying and willingness to pay fair prices, but not to an extent to warrant very active manufacture at present cost. Iron and steel are becoming demoralized on account of the shipping strike, but projected operations are creating an enquiry which would warrant increasing activity under other conditions.



Haberdashery Window That Fixes the Attention of Pedestrians.

The west window of Leonard Benjamins is what the trimmer, Mr. A. Hazenberg, calls a "general window," that is, one calculated not only to cause a man to pause and glance at its pleasing contents but also to step inside, examine merchandise and leave good coin of the realm in exchange therefor.

"It differs from what we call a 'fancy window' in this," said Mr. Hazenberg: "the articles distributed in it are all practical ones—all in common wear or use for various occasions. There is no striving for effect in this window," continued Mr. Hazenberg, "just a plain trim that shows a little of everything in the haberdashery line and yet is not so crowded but that the eye can see and mind retain much that is presented them.

"The 'royal blue' socks in the center of the trim? Oh, those are just a novelty purchased to meet the demand we will have for such once in a great while. Some fellows will come along and want just that shade to go with their new blue suits and that's about all the call we will have for them. We are obliged to have those and similar articles in stock merely to keep up our reputation for up-to-dateness so that when we have an enquiry for these loud things we are able to flash them up.

"Yes, the prevailing colors for the coming season will be black, white, and their combinations (although, properly speaking, those can not be called 'colors'), gray and tan. The latter is in great favor just at present."

My attention was directed to a counter fixture containing some two or three dozen samples of as many different styles of white linen collars, concerning which Mr. Hazenberg pleasantly made explanation:

"That collar at the top," he observed, "is the 'grandfather of 'em all.' The number is unusually large—18! It is meant for very Jumbo men. Being only about an inch and a half high, and standing, it easily accommodates itself to a superfluity of fat, allowing the flesh to droop over the corners, which are generally turned far down by the wearer. A four-in-hand is about the only tie that can be worn with it, and it is kept in place in front by the aforesaid fleshy accumulation. A man owning such a neck can scarcely wear a collar of any other description—the four thicknesses of a turn-over would be a physical impossibility with him.

"Notice this natty little standing collar with the blunt rounded corners?" questioned the speaker. "It is exceedingly neat in shape. It is called the Military and is worn, as its name would imply, by men in the employ of Uncle Sam, it stand-

ing inside the—also standing—coat collar, giving a very trig appearance. Yes, it can be worn very nicely with a lady's shirt waist. A four-in-hand would necessarily be worn with it in such case, as a string tie would begin crawling up the neck the moment it was tied.

"Here is a distinctively new style," continued my informant, lightly tapping with his pencil a turnover collar attached midway in one of the columns of neckwear on the fixture.

It looked like an old man's collar, so old-fashioned seeming with the long sharp points so near each other; but Mr. Hazenberg assured me it is one of the very latest, and likely to prove popular.

"There is another collar 'just like it only more so,'" said he, "the turnover ending in even more accentuated points. This is a Barker and is named the Dakota, although the name doesn't cut much figure. Only a very small tie may be worn with it—say a midget or a batwing—as the points come so close together. It is considered a very stylish collar, even if it does strongly resemble the ones our grandfathers used to wear.

"Yes, the rack contains many varieties of neckwear, but we are compelled to carry them all, in order to meet possible enquiries of customers—even the hard-to-suit cranky ones cannot fail to find something among all these to tickle their wayward fancy."

* * *

Six o'clock had come—shutting up time for stores and "little girls that ask questions," as my grandfather would say—so I again turned my attention to my accommodating answerer's excellent window displays.

* * *

The exhibit at the left of the entrance is devoted entirely, as usual, to the larger articles of men's wear, also to leather belts. Indeed, if these two windows were ever reversed, so accustomed have the public become to their employment for suits on the left and furnishings on the right, that it would have the appearance of a new store at this location. This precedent once established, has been in use by this firm for so many years that it is to be doubted whether a reversal of the windows' contents would be advisable. The fickle public love change, but such an innovation here would be confusing as to identity of store occupation.

"There's a handsome window," commented many who passed within my hearing, "a handsome window!"

As the young man who trimmed it had said, "there is a lot in it," and still it has none of the appearance of the hodgepodge. All the nice little belongings a dressy man likes are there, but so arranged that there is not so much as a "soupcon" of overcrowdedness. In fact, the effect is one of extreme daintiness, of airiness. And the card in the exact center of the trim carries out this same idea, being simplicity itself as to wording and style of lettering—

nothing but a plain white card, some 18x24 inches, bearing the inscription in small, but easily read, hand-made characters:

FURNISHINGS

Appropriate
the Season.

Could anything be simpler—just a hint to the hurrying passer-by that here is to be found something he may need, in order to keep in close touch with the new things of the long-looked-for, and at-last arrived, vernal portion of the year?

Neckties there are galore—all widths, lengths, colors and shades of colors! The most fastidious dresser can not fail to be pleased with some one or dozens of eye-attracting articles in this window interior.

Two immense polished nickel fixtures in it are exclusively given up to negligee shirts, on each one of which is a carefully-laid necktie harmonizing with it in shape, design and coloring. It is to be noticed that the figures in the shirtings employed all run to very small patterns—patterns so inconspicuous as to be almost indistinguishable. Those of the neckwear are somewhat more obtrusive, being exhibited to catch the average customer. But there is also a multitude of plainer effects in ties for the men of quiet refined tastes.

To-day is a cold one—just as if we hadn't had our fill of 'em, and more, too!—and it makes one shiver to think of summer underwear, but the light-weight goods in the window will come in play once the cold

winds stop whistling around the corner, and now is the prudent time for a man—for his wife, if he has one—to look over his supply of warm-weather garments and ascertain if they need replenishing. Like closets in a house, undergarments are something of which there can not be too many and it would behoove the lover of fine raiment to take more than a fleeting glance at the lovely shades and fine mesh of the underwear displayed on the floor of this window just below and in the rear of the neat card I mentioned a little aback.

The white shirts with the bosoms laid in $\frac{3}{8}$ or $\frac{3}{4}$ inch plaits with hemstitching between are intended for the semi-dressy Tuxedo—the handy little coat in which most get-busy men—I might better say "got-busy," for the habit was most likely acquired in youth—feel "more at home" than in the more dignified angular-outlined swallow-tail!

Along the front of the window, nearest the glass, are stationed six tilted hosiery boxes, each containing one pair, and two other pair are laid crisscross at the top of the boxes.

The men are certainly experiencing a mutation of heart in regard to their foot-covering! It is not so many moons ago that anything but black was unthought of, but "a change has come over the spirit of their dreams" and now the man who has not—more or less—"got gay" as to his sox is the exception. This applies, generally speaking, to the

MERCHANTS

PUSH and ENERGY in the right direction WILL build you a fabulous BUSINESS; start to-day by ordering this

Cotton Pocket Rice



One Pound Three Pounds

10 and 25 Cents Retail

younger element, although the old ones manage somehow to keep up with the procession. Of course, the elegant gentleman will not allow his feet to run away with him as to flamboyancy, but a tiny stripe of the color he likes best, if it be at the top and toe of the hose, invisible to the outside world, can offend no one of discrimination.

And the umbrellas! Six of 'em—regular beauties! Almost enough to reconcile one to a month of April days if he might possess any one of the half dozen behind the Benjamins plate glass. The mammoth oak-framed mirror at the right hand of this window multiplies them by two, but there are in reality six—six as fine rainsticks as "mortal man might wish." Each handle is L-shaped, two of them ending in a natural little tree-knob, another the same but with a shining name-plate which overlaps the edge a half-inch. Three have a rich handle of horn in a gray tint, shading to a darker gray or a terracotta. Two of them have the L straight, the other has the piece curved that is at right angles to the stick. Each "regenschirm" has a couple of crochet-covered balls on a flat silk cord, but the ordinary man will "have none of it," yanking them off, if a gift, the moment the donor's back is turned.

One Way To Make the Minutes Count.

When a store has eliminated every needless bit of work it has gained one of the most valuable of merchandising assets—expedition.

It's the quick-service store that gets the trade and holds it.

And anything that can save the minutes of a single clerk will round up a grand total of surprising profit.

A customer who has to wait isn't the one that's going away pleased, no matter what the value of her purchase.

Too often we hear the expression: "Yes, a nice store and good stuff but—the service is abominable."

So it has come to be the paramount question among our leading retailers how to lop off every needless second.

It's apparent in the very atmosphere—this condensed energy.

And the result is evident enough in the quicker, more efficient service that many have accomplished.

But where begin? you ask.

Right behind the counter. Make your minutes count most there, and you'll have lessened labor for your salespeople and increased your trade's satisfaction in the same proportion.

Begin where most time is lost—and trade along with it—in the making of change.

Follow the lead of merchants like John Wanamaker and Henry Siegel, who are quickest to note what the public wants and then supply it instantaneously.

In the latter's new store in New York the old-time carrier is banished and individual cashiers assigned to every department.

On the opening day, when a typical New York throng of tens of thousands filled the store to overflowing, despite the disadvantages of raw help, the surprising quickness of service was most favorably noticed everywhere.

John Wanamaker's Philadelphia store is well equipped with cash registers, as is also the Siegel-Cooper establishment in New York.

A customer has change made before her eyes in a trice, and receives a cash ticket, a duplicate of which is retained in the register—evidence of protection all around.

Often additional purchases are made at the same counter—something most unusual when the carrier service necessitated a tiresome wait after every purchase.

Smaller stores find this register system of peculiar advantage, not only as a time-saver, but also a mechanical accountant, absolutely reliable.

A "multiple" arrangement provides a special drawer for each clerk, so that an accurate individual accounting is rendered every evening.

It's safe to predict that a very few years will bring about the universal adoption of this new system in big stores and little stores alike, all over the country, wherever enterprise exists.

Bruin Can Not Be Trusted.

A distinct type of a zoo rogue is the beast that goes wrong owing to accidental temptation—like Shaggy, an exceedingly intelligent, tractable Rocky Mountain grizzly, who reverted to savagery and turned man killer in a twinkling, owing to the unfortunate misstep and fall of his trainer.

Shaggy was a big, handsome, gray old fellow, with a jungle thick coat and a lumbering, awkward gait, and a funny twinkle that made him particularly adaptable for his part of clown in a remarkably trained group of fourteen bears. He had come under the hands of his teacher when but a helpless cub, had never lost his liking for caresses, and although the mightiest beast in the collection, was least suspected of being dangerous. Once, when a striped hyena hung to the ankle of his friend, he had run to the rescue, had cut loose right and left with his ponderous forepaws, and had bitten and torn and mangled the ugly beast to death before he could be beaten off. Among his accomplishments were that of turning admirably grotesque somersaults and the more difficult feat of balancing himself on his hind legs on a three-foot wooden sphere.

Not a scratch or a scar had his trainer to show for the years of work he had put in with the bear. And yet, without an instant's warning, this same beast attacked and injured his master, so that when rescued, he was semidemented and so dreadfully cut and lacerated that the surgeons decided it useless to try to save his life.

A man is as good as he makes himself.

SUCCESSFUL SALESMEN.

Geo. H. Floyd, of the Fletcher Hardware Co.

Geo. H. Floyd was born at Whitehall, Mich., Dec. 26, 1871. His father was Welsh and his mother of Irish extraction. When he was 18 months old his parents moved to Saginaw, where he lived for the next twenty years, attending the public schools and spending three years in the high school. On the completion of his education he entered the employ of Morley Bros. as stock clerk, determined to learn the business. When he terminated his relations with that house, he was house salesman in the wholesale department. He then went to Chicago and worked a year in the claim department of Kelly, Maus & Co. He then returned to Michigan, locating at Bay City, where he entered the employ of the Miller Hardware Co., taking charge of its retail department three years. Being offered a traveling position with the Fletcher Hardware Co., he resigned his position in Bay City, locating in Hillsdale and covering the trade of Northern Indiana and Ohio. At the end of six years—which occurred last October—he was tendered the position of manager of the traveling force of the house, consisting of seventeen men, which position he very promptly accepted, because it gave him an opportunity which he had long coveted to be home every night in the week.

Mr. Floyd was married Dec. 4, 1895, to Miss Edna Corliss, of Bay City. They have one child, a girl 2 years of age, and reside at 48 Drummond avenue.

Mr. Floyd is not much of a "jiner," being affiliated with only two organizations—the Masonic frater-

nity up to the third degree and Hillsdale Council, No. 216, U. C. T.

Mr. Floyd attributes his success to the fact that he learned his trade thoroughly and therefore understands every detail of the business. He is very generally conceded to be one of the best hardware men in the State and can easily hold his end up with any man in his class in the West. The fact that he was selected from seventeen traveling men to take the management of the force speaks well for his executive ability.

Have your hours for recreation as clearly defined as your hours for work. At the close of each day's business, lock up your worries—if you have any—with your store.

Real buyers are interested principally in your goods and your prices.

Business is like oil—it doesn't mix well with anything but itself.

Cold Facts Served Hot
with *Dignified Design* or *Catchy Conceit*
make Advertising Profitable

Tradesman Company
ENGRAVERS
GRAND RAPIDS, MICH.

Bread Winners

Who are solicitous of their health and thoughtful of their future pecuniary interests are urged to try

Voigt's "BEST BY TEST"

Crescent

"The Flour Everybody Likes"

They are assured of receiving a just and fair equivalent for their labors. No other flour offers so much in return for the money expended. Pure and wholesome, a great muscle builder; it gives to the human system a buoyancy of spirit and power of endurance not to be acquired through any other source. With us

Every Dollar Counts

for its full value, no matter who spends it.

Voigt Milling Co., Grand Rapids, Mich.



Movements of Merchants.

Scottville—Jos. Robinson has sold his meat market to F. J. Reader.

Kalamazoo—Fred Mesick has purchased the drug stock of M. R. Anson.

Mayville—Alfred Alexander, meat dealer, has sold out to J. Minnie Tilden.

Bellaire—Frank Crowe has engaged in the bakery business at this place.

Jackson—H. H. Hastings has purchased the grocery stock of Benjamin I. Crew.

Coldwater—S. M. Parker, of Quincy, has opened a feed store at this place.

Marion—Frank Minor has purchased the East Side meat market of John Gray.

Kalkaska—John Seiting has purchased the hardware stock of Howard Price & Co.

Calumet—The estate of the late F. A. Wieder is succeeded by the Wieder Harness Co.

Flint—M. Delano & Co. have purchased the drug and grocery stock of Willard Wilcox.

Lake City—J. H. Bielby, dealer in general merchandise, has sold out to Duffy & Stratton.

Beaverton—W. Walter Dann, of W. W. Dann & Son, printers and publishers, is dead.

Reed City—J. J. Wynne has established a bakery and opened ice cream parlors at this place.

Morrice—The F. M. Towner Co., dealer in grain and produce, will discontinue business July 6.

Battle Creek—Malcolm G. Ewer, wholesale grain dealer and jobber of tools, has removed to Detroit.

Burr Oak—J. Ryan & Co. succeed F. M. Brooks in the bakery business. They will add a line of groceries.

Montrose—L. T. Barber has purchased the interest of his partner in the meat market of Barber Bros.

Lansing—Wm. D. Rouser has purchased the grocery stock of W. J. Scott & Son, at 504 Michigan avenue.

Detroit—Frank W. Watson, dealer in confectionery, cigars and tobacco, has sold his stock to Ashley & Holmes.

Lapeer—D. A. Travis & Co., undertakers and furniture dealers, have purchased the grocery stock of Geo. W. Wesley.

Cass City—Henry J. Wickware, blacksmith and dealer in wagons and carriages, is succeeded by Hewson & Schneider.

Boyer City—Bush & Cook have dissolved partnership, Mr. Bush being again in full control of the bakery business.

Midland—Albert Dietiker has purchased the stock of men's furnishings, boots and shoes and groceries of Wm. H. Fanning.

St. Johns—Davies & Sowle have taken possession of the carriage and harness stock recently purchased of Eugene Livingston.

Owosso—F. J. Wren has sold his drug stock to The Owosso Drug Co. and will remove to Oklahoma on account of his health.

Boyer Falls—Hankey & Son will erect a large warehouse at this place for handling hay and feed, with a storage capacity of 400 tons.

Fremont—C. E. Pearson will erect a two-story brick store building, 46x135 feet in dimensions. Osgood & Osgood are getting out the plans.

Cheboygan—Lawson & Brown, who have secured the remainder of the Perry grocery stock, have refitted the building and added largely to the stock.

Brunswick—Carbine & Skeels, dealers in general merchandise, have dissolved partnership. The business is continued under the style of Hoffman & Skeels.

Alma—Roy Miller and J. R. McCarty have formed a copartnership under the style of Miller & McCarty and purchased the grocery stock of E. J. Smith.

Bay City—Dr. I. E. Randall is erecting another store building on Midland street, adjoining the West End Pharmacy, for the use of the Monarch Drug Co.

Flint—Tony Loeher, pharmacist for Crampton & Litchfield, has purchased the drug stock of R. T. Crampton, of Elsie, and will continue the business at the same location.

Muskegon—Peter DeMoor has purchased the interest in the estate of his former partner, Christian Hansen, in the feed business of Hansen & DeMoor, at 21 East Clay avenue.

Calumet—Vertin Bros. have purchased the lot adjoining their department store for a consideration of \$5,000 and will erect thereon a four-story addition to their building.

Custer—O. E. Close, who has been pharmacist for some time past in the drug store of C. T. Cadwell, of Scottville, has resigned his position and opened a drug store at this place.

Lake Odessa—Chris. Mohrhardt, for several years in the meat department of Dettenthaler's Market at Grand Rapids, has purchased the South End market of J. B. Young.

Hart—C. VanAllsburg and Floren Fuller, of VanAllsburg & Fuller, meat dealers, have dissolved partnership by mutual consent. The business will be continued by C. VanAllsburg & Co.

Brownsville—Chas. Aker will occupy with a stock of general merchandise the store building recently vacated by E. Dickerhoff, who has moved his stock to Shipshewanna, Ind.

Portland—John A. McClelland, for many years engaged in the dry goods business at this place, has taken his son, William, into partnership under the style of John A. McClelland & Son.

Stanwood—Thos. Mitchell, late of Thomas Mitchell & Co., general merchandise dealers, has opened a seed and produce store in the large warehouse opposite his former place of business.

Thompsonville—Menold Bros. now occupy with their stock of drugs the store building recently purchased of

W. A. Smeltzer. They are erecting a 28x30 warehouse in the rear of the building.

Kalamazoo—Ben Alpert & Co. have uttered a trust mortgage on their clothing stock to Adolphus Fixel, of Detroit, who will close out the stock for the best interests of the creditors.

Detroit—A men's clothing store has been established here under the style of the Model Clothing Co. The new enterprise is capitalized at \$3,500 and is all held by Belle Hirschfield with the exception of five shares.

Petoskey—Comstock, Herren & Co. have purchased the general merchandise stock of B. Berry & Co., of Pellston, and will continue the business on the cash plan. This makes four cash stores now conducted by this company.

New Hudson—E. J. Rice has the foundation nearly completed for his new brick-store building. The main store will be 40x60 feet with an addition 30x30 feet in dimensions. There will be four large plate glass windows in the front of the building.

Kalamazoo—The City Drug Store, which has been doing business for the past three years under the management of F. J. Maus and F. N. Maus as partners, has passed as a whole to F. J. Maus. F. N. Maus will continue his drug business further up on East Main street.

Detroit—Mrs. R. W. (Sarah J.) Allen has merged her hair goods and toilet specialties business into a stock company under the style of Mark W. Allen & Co. The capital stock, which is \$10,000, is held by M. W. Allen, with the exception of two shares, owned by Sarah J. Allen and R. W. Allen.

Sault Ste. Marie—D. K. Moses has purchased the J. L. Sandelman stock of dry goods in the Nordyke block and moved same to his store in the new Newton building. Mr. Sandelman will purchase a new stock and occupy the Blumrosen Bros.' building as soon as it is vacated by the Leader.

Port Huron—Patterson & McTaggart, engaged in the book, stationery and photo supply business, have filed articles of incorporation to engage in the general mercantile business. The authorized capital stock is \$12,000, the principal stockholders being E. E. Patterson and David MacTaggart.

Muskegon—Gerrit Witt, grocer at 358 Lake street, is erecting a branch store building on Pine street, between Walton street and Muskegon avenue, which will be 22x50 feet in dimensions. The store on Lake street will be managed by his son, Gerrit, Jr., as has been the case for the past year.

Lakeview—J. W. Lovely & Son have sold their hardware and agricultural implement stock and warehouse to J. J. Gee, of Whitehall. The business will be conducted by his son, M. W. Gee. Mr. Gee has been a hardware merchant at Whitehall for the past quarter of a century and will continue his business at that place.

Pontiac—Wm. Lane & Co. have purchased the grocery stock of John Kallenbach, who retires from business on account of poor health. Mr. Lane was for a number of years in the grocery store of Turk Bros. and

upon his return from a recent trip to Ireland decided that he would engage in business on his own account.

Muskegon—Boersema & Bolt have sold an interest in their hardware stock to Ralph J. Bush and Martin Cramer, which gentlemen will have charge of the management of the business. The new style is Boersema, Bolt & Co. Mr. Bush was formerly a member of the People's Hardware Co. and Mr. Cramer was employed in the same store.

The Boys Behind the Counter.

Adrian—James Harris has taken a position in Al B. Thompson's South Main street drug store.

Bangor—J. D. Bishop, who last week returned from the West, is engaged as salesman in Oppenheim's store, in place of Hi. Randall, who has gone to South Haven, where he will go into business for himself.

Clarence—Frank A. Luce, for the past two years employed as clerk in the general merchandise store of Geo. F. Cook, at Grove, has resigned his position to assume the management of the mercantile business at this place of Wagner & Gilmore, shingle mill operators at Marion.

Boyer City—F. W. Gardner has taken a position in the store of his brother, George D. Gardner.

Petoskey—William Garrison has resigned his position in the clothing department of the store of S. Rosenthal & Sons and taken a similar position in the Mendallion store at Mancelona.

Lansing Merchants To Go To Detroit.

Lansing, May 23—There was a good turnout at the joint meeting of the retail grocers and the butchers, called for the purpose of giving the butchers a voice in the selection of the place of holding the grocers' annual picnic. After some discussion it was decided to hold the picnic in Detroit, that city offering a greater variety of attractions for entertaining the large crowd which it is expected will go on the excursion.

One important question remains to be solved and that is whether satisfactory rates on the railroads can be secured. Harry Milne and A. P. Walker from the grocers and Charles Spanier and August Roller from the butchers were appointed a committee to confer with the railroad officials regarding rates.

Port Huron and Baw Beese Lake were also favorably considered last night and in case the committee is unable to get the desired rate, the picnic may be held at one of these two places.

Commercial Credit Co., Ltd.

Widdcomb 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.



The Sligh Furniture Co. has increased its capital stock from \$200,000 to \$400,000, the increase dating from May 20.

Hugh McKenzie, of Manistee, who recently opened a branch dry goods store at 108 Monroe street, has decided to move his stock back to that place on account of insufficient room to display his stock and his inability to lease the store building adjoining.

The Home Fuel & Food Co., at the corner of Madison avenue and the Pere Marquette Railroad, has incorporated its business under the same style. The authorized capital stock is \$20,000 and is held in equal amounts by W. B. Fulton, J. W. Colborn, A. S. Colborn and A. C. Rosenberg.

Camillo J. Serfling, Chas. Serfling and J. F. Bennett have formed the Serfling-Bennett Co., Limited, to engage in the office and school supply business. The authorized capital stock of the new concern is \$750, all paid in, being held in equal amounts by the members of the company.

The Produce Market.

Apples—\$3.50 per bbl. for sorted fruit.

Asparagus—50c per doz. bunches.

Bananas—\$1@1.25 for small bunches and \$1.75 for Jumbos. Light supplies and very high prices have kept the business down materially, although this is naturally a good season for the fruit. When the really hot weather arrives there is likely to be a worse condition, as the demand will increase and there is no sign of relief in the shipping situation.

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

Beets—New bring \$1 per box.

Butter—Creamery has declined another cent, being now held at 19c for choice and 20c for fancy. Receipts of dairy are overwhelming local dealers, it being almost impossible to keep the receipts graded as fast as they arrive. Prices are steady on the basis of 10@11c for packing stock, 12@13c for common and 14@15c for choice. Renovated, 16½@17c.

Cabbage—\$2.25 for Florida and \$2.50 for Mississippi; Mobile, \$2.75.

Carrots—40c per doz. for Southern.

Cocoanuts—\$3.50 per sack.

Cucumbers—40c per doz.

Eggs—Local dealers pay 14½@15c on track, holding case count at 15@15½c and candled at 16@16½c. The price is much easier than a week ago.

Game—Live pigeons, 50@75c per doz.

Grape Fruit—\$3 per box of 60 per crate for assorted.

Green Onions—15c per dozen bunches.

Green Peas—\$1.35 per bu. box.

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

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

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

Maple Sugar—10@11½c per lb.

Maple Syrup—\$1@1.05 per gal.

Onions—Bermudas fetch \$2.25 per crate. Egyptians command \$3.50 per sack. Southern (Louisiana) are in active demand at \$2 per sack. Silver Skins (Texas) fetch \$2.50 per crate.

Oranges—California Navels range from \$3 for choice to \$3.50 for fancy. California Seedlings, \$2.75; Mediterranean Sweets and Bloods, \$3@3.25.

Parsley—35c per doz. bunches for hot house.

Pie Plant—50c per box of 40 lbs.

Pineapples—Both Cuban and Florida are now offered, the former at \$3 and the latter 75c higher on the crate. There is a good demand.

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

Potatoes—Old stock is so scarce that it is next to impossible to secure carlot shipments. Local dealers are paying \$1 per bu. New is coming in freely, finding ready demand at \$1.40 per bu.

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

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

Radishes—25c per doz. for hot house.

Strawberries—Much better supplies from Tennessee have lowered the prices quite materially and make the business much better. It is to be hoped that supplies will be regular from now on. Prices range from \$2@2.25 per 24 qt. crate. Illinois berries will begin to arrive the latter part of the week.

Tomatoes—\$3 per 6 basket crate.

Wax Beans—\$1.75 per 2-3 bu. box.

Hides, Pelts, Tallow and Wool.

The hide market is firm and steady. Prices are high. Calf and light stock are in good demand. No advance is looked for, but the late takeoff is sought for, while the long-haired stock is neglected. Tanners prefer waiting for better quality.

Sheep pelts and shearings are well sold up. The demand is good.

Tallow shows more life, with some sales and still large offerings. Prices have firmed up, but while supplies are large, no advance is looked for. Speculators have stepped into the market.

Wools are in short supply in the East, with a good demand at old prices. Holders are not ready sellers at these prices, as the new wools in the States are bringing more money. The strife among buyers in the States has forced values beyond what the Eastern markets warrant. Some heavy purchases have been made in the State the past week at quite an advance. A scant supply seems to stimulate speculation. Prices are not based on the present market.

Wm. T. Hess.

Lansing—Fred H. Shandoin has returned to Lansing and associated himself with J. S. Bennett in the drug store.

The Grocery Market.

Tea—The crop of Japs is not arriving from the interior in such good shape as last year, owing to bad weather. Locally, the market is quiet. Everyone has enough tea on hand to supply the demand and activity is not expected until some new crop shows up, which will be the latter part of next month, probably.

Coffee—The market on Brazilian grades has advanced 40 points during the past week. There seems so much inherent strength in the coffee situation on the present basis, however, that the market is very sensitive to any bull news. Under present conditions the most prominent bears go no further than to state a belief that coffees will remain stationary until the fall months. For this opinion they give as a reason the large receipts, which are always evident the first three months of the crop year. These interests believe that this will serve to keep the market more or less dormant for some time. The statistical position is so strong, however, that it seems as if a radical advance in values should take place as the crop year grows older. Milds are steady and unchanged, and Javas and Mochas are in the same condition.

Dried Fruits—The coast market on prunes shows a decline of a full cent in the ideas of holders in the last few months. Peaches are getting well cleaned up and the market is in better shape than it has been for years. The demand is fair and cheap lots are clearing up. Apricots are strong and healthy and the demand is active. Currants are strong, rather unusual for the season. The demand is light. Seeded raisins are dull and unaffected by the decline, in point of activity. Loose raisins are in better demand, and unexpectedly some of the new-priced goods have already been delivered in the East. These and the old spot goods are now selling at the same prices. This is excepting 2 crowns, however, which are dull and rule somewhat below prices on other sizes.

Canned Goods—The California fruit prospects seem to be slightly mixed and the growers would feel very bad if they should not get the prices as high as could possibly be obtained. A little later knowledge of the crop conditions may give the Association a chance to start the price up. Old stocks are cleaned out in California and the local and Eastern jobbers have no great amount of canned fruits on hand, although there is not likely to be any shortage before the new pack is on the market. There is nothing new in tomatoes. They are plentiful enough to last through the season and the outlook for the new pack is too indefinite to make predictions safe. Corn is very firmly held at the high prices that have prevailed, but is not moving to any great extent. It is too expensive. Cooler weather has had a little effect on the salmon demand, making it a trifle lighter, perhaps, but there will be a much heavier call as soon as the weather warms up. Conflicting reports are coming as regards the pack.

Tobaccos—The market is strong as the result of the shortage of the leaf from which the higher grade goods are made.

Syrups and Molasses—Glucose has declined 10 points, apparently simply because it was too high. Compound syrups have not yet declined at this writing, but are likely to go off a cent a gallon any time. The demand is fair. Sugar syrup is in fair demand at unchanged prices. Fine grades are scarce. Molasses is unchanged. The demand is light, but steady.

Provisions—There have been no changes in the provision market during the past week. The demand gets better as the season advances, but prices on the whole line remain unchanged. Hams are in good demand at unchanged prices. Pure and compound lard is unchanged and in fair demand. Dried beef is unchanged and fairly active. Barrel pork is dull and unchanged. Canned meats are unchanged and in fair demand.

Fish—There have been practically no changes in price during the week, although on the other side some holders of Irish mackerel are holding for \$1 advance. Even on this side some holders are showing a disposition to ask more, but it is still possible to buy at unchanged prices. The undertone is strong, however. Cod, hake and haddock are coming on the market from the new catch. The price is ½@¾c below spot prices, but is maintained firmly on that basis. The demand down East is good. Some new pack sardines have been offered at \$3.25 f. o. b. Eastport. This price is considered too high and there are few takers. The largest packers have not named prices as yet, but will probably do so within the next ten days. The outlook is for a good catch, and it seems conservative to expect the opening to be about \$3. Some business is doing in salmon, mainly red Alaska, and the market is strong. The market is still under the price asked by the Alaska Packers' Association, which is \$1.30, f. o. b. the coast. Some sales have been made during the week at \$1.35 delivered and some slightly under that. Lake fish are quiet and in the ordinary demand.

Three days to cross the Atlantic is the promise of Richard Benjamin Painton, the inventor of "the multiple electric propeller," when his device is applied to a ship which it is proposed to build at a cost of \$2,000,000. Painton claims that the vessel will easily make 40 knots an hour, and that the consumption of coal in producing power will be only one-half the amount used in the ordinary steamship, which takes six days for the passage between New York and Southampton. The plan has been pronounced feasible by expert shipbuilders, and if it actually succeeds, a new era in ocean navigation will be inaugurated.

For Sale or Will Exchange for an A1 Stock of General Merchandise—My fine farm of 160 acres, together with teams, stock and tools. The farm is located at Coopersville, Ottawa county, thirteen miles from city limits of city of Grand Rapids. Call or write if you mean business E. O. Phillips, Coopersville, Mich. 535

Some Problems Which Confront the Dry Goods Merchant.

There is a point where many of the dry goods stores offend and offend without knowing it. It is not confined to the city nor the country but is seen almost anywhere.

It is the practice of crowding the store.

Not with people. That is no crime, and most stores could well stand a little more of that, but crowding with fixtures and stock.

This is particularly objectionable near the entrance. The writer has seen small stores that looked like saloons through the front doors because of the crowded condition of the fixtures near the front.

Right in front of the door there was a great tall display case that almost blocked the way.

Very often in stores that are altogether too narrow for that purpose a counter or table is run down the center.

Now, a table in the center of the store is a good thing on general principles. It is a great place for the odds and ends and for bargains, but it should not be put in unless it leaves a good space on each side.

It may be you think as long as you have room for two persons to pass in your aisles that you have space enough. That may do ordinarily, but there will come times in the duldest of stores when more room is needed.

You may have a sale some day that will bring enough people to block the passage ways. With a counter in the middle and a woman standing at it and another at the counter on the side it takes considerable space for the other customers to get through between them.

If you should have a regular bargain counter jam the trouble would be still worse.

Then it is not altogether from this standpoint that crowding is bad.

It spoils the looks of the store. The best store is one that can be seen very largely from the entrance. That is, when it is all in one room.

There should be nothing tall in the middle of the floor. There should be practically nothing to obstruct the view of the customer as he steps into the store.

If the aisles are narrow and the counters piled high with goods or with high show cases the store has a stuffed-up and stingy appearance that will certainly not draw trade.

Instead of putting tables or counters in the middle of a narrow store—where it seems like a waste of space to let the center go unoccupied—put in a narrow display case or have a narrow table made on purpose for the place. It could be as narrow as two feet and could be used for display only and not to sell from.

Many merchants find this a good place to show shoes or some similar line.

A row of figures displaying wrappers or ready-made suits may be used in such a space, although they are open to the objection of obstructing the view across the store. If used they should not be at the front.

In fact, nothing should be at the immediate front. It is better to leave the first fifteen feet or more entirely unoccupied. It will give a sort of breathing space—a place where people may stand and talk or may meet their friends.

If there is room a settee may be put there.

In the back end of a long store it is less important that the aisles be so free, although they should at all times be sufficiently large that no customer will run the risk of hitting against a display case or a pile of merchandise as he passes through.

Merchandise should not be piled so high as to obstruct the view even in the back end. Often clothing is heaped up until it almost conceals the clerk and the customer and is in apparent imminent danger of toppling over, and burying the first person who touches it.

Sometimes the overhead decorations and the ledge trims, while very pretty in themselves, yet give the customer the impression of making the store crowded. They frequently hide the view to such an extent that the clerks can not see a customer if in another part of the store.

A neat ledge trim or interior decoration of any kind is to be used by all means, but do not cover the show cases with corset forms and similar devices and hang other merchandise on the lines above the counters until the clerk is seen but dimly through the display.

In summer a particularly open store with lots of room for the air to circulate and few hanging displays to obstruct it will be found the most comfortable and the most inviting.

Muslin underwear and lingerie in general are lines that suffer much from handling. They are of dainty construction and of a color that is easily soiled by handling and frequent unfolding.

It is often a problem how to preserve these goods and yet display them and allow the inspection that must be had before anything is bought.

Care on the part of the saleswoman is very essential in handling this kind of goods. While the customer is viewing them they will have to be put out promiscuously, but they should never be allowed to lie unfolded any longer than possible and certainly not over night. When a customer is served the garments should all be folded as they were in the first instance and put back in the box or on the pile from which they were taken.

If the saleswoman is busy she may not have time to do this at once but it should be done before the store is shut up for the night.

Then it will be found necessary to place the soiled pieces on sale at a discount frequently. In spite of all that can be done there will be some soiled in handling.

Do not leave these on the top of the pile. Nothing will drive a customer away any more quickly than to see some once-dainty lingerie all grimy from dust and much handling.

Better put these garments on the bargain counter quick.

Summer is a good season for wrappers and dressing sacques. Then it is that the women wear these garments in the public view more than in winter.

In the latter season they are not shown outside the house but when it gets hot wrappers and kimonos may be seen under the trees or around the summer cottage with considerable frequency.

For this wear the women will naturally want a little better garment than is used in the winter.

Wrapper sales are being held already in various places. They are easy to conduct as the wrappers are a much needed and universally used garment.

Kimonos are the newer form of wrapper that are being used quite extensively and their sale is increasing rapidly. They possess some features that make them superior to the ordinary wrapper and for summer particularly their loose and flowing lines are suggestive of coolness and airiness.

Wrappers can be bought to sell all the way from 85 cents to a couple of dollars. Kimonos present about the same range.

Now will be a good time to get your stock in shape for a special wrapper sale. You need not cut prices but simply get in a good line and advertise it liberally. The women will do the rest.

Get a few good cuts of wrappers and kimonos to use in your advertisement. Do not get half-tones unless the newspapers of your town are thoroughly up in presswork. Otherwise your half-tone picture will look like anything but what it is intended to represent.—Commercial Bulletin.

Regarding Lime Water.

At a recent meeting of the Philadelphia College of Pharmacy Mr. Boring said that his method of manufacturing lime water was to make five gallons at a time, keeping it in half-gallon bottles, which are tightly stoppered, and the solution then filtered as wanted. Mr. William McIntyre declared that he followed the usual method of using the lime over again and marking the lots as they were decanted, and he

thought that the second lot was better than the first. Mr. C. H. La Wall asserted that most pharmacists considered that as long as there was any precipitate in the stock bottle it could be employed for making lime water. Mr. Boring called attention to the fact that some pharmacists make up large quantities of lime water, dispensing it from containers which are not air-tight, and which they give away free of charge. This custom is to be deprecated not only on account of the worthlessness of the product, but because good lime water requires care in its preparation. Moreover, the pharmacist should be recompensed for his skill.

Agricultural co-operation in marketing farm produce became a definite, settled practice in Denmark about twenty-two years ago, and at present it has the most perfect system of agricultural co-operation in the world. Denmark is strictly an agricultural country, densely populated, and limited in area, and the range of intelligence, taking it through all classes, is perhaps as high as, if not higher than, in any other country in the world. Agricultural exports have quadrupled as a direct result of the impetus given to production by co-operation, and Danish farmers are now receiving very much higher prices for their produce than any of their competitors in foreign markets.

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

The Clerk and the Customer Coming Closer.

Did you ever notice how pleased a woman shopper feels when you are able to remember her name and address her as Mrs. Robinson or Mrs. Smith? It is really worth while cultivating the memory in this direction. She is not only flattered—somehow she gets an idea that as you have remembered her name, you have also taken an interest in her wants, and will know her requirements. She will at once have confidence in you and rely on you to help her in making her purchases. And how much easier you will find it to sell her the goods!

Here's where your work may tell in the way of introducing novelties that have just arrived. You may think that she has no need of them and yet can very easily, in the course of her shopping, introduce the subject by simply telling her that you thought she might like to see them. Such courtesies often result in added sales and grateful, confiding customers.

Showing goods immediately, even although they may not be just the quality and kind that the customer desires, is also quite a factor in making sales. If she requests to see a certain article do not embarrass her by asking countless questions. But show a good variety immediately. It is just as likely that seeing the different qualities together will decide her in favor of the better grade, even although more expensive. And even if she makes no purchase, at least you have been tactful and served her to the best of your ability.

How familiar are you with the different departments in your store? It is not sufficient that you are thoroughly conversant with your own. You should at least know where the others are situated, so that you can intelligently direct an enquiring customer. You should also keep yourself informed as far as possible about the new goods received in the other departments, too, and the good things that are advertised each day throughout the store, so that you can casually tell Mrs. Robinson or Mrs. Smith of the "Fine shirt waists that are selling so reasonably," or ask her whether she has seen "Those new silks that came in the other day," or didn't she think "The low price at which the hats were selling was very tempting?"

You may think you don't derive any direct benefit from this, but the success of the store is yours, too, and your part in it is sure to be recognized and duly appreciated.

Why should showing goods be so evidently distasteful to so many? It is true that there are very many people coming each day into the store who have no intentions of buying. And, I agree with you, it is very discouraging to take down box after box or piece after piece and then have to put them all away again without having made the smallest sale. But although your efforts may be futile this time, that customer who came in just to look will certainly need the goods sooner or lat-

er. And then where do you suppose she will go to buy them? At the store where one or two pieces were curtly thrown on the counter for her inspection, or where the clerk willingly and cheerfully showed her not only what she asked for but what the clerk thought she might like? If you were in her place where would you go? On some points we all agree—customer, clerk and critic.

Cardinal Value of a Checking System.

The so-called "poison closet," with a bell or other alarm attachment is a thing I have never taken seriously. I have never used such a contrivance in the course of my pharmaceutical experience—twenty-six years—and do not recall having seen one in any pharmacy that I have visited. I am unable to see what useful purpose a contraption of this kind would serve, beyond making a convenient place of storage for the highly toxic alkaloids. In this, however, it would differ in no respect from an ordinary laboratory closet.

Aside from experience in and mastery of the art of dispensing the only really efficient safeguard against errors is "checking back." The same man who would not think of setting down the sum of a column of figures until he had "proved up" the first addition by going over the figures a second time, will add half a dozen drugs together and never consider it necessary to "prove up" his work by going over the ingredients a second time—mentally "ticking off" each ingredient as he takes them one by one from the counter and puts them back into place.

Most drug stores are started by young men, with a limited capital, and are hurriedly fitted up with little or no planning of the prescription department or laboratory, and with no thought of its proper arrangement for rapid, clean and safe dispensing. An inspection of many newly-started small pharmacies would appear to verify as a fact the hypothesis that in the average pharmacy the founder exhausts his ideas or his appropriation in fitting up the "front store;" the arrangement back of the prescription counter "just happens."

The result is a heterogeneous collection of make-shift furniture and haphazard arrangement of stock that makes double work, defies all efforts at cleanliness and order, and, on account of the dangerous juxtaposition of similar containers thus set at random, multiplies the risk of dispensing errors. "Laboratory Economy" is a subject that should be given more attention in our pharmacy schools.

Proper classification and storage of stock, and individuality of containers (using the original container whenever possible and the uniform glass-labeled shelf bottle as little as possible) are not only safer, but far more businesslike than the rather ridiculous little poison closet containing but a few of the many poisons in stock.—W. A. Dawson in Bulletin of Pharmacy.



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Entered at the Grand Rapids Postoffice.

B. A. STOWE, Editor.

WEDNESDAY - MAY 25, 1904

RAILWAY ACCIDENTS.

Very much less attention is paid in this country than should be the case to railway accidents. More people are killed and injured in the United States in a single year than would be the case in several important battles. While occasionally an accident of more than ordinary destructiveness to life arouses public indignation the vast majority of fatal accidents on railroads pass practically unnoticed.

The Railroad Age publishes the figures of killed and injured during the last three months of 1903, and the showing is certainly disquieting. According to the Age, "the number of persons killed in train accidents during the last three months of 1903 was 446, and of injured, 3,178. Accidents of other kinds, including those sustained by employes while at work, and people getting on or off cars, etc., bring the total number of casualties up to 14,485—1,166 killed and 13,319 injured. There was a total of 147 passengers killed and 1,148 injured, all of whom, with the exception of fifteen injured, suffered in collisions or derailments. The figures are discouraging, indeed, and comparing the record of the three months in question with that of any other previous three months since the beginning of the bulletins, we find an increase of about 150 per cent. over the highest previous figures."

This is certainly a most disastrous showing and is out of all proportion to what ought to be the natural and inevitable loss through accidents on our railroads. The Railroad Age, in order to furnish some basis of comparison with a more reasonable waste of life through accidents, gives the figures from the British Board of Trade for 1903. These figures show that only twenty-five passengers were killed on British railroads during the whole of last year. "It will be remembered," says the Age, "that during the year 1901 no passenger was killed in a collision or derailment on the railways of Great Britain, and that in the year 1902 six passengers only were killed from this cause. In the great increase which took place in 1903, however, almost all of its accidents were due to a collision of unusual sort at Glasgow, where seventeen passen-

gers were killed; and yet, with even such a tremendous proportionate increase, the British mortality for one year is but one-sixth of the mortality in this country for three months."

Granting that there is a greater mileage of railroad in this country, the proportionate travel is probably greater in England than here. What, then, is the explanation of the fewer fatal accidents, or rather, the almost total lack of accidents, in that country as compared with the frightful mortality on our American roads? The exact solution is probably not easy, but the most natural explanation that will come to mind is that the British roads are better managed and that they are held to a much stricter accountability by the authorities. Another reason also is the total absence of all grade crossings in England and the universal employment of the best of safety devices and signals, the block signal system being practically universal.

When an accident happens in this country there is no other investigation of it than that made by the coroner of the place where the fatal accident occurs. No one is ever held accountable, and where nobody is actually killed, there is not even a coroner's investigation. The ability of the train crews is determined solely by the companies themselves, and when an accident occurs they are subject to no other penalties than the company itself determines to impose. It not infrequently happens that to be certain of favorable testimony in damage suits culpably negligent employes are retained.

What is needed is some governmental system of supervision, a sort of official investigation into the cause of accidents, with a view of fixing the blame and punishing the guilty parties, if any such are found. Such an investigation could be conducted effectually only by the Federal authority, as nearly all the railroads are interstate, and therefore could not be reached as readily as could be wished by local authorities. Something certainly should be done to check the recklessness of our railroads in killing and injuring their passengers.

ARMOUR GREED.

Growers and shippers of fruit have a possible opportunity to secure relief from the Armour refrigerator car monopoly by appearing before the Inter-State Commerce Commission at Chicago on June 2 and entering a protest against the unjust exactions of the monopoly which has been saddled upon the country by the railroads. Unless this abuse is curtailed Armour will, in a short time, have the fruit business of the country under control to that extent that he can dictate prices to the grower as well as to the purchaser, and the dealer in fruits may as well find some other occupation. The situation is a serious one, due to the inordinate greed of the Armour institution, and the Tradesman urges everyone who has suffered from the conspiracy, or who is likely to suffer therefrom, to improve the opportunity of securing a hearing at the time stated.

ANOTHER REAL REASON.

Again almost with the certainty-of the seasons has risen the often-coming and as often-discussed question, "Why does not the young man go to church?" This time the reason has come down to this, "Because the church does not give him anything to come for." If the clergyman knew his business there will be no trouble about the young man. Bright and early as the Sunday sunrise would the young man be up and sitting on the church doorstep if he was only certain of listening to a sermon from a man who strikes from the shoulder and hits his mark every time. On the contrary the average pulpit work is vapid and meaningless. It is all questionable theory and a jargon of words. The young man is tired of it and stays away.

Without question there is often truth in the statement. The minister is frequently a man "who can't preach for sour apples," but while that is given as a reason for non-church attendance it is rarely if ever the real reason. Public opinion in America has set its seal of approval upon church-going and the young man, together with the old man, in the face of that approval has not the courage to say what both know to be true—they simply don't want to go. The answer to the inevitably-following Why? will vary with the individual, but sooner or later the truth will out, "Simply because I don't." And the truth behind that truth? The spirit of personal freedom asserting itself. Against what? Against the needless and often irritating restraints of home life.

"I can remember and so can you," recently said a hunted and badgered human animal brought to bay, "being forced to go to church Sunday after Sunday to listen to a man talking to the old folks about something which I wasn't expected to understand. My legs were not long enough for my feet to touch the floor and if I sat near enough to the edge of the seat to bend my knees I had no support for my back, so that for a good hour and a half I ached all over and twisted and turned, to be frowned upon with a whispered promise of a whipping if I did not sit still and listen. Church was followed by the Sunday school, another species of torture, and that by a long afternoon of restraint when the old folks read and the young ones wished it wasn't Sunday. I rebelled against the Sunday school when I had grown to man's stature; but when at twenty-four I took my wife to church the old thradloom returned and first for 'the speech of people' and then for the sake of the example to the children I went on with the weekly grind until Tom was old enough to know the difference between chalk and cheese and then I stopped. I've had enough of it and I don't go to church simply because I don't want to. There you have it, and don't let's talk any more about it."

With no desire to argue the question it seems that the reason why the young man does not go to church is because his father does not and will not and the boy so influenced—

he knows the difference between chalk and cheese—followed easily and naturally in the paternal footsteps and the sanctuary which knew him once knows him no more; and fifteen hundred young men out of every six thousand one hundred and ten is the result.

It is submitted, then, that the man in the pulpit must aim his guns at the middle-aged men of his congregation. It is submitted that he has depended too long and too much upon the wives and the mothers of his church to fill his pews on Sunday. He certainly can find no fault with them. For years there has been the weekly rounding-up and childhood and manhood alike testify to the faithfulness and the thoroughness of that work; but that done the fodder furnished has lacked even the salt which the flocks and the herds upon the plains are sure to receive. What wonder, then, that they sniff at and toss aside the dry hay with the taste of the sweet green grass still with them and still growing beside the still waters out there on the other side of the church paling which shuts them in! And what wonder that the young blood jumps over the paling and runs by the open gateway whenever a chance is offered!

The press more than respects the pulpit and has no desire to teach its occupant his duty; but if the young man is to be found in the pew Sunday after Sunday there will have to be a change in the weekly menu. In this land of corn and wine the husks that the swine did eat will in no instance be accepted. The animal with two legs wants salt on Sunday in common with the brute of four, and he will have it or the cowboy will have no end of trouble at the round-up. The mature life that refuses to go in, because it has had all the husks and bog-hay it is going to have, must be fed with timothy and herd's grass and salt—will the herdsman kindly mind that?—until sure of getting what it wants. Maturity will come early to the bars eager to go in the moment they are let down. That maturity will not go in alone. The young will be there in crowds. They early learn the difference between chalk and cheese, as early show their preference and father and son together will partake of and enjoy the palatable food provided. Youth is instructed in no way better than by example and the clergyman who remembers this and governs himself accordingly will find no difficulty in gathering in the fifteen hundred young men of his congregation wandering now in green pastures and preaching to them the words of eternal life.

It sometimes happens that the man who has a wife and an automobile has two unmanageable things on his hands at once.

You may have observed that a bachelor can hold a baby almost as awkwardly as a woman can throw a stone.

Although the giraffe carries his head higher than the porcupine, the latter is more stuck up.

THE CONSERVATIVE PEOPLE.

The political enfranchisement of the whole body of the people in this country and in Great Britain happily disappointed the fears of the more conservative classes, both in the Old World and in the New. There was naturally less uneasiness on that score in the United States than in the mother country. The enactment of so moderate a measure as Lord Grey's Reform Bill, in 1832, was deprecated and most strenuously resisted by the British aristocracy as a long step in the direction of revolution and anarchy. The immediate effect of that measure was simply to give a greatly-increased share of political influence to the middle classes in the towns. It is evident enough, now, that the rapid growth of industrialism and the increased power of wealth had rendered the advance inevitable. As a matter of fact, the land-owning aristocracy speedily discovered that neither its social nor its political prestige had been taken away. More than thirty years were to pass before the working class should be accorded the franchise of suffrage, and thus enabled to take part with the middle class and the aristocracy in the government of the country. But again the opposition was intense. The great manufacturers and merchants of Great Britain were as averse to the political elevation of the proletariat as the old aristocracy had been to that of the class immediately below them in the days of William IV. And yet, again, the prophets of evil were put to shame. It is true that in both instances certain practical reforms in the interest of humanity and justice followed the extension of the suffrage; but the foundations of society were not attacked, order was preserved, and the material prosperity of Great Britain advanced, as Mr. Gladstone expressed it, by leaps and bounds. It is true also that the political influence of the great Tory houses apparently suffered some temporary abatement; but both Grey and Gladstone lived to see the Tory party recover the control of the government of Great Britain. The present Conservative party—a combination of Tory and Liberal Unionists—is indebted, most of all, to the support of the working class for that prolonged tenure of office which it seems now about to relinquish.

The Government of the United States is a Government by the people under certain limitations imposed by the people themselves, or by the various political communities known as the several States. It has been in the main, nevertheless, a conservative Government. In the one hundred and sixteen years of its actual operation it has undergone fewer organic changes than any European government, with the possible exception, of Russia and Turkey. The Democratic party, coming into power with the administration of Thomas Jefferson in 1801, retained control of the Government throughout nearly the whole of the period intervening between that date and the outbreak of the Civil War. Such changes as have been actually made in the organic law of the Union, either by constitutional

amendments or by judicial interpretation, can hardly be said to owe their origin to popular suggestion. Violent departures from traditional policy have been occasionally proposed, but, as a rule, the sober second thought of the people has prevailed and the country has escaped political revolution—unless, indeed, those terms are applicable to the changes effected by the process of Reconstruction after the War of Secession.

While, however, so much can be claimed for the conservative temper of the people trained under the long-established institutions of Anglo-Saxon law and liberty, it must be admitted that certain changes have occurred which have in certain quarters altered the popular point of view in respect to the proper organization of society and the limits of civil authority. These changes have been induced by causes which at first sight appear rather of an industrial and commercial than of a political nature; but their continued operation has at last given them a very serious political significance. Probably a great majority of the people of this country are thoroughly convinced that they are oppressed by industrial and commercial combinations from which only the Government can provide any adequate relief. The duty of the Government in relation to this matter constitutes, perhaps, the most important issue in Federal politics to-day. There is an impression in the minds of many radical thinkers that there is no way out of the trouble except by the adoption of some thoroughgoing socialistic remedy. Government supervision and ownership, confiscation—these are some of the remedies proposed. On the other hand, there is a large class of working people who, taking the ground that nothing can be accomplished by governmental action, propose to offset one monopoly with another. On this ground a labor union comes to terms with a trust, the terms of the arrangements being substantially as follows: You may go ahead as long as you please putting your own price on your own products, provided that you employ us exclusively and on our own terms.

As yet the great body of the people are divided between the two great national parties, but there is always a danger that the leaders of these organizations, in their eagerness to win votes, will seek to effect some compromise with the smaller, irregular parties, which, by reason of their comparative weakness, are always ready to offer their support in return for a concession.

Holland has no patent system of trade-mark laws. Certificates of origin are not required. An exception, however, is presently to be enforced with respect to importations of sugar, since Russia has not subscribed to the Brussels Convention.

The United States employed 10,555 men in distributing mail last year. The cost, distributed among 1,400 lines, was \$63,590,000. In 373 accidents to mail cars eighteen clerks were killed and seventy-eight seriously injured.

BRITISH POLITICS.

The experiences of the present session of the British Parliament have had a tendency to strengthen the government, which seemed tottering to its fall when the session opened. Mr. Balfour has shown adroitness and skill as a politician which his admirers scarcely suspected, and his enemies had no idea of, and there seems to be no reason to doubt his ability to retain power for a year and more longer, should he so desire. The attacks made on the government by the Liberals and Nationalists on issues that were not vital have rallied the Unionist side and there is now small chance of an adverse vote in the House of Commons. Even the Liberals have reconciled themselves to wait until the Ministry themselves fix the date of dissolution, feeling confident that when that time comes, be it sooner or later, the country will return a Liberal majority to power, although there are some members of Parliament who do not share that confidence.

The government has safely tided over the crisis of the annual budget, although it was necessary to increase taxation to overcome a deficit. In fact, the Ministry adroitly turned the increased taxation to its advantage by showing that it was the only alternative left by strict adherence to free trade principles. The negotiation of the treaty with France was also a distinct victory for the government, as the advantages of that treaty are so conspicuous that its successful consummation can not but reflect very favorably upon the Ministry responsible for it.

Despite the strengthened position of Mr. Balfour and his Ministry, there can be no denying that the masses of the electors are gradually losing faith in the government and would intrust the Liberals with power did they feel altogether certain of their attitude on foreign questions. The treaty with Japan, as well as that with France, would, it is feared, be utterly impossible under a Liberal government, and the contrast of the very beneficial effects of these treaties has undoubtedly been of advantage to Mr. Balfour and his party. Several matters of domestic policy, however, have created great antagonism, such, for instance, as the Edu-

cation Bill, the bill for the compensation of owners of public houses whose licenses have been revoked, and the Chinese labor measure for the benefit of the Transvaal mining district.

Mr. Chamberlain has expressed the hope that the life of the present Parliament could be prolonged for another year, so that in the meantime he might have a chance for a fresh campaign in the interest of preferential tariffs and protection. The increased tax burdens and hard times are both working in favor of protection, Mr. Chamberlain believes.

There is another reason why Mr. Balfour desires to retain power for another year, namely, the passage of a reapportionment bill. Although the drift of population has changed greatly since the last apportionment bill the situation, when Mr. Gladstone adopted the policy of giving larger representation to the small and thinly-populated districts than to the more densely-populated districts of England, Mr. Gladstone's theory was that the farther away from the seat of government the greater need of large representation. It so happened, without doubt intentionally, that this theory chimed in perfectly with Mr. Gladstone's Liberal and home rule policies, as it gave relatively large representation to the thinly-populated districts of Scotland, Wales and Ireland, and small representation to the densely populated districts of England, and particularly London.

Mr. Balfour proposes a new apportionment measure, based entirely on the voting strength, which is practically a population basis as it is in this country. Of course, such an apportionment would greatly increase the representation of the thickly-populated Unionist and Tory districts of Middle England and diminish the representation in Wales and Ireland, and possibly also in Scotland. It is certain that the opposition will bitterly fight such an apportionment bill, but granting that it will benefit the government, there is no denying that the voting or population strength is a proper apportionment basis. It is understood that Mr. Balfour will endeavor to retain power until he passes a new apportionment bill.

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WON HIS SPURS.

By Application and Strict Attention to Business.

Written for the Tradesman.

The man at the desk was conscious of a darkening shadow and looking up at the earliest opportunity saw what he then and there named "a specimen." It—that seemed the fittest pronoun then—looked down upon him from a towering height, and but for a single something would have soon been casting its shadow outside the still open office door. That something was the head piece. Its shock of hair had been clamoring for weeks for the barber's shears; it was faded by the sun until its tint suggested the frost-killed grass of October; the features of the overgrown seventeen-year-old were in that uncertain state which can be regarded as only a caricature of the almost hidden manhood; but as it looked down into the face of the man at the desk its earnest good nature, while it displayed the unrestrained strength and freedom of the everlasting hills, told to him who could see it and hear it the old sweet story of the farm away off among the New England uplands with the orchards bursting into bloom and the windows of the little farm house hiding itself behind the purple lilac plumes.

That was what Richard Underwood, the merchant, saw in the face before him, and while he knew what the specimen's errand was he was in no way desirous of relieving the boy of his embarrassment or of shortening the interview. He had been wanting for days to break away from that desk covered with letters and, leaving the city behind him, to get back to the old farm that he had carried in his heart since the day he left it some twenty—was it twenty?—years ago. He wanted to sneak off after breakfast down through the orchard and with his fish-line in his pocket get away unseen to that brook of his that knew him and loved him and gave him always a string of trout to be proud of when he got ready to go home. He wanted to break off and fasten in his button-hole a red-splashed cluster of apple blossoms. He wanted to hear again in the dew-washed air of the spring morning the call of "Bob White" from the topmost fence rail of the maple-shaded lane. He wanted to see with his own eyes on the very top of the big chestnut down in the pasture the brown thrasher that used the topmost twig for a swing and listen again to the song that flooded the cool, fresh morning with its matchless melody. He couldn't; and when the big boy came in bringing with him all these delights he pushed the letters away from him and made the most of his unexpected opportunity.

"Well, young fellow, can I do anything for you?" he asked, looking straight into the country landscape that the boy from the farm had unconsciously brought in.

"W'y, you see the way of it is, I've got tired of working hard all the year on the farm and then not

having anything to show for it. Father he saw that I was getting discontented and he finally told me that if I wanted to I might come here and see what I can do. He happens to know you and he thought, maybe, if you didn't want me yourself you might put me in the way of finding a place, without putting yourself out any. We live in Bellingham. His name is Robert Appleby and I'm his son Tom. You don't happen to want a hand of my size and make, do you?"

Ordinarily the answer would have been a short one; but the boy had brought in a breath of the country with him and the man finding it sweet to his nostrils determined to make the most of it.

"Bob Appleby? Of course I know him and old Bellingham is my old camping ground. So you're Bob Appleby's boy? How old are you, Tom?"

"Seventeen years old last October. Father said he didn't suppose I'd be worth much, but I'd got to begin some time and now's as good as any. Do you think you want me?"

"Country's looking pretty fine now, I s'pose? I wonder if you know anything about that brook that comes tumbling down the hills into old Bradley's saw-mill pond, just a little way back from the Franklin road?"

"I guess I do."

"Did you ever follow it up to where it's eaten away the bank from under a big white pine tree that's fallen, or would fall if a big oak would let it, across the stream and made a place that the trout like to get into and hide in?"

"I'll bet I do. I was there day before yesterday and came away with ten, the biggest one a two-pounder that I've been trying to get for the last two years. The trouble was I couldn't get up there early enough and the least sound would scare him. When I knew I was coming here I made up my mind to make one more good trial for him. I went up there the night before with everything all ready, and as soon as it began to be light I dropped the fly and pretty soon after I had him!"

Richard Underwood was staring at the boy before him, but he didn't see him. Instead he saw the spreading pool of a winding stream, overhung with a falling pine, and there on the eaten-away bank was "a barefoot boy with cheek of tan," fishing-rod in hand, longingly eager to land a trout that twenty years ago had for more than two years baffled that same cheek-tanned boy. He, too, had landed him, and the old-time victor was contented to gaze at the recent victor without saying a single word. The latest prize-taker finally broke the long silence.

"Do you think you can give me a job?"

The merchant struck his callbell and soon after his general manager came in.

"Mr. McIntosh, I want you to shake hands with Tom Appleby. He



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wants to become one of us and I want him to. He comes from my old neighborhood, Bellingham, and he's been fishing in my old trout pool up in the Bellingham woods. He caught the biggest trout in the pool and so did I. Give him the best you have and help him on as fast as he can stand it. Good morning, Tom. We'll see more of each other later on."

The general manager looked queer as he left the front office followed by the tall gawky country boy, and the clerking corps had no end of fun at "Gawk's" expense from that time on for a good many days and weeks. Only one thing stood by the lad during these days of trial: his eagerness to do aptly and rapidly whatever came to his hands. His intensity prevented him from seeing that he was made all sorts of fun of; and it was just here that the fisherman in the front office gave many a good turn to his kinsman in the basement. It was through his agency that Tom found an excellent boarding place in a family that made him one of them and so rounded and smoothed many a sharp angle and ragged corner which otherwise would have been a decided detriment to him.

To those who watched "the gawk" the change in him was as astonishing as it was unexpected and rapid. His first hair-cut was an eye-opener to those who were interested in him. The fine head, shorn of its fleece, was a joy to behold. The girls in the family where he boarded gave him a hint about holding himself erect and back went his shoulders and out came his chest—both to stay—and it was not long before the people of the house began to call attention to Gawk's straightening up and to admire the way in which he was beginning to carry himself.

It was during this early transformation process that Mr. Charles Egbert Wentworth deemed it proper to give Gawk a combing. He did not at all approve of the fellow. He was a country Jake, bone and sinew and marrow. He questioned much the advisability of admitting to the house a man so evidently a clown from crown to toe. Then, too, it was plain that he came of no family. His manners were of the earth earthy and while he didn't drawl and didn't do it through his nose there was every indication that he belonged to that class, which was just as bad. He hoped the chap would stay on his own side of the fence and not claim fellowship with the rest of them.

That is just what Tom Appleby did. For more than five years he stayed on just his own side, of the fence, but every minute of the staying was profitably accounted for. Every move he made was always onward. Sometimes, indeed, the progress was slow, as the closely treaded spiral has to be, but it was movement and in the right direction, and when one day an unexpected removal occurred just above him, a position that Wentworth had

long been looking for and hoping for, it was Tom Appleby with his uncouthness that went into the place with the determination of staying in it.

Then was the time the funmakers of the gawk opened their eyes—Charles Egbert Wentworth the widest of all. Blinded with his own conceit, he was not aware that Tom Appleby was meeting him on his own terms, discounting him and forging ahead of him. He had lived with him and worked with him day after day for all those years simply tolerating the fact of his existence and Tom, keeping on in the even tenor of his way, had grown into a handsome, wholesome and robust manhood, making friends on all sides and proving himself in every instance worthy of the increasing confidence placed in him.

It was inevitable that sooner or later the social circles of the two young men should intersect each other, but when one night the same "best" circle brought them to the same "distinguished" dinner table it was Wentworth's lady fair who made that dinner a memorable one for him.

"Mr. Appleby? Oh, yes; Miss Underwood has long been looking upon him with the kindest eyes."

"But I thought the Underwoods were such sticklers for ancestry and blue blood and all that sort of thing?"

"So they are; but, dear me! you ought to know that Mr. Appleby has some blue blood that he's proud of, too. He never makes a parade of it, he's quite Western in his ideas in regard to it; but there isn't in all New England a family that has a prouder coat of arms than the Applebys."

"Well, there's the money view to be taken into account. Does Appleby meet the requirement in that respect? His salary is by no means an enormous one."

"Perfectly. He came into the store with the desire that only his own exertions should lift him into the places he was fit for and that all along he has insisted on; but the Appleby millions are his and if report is true he is going to come into possession of them soon. It's strange you haven't known this. I suppose you know that the firm are to take him in at the beginning of the year?"

"I didn't know."

"Yes, Mr. Appleby goes in at the beginning of the year; they are to be married in June and after a six months' trip abroad he is to come home and go on with the house. I didn't know it until the other day; but Mr. Appleby tells me that it has all been brought about by the fact that Mr. Underwood and he used to fish in the same trout pool! but Mr. Underwood affirms on oath that it is simply another instance of a young man's winning his commercial spurs by a strict attention to business."

Richard Malcolm Strong.

Some people seem to regard consistency as a paste jewel.

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Just watch me!"

Make your mouth water—make
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The best dish for good diners.

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BUTTER AND EGGS

Observations of a Gotham Egg Man.

It has lately been evident that speculative buying at country points had lost a good deal of its former vim, for offerings at seaboard points have increased and easier prices have been named. Possibly the reduction in price has not been more than would offset the average loss of quality due to the advancing season, but it has certainly been as much as this. Last year May prices ruled a little higher than in April notwithstanding the loss of quality and the easier feeling now apparent is due not only to the extremely high prices at which April storage was conducted, but because supplies are keeping up on larger scale than usual. Production in the Southerly Western sections is remarkably large for May and there are only a few points in Central and Northerly sections where any material reduction of collections is as yet reported.

Eastern buyers are now being importuned to make offers for storage packings from shippers at a good many important Western points and I hear of a good many purchases at fully 1c below the prices ruling two weeks ago. Good marks of Northern Missouri and Kansas storage selections have been obtained at 17½c net delivered here, and Iowa and Northwestern lines have been obtained at 17¾@18c, although there are still some especially favored brands for which higher prices are asked. Prices for stock at country stations appear to have been reduced 1@1½c from the highest point.

Eastern egg storage is proceeding at a rapid rate and we are gradually crawling up on last year's figures. Here in New York I estimate the accumulations on May 14 at about 240,000 cases against about 290,000 cases at the same date last year. Boston reports 97,958 cases at the end of second week in May against 145,286 cases last year, but the comparison is made with the same day of the week, which last year was May 16; we should therefore figure on say 140,000 cases for May 14, 1903; Philadelphia had about 69,000 cases at the end of last week; Philadelphia's holdings at this time last year are reported by the warehouses at about 88,000 cases. On this basis New York, Boston and Philadelphia would show a total on May 14 of 407,000 cases, against 518,000 cases last year and against this shortage we must figure on an excess of fully 100,000 cases (probably more) at Chicago. The Chicago estimates are conflicting, but when we find that receipts in that city since March first have exceeded those of last year by 150,000 cases, and when we estimate the effect of a higher level of prices, we must give credence to the estimates of accumulation that correspond reasonably to the known conditions. There is now very little

doubt that by the first of June the storage holdings in Chicago, New York, Boston and Philadelphia, taken together, will exceed those of the same date last year. And one does not have to study the situation very far to conclude that the chance of being compelled to draw upon stored eggs in the early summer, as we did last year, is very slim; on the contrary a continued liberal accumulation during June and July is much more probable, judging from the present scale of receipts and the late beginning of free Northern production.

In conversation with P. W. McLagan, a prominent Canadian exporter who visited New York last week on his way home from England, I asked for a description of the "glycerined eggs" which are shipped in considerable quantity from Canada to Great Britain. Mr. McLagan informed me that glycerined eggs were preserved in pickle, the same as the familiar limed eggs, but that they were subjected to a later treatment for the purpose of removing the lime from the pores of the shell and substituting a soluble sealing material. The advantage is that the eggs can then be boiled without cracking. He said that although they are called "glycerined" the material is not glycerine but a secret preparation, the composition of which is not easily found out.

I should think such treatment would increase the value of limed eggs in this country, also, by giving them a wider market, and that Yankee ingenuity ought to be equal to discovering some material which would accomplish the result.—N. Y. Produce Review.

Interesting Decision on the Subject of Bob Veal.

A very interesting and important "bob" veal case, in which the constitutionality of the New York State law concerning such meat was attacked, was heard by Justice Wright, of the Supreme Court at Utica, recently. The importance of the case hinges upon the fact that it was the first of its kind to be heard in this State under the present law. It was that of the people of the State of New York vs. Frank K. Roberts, of Holland Patent, for an alleged violation of Chapter 30 of the Agricultural Laws of 1902, and the amendments and additions to the laws, providing that no person shall slaughter for the purpose of selling for food any calf under four weeks of age, unless properly tagged for shipment.

The tag which is alleged to have been affixed to the carcass bore the words, "four weeks old," or "over four weeks old," and "not for food." The calf was shipped to a concern in New Jersey, which the plaintiff alleges dealt in food meats.

Testimony was taken as to the character of immature veal and its fitness as food and also as to the date of shipment of the carcass in question. The defense offered no testimony, but made the usual motion of dismissal. In support of his motion, the attorney argued that "no right had been shown for the beginning of

Butter

I want fresh butter all the time, the year around. Never saw so much held butter at this time of year before; a grade that nobody wants. If feed conditions this year are like last year's, there is going to be a heavy over-production and practically no export outlet whatever.

Russia, Siberia and Australia are furnishing the English people more medium grade and creamery butter than they know what to do with so that even Canada has no show and our country is left high and dry. Our country merchants must look for rather low prices this summer. Nothing can hinder it unless there is a drought and with the experience of the last two years, a drought looks mighty uncertain.

Whatever you do, do not hold your butter back. Keep it moving.

E. F. DUDLEY, Owosso, Mich.

We Want 20,000 Cases Fresh Eggs This Week

Phone or wire at our expense.

Get our price before selling.

We have the money and nerve to pay extreme prices.

Grand Rapids Cold Storage Co., Grand Rapids

Cold and ordinary storage for

Butter, Cheese, Eggs, Poultry, Dried and Green Fruits, Etc.

Ship everything to us.

We will sell it for you.

We Buy and Sell All Kinds of Produce

Warner's Oakland County Cheese

Not always the cheapest,
But always the best

Manufactured and sold by

FRED M. WARNER, Farmington, Mich.

Send orders direct if not handled by your jobber.

Sold by

Lee & Cady, Detroit

Lemon & Wheeler Company, Grand Rapids

Phipps-Penoyer & Co., Saginaw

Howard & Solon, Jackson

the action; that the defendant had not been proved guilty of slaughtering the animal for the purpose of selling it for food; that the carcass had not been shown to be in an unhealthy condition; that it had not been proven that the carcass was under four weeks of age or falsely labeled; that no State statute was in existence prohibiting the shipment of a calf's carcass from New York State to any other state; that no statute prevented the shipment by the defendant of the carcass from Holland Patent to the New Jersey concern; that Section 70 of the Statute, known as the Agricultural Law, which was passed in 1902, is unconstitutional in that it attempts to prevent persons from shipping from this to other states; that this claim exceeds the authority of the State Legislature and is in contravention to the Constitution of the United States; that when the carcass started on its journey to New Jersey it ceased to be a part of the property of the State and was not under its jurisdiction, and that any attempt to seize it was an invasion of the defendant's property rights and authorizes the taking of private property without due legal process or judicial proceeding.

After a recess of five minutes Justice Wright granted the motion, and the suit was dismissed. In announcing his decision, the justice said: "The statute under this action provides that no carcass shall be offered for sale for food unless it shall be in good, healthy condition and four weeks of age. I think that the testimony in this case shows that this carcass was not slaughtered for the purpose of offering it for sale and, therefore, dismiss the action." He refused to pass upon the merits of the Inter-State Commerce Law, the much mooted question in the case.

Cramming Machine Being Displaced by Crate Fattening.

Crate fattening, briefly described, consists in penning in crates fowls that are intended for market, keeping them confined two weeks or such a matter, and feeding them special, easily-digestible foods, with the object of quickly increasing their weight, softening the flesh and improving its grain and flavor.

Canada has made rapid strides in this direction during the past two or three years. Up to January 1 of this year no less than sixteen fattening stations had been established by the Dominion government and tens of thousands of chickens were put through the crate fattening process. The results were generally satisfactory, which fact has led the government to arrange for the establishment of several more experimental fattening stations in the Western provinces.

Up to the present time crate fattening does not seem to have been practiced to any considerable extent in the United States, although we understand that experiments have been made in some of the Eastern States, notably in Massachusetts.

While crate fattening is producing satisfactory results and increasing in popularity, the machine method of cramming fowls is growing less popular, even in the European countries where it was practiced extensively a few years ago. We are reliably informed that English market poultrymen who tested thoroughly the enforced fattening of fowls by the use of the cramming machine have one by one abandoned it in favor of the more natural method of crate fattening. The same is true of Canadian poultrymen. The experiments made thus far in this and other countries have not borne out the claims of the cramming process enthusiasts. On the other hand, crate fattening can be practiced conveniently and without much additional expense by market poultrymen and farmers generally, and as the results seem to be quite satisfactory, we look for a rapid growth in the popularity of this plan of improving table fowl.

Marquis Ito, of Japan, in a letter to Henry Clews, of New York, expresses gratitude for the sympathetic attitude of this country which, he says, is "a great encouragement to us in our faith that in fighting for our own future security and undisturbed enjoyment of the fruits of civilization we are to a certain extent fighting also for the common cause of all. The constant policy of Russia in this part of the globe has steadily inclined toward monopolization of natural resources of the country she conquers and annexes. In fighting for our own interests we are at the same time fighting for the principle of 'fair competition all around.'"

A leading medical journal argues that antiseptic cleansing of boots and shoes is needed as a hygienic measure. It is urged that the ordinary way of keeping foot covering presentable is well calculated to spread throughout houses the germs of disease which may be brought in from the streets. Another point is made that the inside of a shoe is never cleaned. In time of cholera epidemics it is claimed the mortality has been unusually high among bootblacks, and from that fact the inference is drawn that the microscopic seeds of death must be uncommonly numerous on shoes and other covering for the feet.

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

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.

Buyers and Shippers of
P O T A T O E S
 in carlots. Write or telephone us.
H. ELMER MOSELEY & CO.
 GRAND RAPIDS, MICH.

Storage Eggs Wanted

I am in the market for 10,000 cases of strictly fresh eggs, for which I will pay the highest market price at your station. Prompt returns.

William Andre, Grand Ledge, Michigan

Fresh Eggs Wanted

Will pay highest price f. o. b. your station, cases returned. Wire, write or telephone.

S. ORWANT & SON, GRAND RAPIDS, MICH.

Wholesale dealers in Butter, Eggs, Fruits and Produce.
 Reference, Fourth National Bank of Grand Rapids.
 Citizens Phone 2654. Bell Phone, Main 1885.

GREEN GOODS are in Season

You will make more of the Long Green if you handle our Green Stuff.
 We are Car-Lot Receivers and Distributors of all kinds of Early Vegetables
Oranges, Lemons, Bananas, Pineapples and Strawberries.
VINKEMULDER COMPANY
 14-16 Ottawa Street, Grand Rapids, Mich.

E G G S

We Need More

You haven't tried our new proposition to Egg Shippers, have you? Why not?

Money in it

Wire at our expense for stencil.

Harrison Bros. Co.

9 So. Market St., BOSTON

Reference—Michigan Tradesman.

Fresh Eggs Wanted

Will pay highest price F. O. B. your station. Cases returnable.
C. D. CRITTENDEN, 3 N. Ionia St., Grand Rapids, Mich.

Wholesale Dealer in Butter, Eggs, Fruits and Produce
 Both Phones 1300
 Distributor in this territory for Hammell Cracker Co., Lansing, Mich.

Egg Cases and Egg Case Fillers

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

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

R. HIRT, JR.

WHOLESALE AND COMMISSION
Butter, Eggs, Fruits and Produce

34 AND 36 MARKET STREET, DETROIT, MICH.
 If you ship goods to Detroit keep us in mind, as we are reliable and pay the highest market price.

GOOD CITIZENSHIP.

Young Man's Duty To Himself and the Community.*

Your presence here in this institute is a warrant that you are looking forward to a life of work; that you are going to work; and each of you looks to his own course in life. You will be brought into immediate contact with the man who works, on the one side, with the brains that invent, and discover, and organize, and employ labor; and, on the other hand, with the men who execute and produce. The perpetuity of the institutions to which you are indebted for your opportunities in life depends upon those who are not at war, not enemies, not one on one side and the other on the other, glaring at each other as savage foes, but who are upon the middle ground of reason, united by the thought of capital being made reasonable and fair in its dealings with labor, and labor being made reasonable and fair in its dealings with capital, so that there shall be a public sentiment which will constrain the unduly grasping and selfish and overreaching men who are trying to get with their capital all there is, and which will constrain the violent, aggressive, and inconsiderate laboring men who are trying to burst the bands of capital and sweep away the capitalist.

It rests with you and the other young men of America like you, who are going out into the world to work for themselves, to work for their country, for their homes, for the generations that come after them, to make one ideal stand for the capitalist and for the laborer—the ideal of fairness in the country's institutions.

There is unison up to a certain point; up to the point where buying is done, there is absolute unanimity; but the capitalist can not make a profit upon his money until orders are received for the things he manufactures and the things he manufactures can be sold at a profit. The workman can not make his home and educate his children until the orders are received. Thus far they stand together. When we go beyond that, if both sides are fair, then there is reciprocity of interests. If either side is unduly grasping and unfair, then strife begins.

The way to settle this great labor question, which underlies all questions, is not by denouncing capital as if it were represented solely by the grasping and unfair, not by denouncing labor as if the agitators were its sole representatives, but by getting together the reasonable men of both sides—men who are willing to be fair—and helping them to control and lead the men of both sides; getting the reasonable and fair laboring man to exercise his influence over all laboring men and the reasonable and fair capitalist to influence all capitalists. And that can be done, for we are a reasonable people. Reason does dominate us and an appeal to the common sense of America is sure to receive a satisfactory response. Now, that is the

*Address by Hon. Elihu Root before students of Armour Institute.

only way in which we can perpetuate the institutions that have given us all we have. For this is a Government of the people, and by the people, where the votes that are cast on election day determine how we shall be governed and whether prosperity shall reign.

There is no possibility of the continuance of the institutions of the Government of our free republic, unless it rests upon the confidence of the men who cast the votes. The great body of men who cast the votes must believe that the Government of America is just and fair; they must believe that a man, however poor, however humble he may be, has a fair chance in America. They must believe that it is not necessary to take arms in their hands and have recourse to revolution, as in the states of Central and South America—that it is not necessary to do that, because an appeal to the people will always secure a citizen's rights. The men, I say, who cast the votes (and the great bulk of them are those who work with their hands) must believe that in America justice is done. This can be attained only by having our Government fair to all citizens; by being fair one towards another; by having something higher to live for than making one dollar to-day and two dollars to-morrow; by having a guide in our consciousness of duty so that each one shall do his share towards securing an honest, orderly Government. And if each one will do that—doing his duty by his country, being loyal to the memory of the men who have given us the greatest opportunity that the world ever gave to man, being true to our own higher duty—then America will go on raising higher the standard of mankind.

Let me say one word more to you: Remember, "he that seeketh shall lose." No man ever gained the highest prize by seeking. The man who does his duty, inspired by an unselfish desire to accomplish some good and noble end, finds that all things come to him; while the man who selfishly concentrates his efforts upon the things he wants for himself finds them turned to ashes as he grasps them. Do your duty by your country; take the time and the trouble and the patience to be good, loyal Americans, and you will find that the blessings that the world of freedom and justice has in store will be yours without your seeking, and you will be able in the future to hand down to your children a more glorious heritage than your forefathers handed down to you.

Experimenting With Snake Poison.

Upper classmen in the homeopathic medical school at Ann Arbor will take snake poison in increasing doses to determine its effect upon the system. According to the theory of homeopathy, snake poisons will become useful medicines when physicians can prescribe them with a certain knowledge of what human functions will be affected thereby.

No such thing as knowing too much about your own business.

AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up.

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

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

COUPON BOOKS

BOOK-KEEPING
DISBURSED ACCOUNTS
BAD DEBTS

ACCURACY
ASSURE PROFIT
CONTENTMENT

We make four grades of books in the different denominations.

CIRCULARS ON INQUIRY
SAMPLES

TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

FLOUR

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

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

EGG CASES FOR SALE CHEAP

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

CUMMER MANUFACTURING CO., Cadillac, Michigan

Manufacturers of the Humpty-Dumpty Folding Egg Carriers

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

Also Receivers and Shippers of Fruits and Vegetables.

JOHN G. DOAN, Grand Rapids, Mich.

Bell Main 2270

Citizens 1881

—We Carry—

FULL LINE CLOVER, TIMOTHY
AND ALL KINDS FIELD SEEDS

Orders filled promptly

MOSELEY BROS. GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street,

Telephones, Citizens or Bell, 1217

For Hay and Straw

Write, wire or telephone

Smith Young & Co.

Lansing, Mich.

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

SEEDS

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

ALFRED J. BROWN SEED CO.
GRAND RAPIDS, MICH.

Printing for Produce Dealers

Pointers on Handling the Silk Line.

In providing a stock of silks a buyer must take into consideration the class of trade he is catering to, the amount of business probable, and select his stock very carefully accordingly.

In order to turn the stock over the requisite number of times no portion of it must be heavier than is absolutely necessary. It is generally understood that black silks occupy first place in all well regulated stocks; this portion of the stock should be composed principally of staple lines.

It is, in my opinion, a good plan to make a feature of a perfectly reliable and popular-priced black taffeta and peau de soie, and to push them for all they are worth, as they will surely bring customers for other lines.

As regards the care of the stock, one of the most important, if not the most important, thing is to have every piece of silk in sight; no goods under counters or in drawers. The reason for this is very obvious.

The stock should be divided as follows: Black silks, colored novelty and fancy weaves, colored plain silks and evening silks. Keep all the colors, in each line, together as far as possible. For instance, in colored taffetas keep together all shades of brown from seal to champagne, navy to sky blue, etc. This not only adds to the general appearance of the stock, but saves time in waiting upon customers.

Have the stocks proportioned as evenly as possible, give a section to each salesman and hold him responsible for its condition.

Especial care must be given to the silk folders. See that they are frequently renewed and are kept perfectly neat and clean. Do not use up your roll of silk paper before re-ordering. Have each piece of silk tabbed and ticketed with width and price. It is advisable to have an inner lining of white paper one and one-quarter yards long, so as to cover the entire bottom fold when silk is opened out. The light shades benefit particularly, as this prevents dust from adhering to last fold of silk when shown, obviating the necessity of selling the remnant at reduced price because soiled.

Do not allow the use of whisk-brooms on the stock. Provide soft woolen cloths, and see that they are cleaned frequently. Dust can be effectually removed from the most delicate silk by the use of clean woolen cloths without the slightest injury to fabric.

Watch short ends, remove from fixtures, have them neatly folded, ticketed, marked with length and price for piece and placed upon the counters.

I find an excellent way of disposing of remnants is to place them in bundles on counters, with garter elastic around them, thus enabling salesmen to remove a remnant neatly and quickly, without scattering the remainder over the counter, as frequently occurs under other conditions. It will be surprising how many

short ends can be disposed of in this manner, as the neat-looking bundles are silent salesmen in themselves.—A. Edwin Fletcher in Store Life.

What's Wrong With the World?

The trouble in this world is a good deal like the verdict of a certain jury in a burglary case. "Gentlemen of the Jury," asked the clerk of the court, "have you agreed upon a verdict?" "We have," replied the foreman, "the verdict of this jury is that the lawyers have mixed this case up so that we don't know anything at all about it."

Moralists and philosophers have so swamped the world with their fine-spun theories of living that we have passed over the fact that the chief end of man is to be happy—to enjoy life, to generate sunshine in his pathway from the cradle to the grave—and when a man fails in this, he fails in his duty toward his fellow-man.

The Solution of the Problem.

Caseville, May 19—I have noticed several articles in your publication anent trades unions and strikes, with their attendant business derangement. Although there are many wise men in Washington and Lansing and one fool in Caseville, yet to my mind the solution of the difficulty is simple: Compel employer and employe alike to obey the law other citizens have to respect and the era of strikes and boycotts will be at an end.

J. Aldrich Holmes.

Now that John D. Rockefeller has begun to tell of the training he received as a boy that put him on the road to riches, there is eagerness to know if he will proceed to disclose the precise methods by which he has amassed more money than any other American. It is obvious that he did not acquire his vast fortune by merely being industrious and saving.

A self-made man seldom mixes modesty with the material used in his construction.

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.

\$500 Given Away

Write us or ask an Alabastine dealer for particulars and free sample card of

Alabastine

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



It's Up to You

Quality perfect.
Price moderate.
Packed as you want.
To be advertised? Yes.
We hope to have your enquiry.

The Jennings Baking Powder Co.

Grand Rapids, Mich.

Are Your Books in Balance and kept by Up-to-Date Methods?

Do they give you the information necessary to run your business successfully? Let us send an expert from our accounting and auditing department to install a new system and instruct your book-keeper in the latest time-saving, fact-giving methods. Write for particulars

The Michigan Trust Co.

Grand Rapids, Michigan
Established 1880

Summer Goods

We have the most complete line of

- Lap Dusters,
- Stable Sheets,
- Horse Covers,
- Fly Nets,
- Cooling Blankets, Etc.

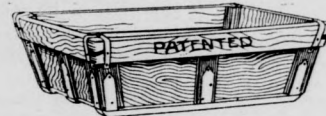
all bought before the advance in cotton. Our prices are right. Send us your orders. Write for Price-List.

Wholesale Only.

Brown & Sehler Co.

West Bridge St., Grand Rapids

Nothing like it. Like what?



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

WILCOX BROTHERS, Cadillac, Michigan



PREPARED MUSTARD WITH HORSERADISH

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

THOS. S. BEAUDOIN, Manufacturer

Write for prices

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



No Change in the Shape of Stiff Hats.

One of the newest effects in soft hats has a wide and nearly flat brim that is intended to be pulled down in front, which act will cause the brim to roll upwards in the rear, thereby obtaining the extremely rakish and negligee effect that is so popular with the young men. The crown is low and may be dented or worn au natural. Another soft hat recently placed on sale falls little short of being a wonder, because of the multitudinous variety of effects of which the hat is capable. The brim and crown are said to lend themselves to some twenty odd combinations, and each one is entirely different from any other. In fact, the hat can be shaped so quickly and easily to the wearer's fancy that a change from one effect to another can almost be accomplished by a change of mind. In order to individualize the hat it is named after a bit of gaudy plumage attached to the bow. This decoration also makes it possible for a gentleman to instantly recognize the hat as not being his.

Brown stiff hats have secured for themselves a greater degree of favor than was thought probable earlier in the season. The shapes shown are extremely natty. The shades of color are limited to the dark, medium, and light brown, although an infinite number of names are used to describe them. As is well known, attempts were made during the past two seasons to popularize brown stiff hats, but the public would buy only black hats, and in this connection it may be stated that the introduction of light-colored overcoats may be responsible to a great extent for the adoption of brown derby hats this spring. The short box, or top-coat, made of light tan cloth, which is popular this season, permits of a brown hat; in fact, the two harmonize well together. When a black or gray coat is worn, a black hat is the most appropriate.

No novelties or changes in the shape of the prevailing styles of stiff hats have been introduced during the past month, and none are likely to be offered at this time of the season for immediate selling. The manufacturers have their representatives on the road for showing the lines for next fall, and while the spring season has been but an ordinary one from the retailer's standpoint, still the work of the traveling representatives to date would indicate a greater degree of prosperity for next season.

There has been no appreciable change in the straw hat trade during the past month. The factories are busy places, and shipments of goods are being made as rapidly as possible. The demand for split braid is just as keen as it has been for several months, and no shipments of split

braids from abroad have been received in quantities sufficient to ease the situation. Furthermore, it may be said there is little prospect that any split braids will be received in quantities this season, if, in fact, this year. The braids simply come into this country in "drips." The manufacturers are at their wits' end to know how to supply their customers with the split braid hats already ordered, and it is openly predicted by those who ought to know, that many retailers who rely on being "taken care of" by their manufacturer in the matter of getting what split braid hats they may need, will be sadly disappointed when the hat days come. The result will be that some braid hat other than a split braid will have to be sold. It is up to the retailer to decide what style it shall be. The manufacturers can provide quantities of most any kind of straw hats except split braids.

It would seem from the reports made by the straw hat manufacturers that woven hats, or "tropical" hats, as they are called to distinguish them from braid hats, are destined to meet with more than passing favor this season. Panama hats have been purchased in liberal quantities by the retailers in the South and West, while in the East hats similar to Panamas, but known as Puerto Ricans and Javas, will be much worn, it is thought. Hats of this class permit of a greater amount of rough handling, and in appearance suggest negligee styles and effects more than do any other styles of straw hats. Hence their continued popularity.—Clothier and Furnisher.

Some Hints for the Employer.

Like begets like, and, until employes feel a response of appreciation and helpfulness on their employer's part they will not study how to avoid every possible waste of material, time or energy, nor will they be inclined to consider how they may make improvements in the conduct of his business.

The greatest good of an employer is wrapped up in the highest welfare of his employes. Their interests are identical, and can not be separated. The well-being and contentment of those who make it possible for him to carry on his business form a large part of the assets of an employer; and, when he makes plans for their improvement, he is making the most profitable investment he can make for himself.

From statistics furnished by the Treasury Department the American Grocer estimates that the American people during the year ended June 30, 1903, spent \$1,451,633,379 for drinks. Coffee, tea and other non-alcoholic beverages cost \$208,690,261. Of the remainder, beer took up \$727,042,245; whisky called for \$417,915,513, with wines bringing up the rear at \$97,985,360. We are a very thirsty nation.

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

"We Say"

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

Men's and Boys' Clothing

in the country. Try us.

Wile Bros. & Weill

Makers of Pan-American Guaranteed Clothing

Buffalo, N. Y.

It costs NO MORE to wear

Gladiator Pantaloons

Than the ill fitting poorly made kind.

THEY FIT

Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

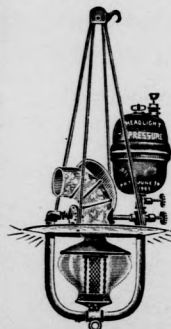


Light 15c a Month

One quart gasoline burns 18 hours in our

BRILLIANT Gasoline Gas Lamps

giving 100 candle power gas light. If you have not used or seen them write for our M. T. catalogue. It tells all about them and our other lamps and systems. Over 125,000 Brilliants sold during the last six years. Every lamp guaranteed.



Brilliant Gas Lamp Co., 42 State St., Chicago, Ill.

Condition of the Underwear and Hosiery Markets.

Among the gratifying features of fall trading is the fact that unusually generous advance orders are now being taken. During the last few years marked hesitancy has been shown by retailers as a whole in placing substantial early business on heavyweight lines. Evidently the experience of last autumn is serving as a lesson to the trade, dealers realizing the many dangers involved in not availing themselves of the first opportunities to arrange for autumn shipments. Reports from the road indicate that buyers in many instances are particular about deliveries being made ahead of the regular time. Aside from the possible menace of demand exceeding supply, when midseason arrives, the danger of scant superweight selections presents a condition that must be reckoned with. The procrastinator can not fail to recognize the force of such facts. Handicapped in point of style the retailer knows that his stock is not up to standard, and consequently the department is a hindrance to the general success of his shop. It is naturally discouraging to manufacturers and wholesalers to have a large number of original samples put aside by retail trade. Such a situation results in stocks being made up of only such styles as have been popularly adopted, producers being unwilling naturally to risk putting their money into "long chances."

Now is the time, when the pressure is lightest, to pick extended assortments. Unless encouraged to do so, factory and mill men ought not in reason be expected to lay in wide varieties, subject to the pleasure of retailers. Staple goods, of course, are all right in their way, but novelty is the life of the haberdashery trade. The one important bit of advice to dealers is: avoid the extreme fancy effects, and you will emerge successful. There is no more difficulty in selling really artistic patterns in undersuits and men's hosiery than other branches of haberdashery. Educate your customers up to quality instead of laying everlasting stress on cheapness.

Brisk sellers, retailing at \$3.50 a pair, are black, pure silk half-hose, with self or white or colored clockings; also, the same, with a choice of white or colored embroidered fronts, plain or open worked. Ranging upward from \$1 at retail are some superb offerings in mulberry black, tan, Oxford, cadet blue, white, champagne, cinnamon and Morocco brown lises; solid gunmetal grounds relieved by vari-shades, with diminutive embroidered figurings in high colorings; Swiss dot gauze, silk striped grenadines and hand-embroidered cobweb lises. Among most approved treatments are Havana, navy blues, and silver greys, all dainty effects.

In imported half-hose, a new treatment in medium weight lises is introduced, showing novel designing in fabric and color scheme. This derby ribbed innovation has won the approbation of Londoners. French cashmere hose are again on the market. Delicately embroidered

spots on chintz body make up handsomely in these goods. Undershot lisle grounds with triple alignment of black silk solid stripes are harmonious numbers. An effect carrying with it Parisian indorsement is heavy lisle and silk with Shetland all-over check, the cuff being of Cambridge mixture. Another hose has for distinguishing marks oblong squares formed by silk cardinal stripings. These are but a few of the novelties.

Retailers this summer will doubtless hear complaints from consumers about the frailness of gauze and other filmy styles in half-hose. The thinner and finer the texture may be, proportionately worse is wearing quality. Such fabrics must not be subjected to an endurance or dye test comparison with closely matted heavier and cheaper grades. It will pay dealers so to instruct customers when purchases are made, as well as to suggest careful handling in the laundry. A man will feel indebted to you for the warning.

Lace hose are consumed very moderately this season, chiefly in the South. Russet brown is a color much sought for wear with low-cut shoes in the summer, but grey is also prominent. Cadet, navy, olive, emerald, myrtle, mulberry, gunmetal and maroon may be mentioned, too.

From the 'varsity towns comes a good demand for knicker drawers and sleeveless shirts. They are especially favored by the athletic set, and we believe that it would be profitable for retailers to bid for the young men's trade with such goods. When ordinary offerings might fail to attract, a window of knee drawers and sleeveless shirts, well arranged, should draw.

Trade in undersuits is quite satisfactory. Linen-mesh and union garments continue prominent factors in the demand. Heavy business is recorded on bathing suits, guernseys and jerseys. Scotch wool knit winter gloves are receiving the spirited attention they merit from the early purchasers.—Haberdasher.

Is Your Business Sick?

Advertising is not a panacea, but it will cure a sick business if supplemented by sound judgment, meritorious goods and an interesting statement of facts. If your business is unhealthy and lacks vigor, try to remove the effect; ascertain the cause and overcome it.

Your business is a reflection of yourself—it manifests your ideas of order, symmetry, honesty and justice. If you are not manifesting the proper enthusiasm; if you are vacillating, careless, indolent, overwatchful for results and not zealous enough in sowing, you can not expect to reap the reward which is the heritage of every alert business man.

Advertising won't keep your shelves dusted; it won't repress the discourteous clerk; it won't keep your stock in uniform and orderly arrangement; it won't keep your floors immaculately clean; it won't make an honest merchant out of a dishonest tradesman; it won't enable the short-sighted dealer to grasp the bargains of to-

morrow—the list might be extended indefinitely.

Advertising will create a demand for what you sell; that is the effect of this medicine of judicious publicity.

Is your business sick? Do you know why it doesn't get well?—Mahin's Magazine.

Definition of Eternity.

"Eternity!"

The voice of the preacher sank to a horrified whisper.

"An eternity of torment!" he repeated. "Do you bethink you what eternity is? I tell you, it is as long as it would seem to you if you were going to the theater, and were waiting for your wife to get ready, and she had eight or nine heads instead of one!"

Here several men arose, haggard, and tottered forward to the anxious seat.—Puck.

Hens Get Busy.

A teacher in one of the local schools asked her pupils the other day whether they could tell her the first signs of spring. Various answers were given, and one little girl bashfully said:

"Because the hens lay the eggs quicker."

If many a so-called great man could come back to earth and glance over his own biography undoubtedly it would surprise him more than any one else.

Girls may not convert young men, but they at least draw them to church.

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

The William Connor Co.

Wholesale Ready-Made Clothing Manufacturers

28 and 30 South Tonia Street, Grand Rapids, Michigan

The greatest stock in Michigan, largest sample rooms and one of the biggest lines (including union-made) of samples to select from in the Union, for Children, Boys and Men. Excellent fitters, equitable prices, all styles for spring and summer wear; also Stouts, Slims, Etc. Spring Top Coats, Rain Coats, Cravenettes. Everything ready for immediate shipment. Remember, good terms, one price to all.

Mail orders solicited.

Phones, Bell, 1282; Cit., 1957

M. I. SCHLOSS

MANUFACTURER OF

MEN'S AND BOYS' CLOTHING

143 JEFFERSON AVE.

DETROIT, MICHIGAN

Fall line OVERCOATS and SUITS now ready. It will pay YOU to see the line. Bright, snappy, well-made, good-fitting garments, at lowest prices.

DOLLS AND TOYS.

Some Recent Innovations Introduced by Manufacturers.

The acrobatic dolls brought over from Europe are clever little fellows, and with their numerous feats are selling far better than anything of the kind ever sold before. Many of these dolls are dressed in tights, and resemble the regular acrobatic ladies and gentlemen whom one sees at the vaudeville. Many of them attired in regulation ballet costumes can kick as high as the finest "premiere danseuse," and they surely afford a world of amusement to the children. A set of these dolls contains two dolls and includes two chairs and rings, with all the equipment to perform several difficult acts.

Musical rag dolls are shown in several styles. They are worked by a squeeze in the same manner as the ordinary squawkers, and are cute little dollies. These are imported.

There are many new dolls on the market, and the present hostilities between Japan and Russia have caused a decided demand for the little maidens dressed in kimonos, and having their hair done up in the fashion most approved by the Japanese belles. Some of these dolls have immense combs in their hair in the same manner as the real Japanese ladies. Of course these dolls are all imported.

The little bath sets, which include doll, brush, towel, sponge, soap box, and all the toilet accessories as well as the clothes of the doll, are in good demand. The line of imported mechanical toys is very complete this season. Automobiles seem to be the favorites. Some of these are made with rubber tires, and have an extra tire fastened to the front of the machine. The balancing air-ships are popular this season, and seem to be giving satisfaction. The little mechanical squffrels, with their bushy tails, are amusing little fellows. They wind up and hop about after the manner of the real live animal.

The cages and stables from which the animals and people pop out when the doors are opened are popular this season. The one from which the man driving the pig jumps out is particularly funny. There is the goose girl and her geese, and, in fact, any number of odd people and animals. They are to be found among the imported toys.

Among the mechanical arrangements that are placed on the end of sticks are all kinds of birds, and other animals. There is a donkey, and one of the finest ones has a jockey and sulky and race-horse.

Wooden cannon, painted to look like the metal ones, are selling well. These shoot any small article that is perfectly smooth, and are fine toys for the boys out-of-doors.

Skin-covered horses are imported in greater numbers every year. The large-sized hobby horses that are almost as large as a Shetland pony are desirable for small children. Some of these come with the saddle and bridle removable, and allow the child to put the saddle on for himself.

They are made very solid, and will support very heavy weights. It is impossible for them to wear out before a child has outgrown them.

A little bank is made of burnt wood. It is in the form of a desk, with roll top, and in the desk proper there is a little drawer which can be opened and the coin slipped in it. When it is closed the bottom of the drawer slips down, and the coin is deposited in the bottom of the desk, from which it may be taken by unlocking the back piece.

In the imported railways there are many improvements and alterations. The engines are made with heavier springs to draw more cars, and are strengthened in many other ways. Stations of all kinds are to be had, and there is one that is unusually fine. It can be wound up, and from the one winding it will run for a very long time. When set in motion the gates go down and the alarm bell rings, and the semaphores raise themselves mechanically. At any time the action can be stopped and set in motion again. The high tower lights are fitted with alcohol lamps, and so are many of the stations.

The imported dachshunds that are skin-covered and muzzled are nice little animals for the average child. The better classes of these are skin-covered, although those that are not covered with the real skin are fine-looking little fellows. This same line also includes almost all breeds of the smaller smooth-haired dogs.

Halloween has come to be quite a holiday season, and some of the big toy people are making great preparations. Of course the novelties are in the form of the fruits of that season. Some of the newest candy boxes that had just come over from the other side of the water were in the shape of pumpkins and other vegetables. The head is made of a pumpkin, with the features cut out like a Jack-o'-Lantern and a tiny hat made of some small vegetable. The feet are usually carrots, and the rest of the body consists of an ear of corn or something of similar shape.

An educated chimpanzee that died in England recently was insured for \$125,000. Other notable entertainers are heavily insured also. Mme. Patti was one of the originators of this kind of insurance. Her voice—the most intangible of subjects—is insured for \$5,000, at a premium of \$125 for each performance. Padrewski's hands are underwritten for \$50,000, and for each of his concerts a temporary policy for \$7,500 is taken out. Josef Hofman goes even farther and sets a price of \$500 on each finger of both hands. As a precaution against accident preventing his performance, Kubelik's right hand is insured for \$10,000 for each concert and for \$50,000 against total disablement.

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



99/50

Our New Overall

\$4.50

260 Double and Twist

Indigo Blue

Denim

Swing Pockets

Felled Seams

Full Size

Write for samples

June Delivery

**Neckwear,
Suspenders,
Hosiery,
Sweaters,
Canvas -
Gloves &
Mittens.**

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

THIS IS IT

An accurate record of your daily transactions given by the



Standard Cash Register Co.

4 Factory St., Wabash, Ind.

Automobiles

We can satisfy the most exacting as to Price, Quality and Perfection of Machinery

If you contemplate purchasing an Automobile it will pay you to write us first and get our prices.

Sherwood Hall Co.,
Limited
Grand Rapids, Mich.

You have not seen the catalogue of the Michigan Business University, Grand Rapids.
You are not yet familiar with the best Michigan has to offer in the lines of Business Education, Shopmanship or Citizenship.

DO YOU WANT TO KNOW about the most delightful places in this country to spend the summer?

A region easy to get to, beautiful scenery, pure, bracing, cool air, plenty of attractive resorts, good hotels, good fishing, golf, something to do all the time—economical living, health, rest and comfort.

Then write today (enclosing 2c stamp to pay postage) and mention this magazine and we will send you our 1904 edition of **"Michigan in Summer"** containing 64 pages, 200 pictures, maps, hotel rates, etc., and interesting information about this famous resort region reached by the **Grand Rapids & Indiana R'y**

"THE FISHING LINE"
PETOSKE WEQUETONSING MACKINAC ISLAND
BAY VIEW WALLOON LAKE TRAVERSE CITY
HARBOR POINT CROOKED LAKE NORTHPORT

A fine train service, fast time, excellent dining cars, etc., from St. Louis, Louisville, Indianapolis, Cincinnati, Chicago.

C. L. LOCKWOOD, Gen'l Pass. Agt.

Grand Rapids & Indiana R'y. Grand Rapids, Michigan.

PERT PARAGRAPHS.

Trite Expressions Applicable to Every Business Man.

On the tombstone of many a merchant should be inscribed, "He died while asleep." Others were wide-awake, but he dozed in his chair, opportunities found him with eyes drooping and mouth agape and competition left him inert. What he mistook for conservatism was an insidious torpor that dulled his faculties and gradually brought on commercial death. Truly, "He died while asleep."

Business is just a game in which wit is pitted against wit and grit against grit. Wit alone will not win nor will grit, but with wit and grit together you hold the winning hand.

Don't feel aggrieved because some shallow swaggerer temporarily distances you in the race. A gas bag can not be blown up to its capacity every day without bursting.

The young fellow who squirms because he is only a clerk has taken the first step toward being his own master.

It isn't that salaries are low nowadays, but that men worth high salaries are few. The right man may put his own price upon his services.

"By-and-by" is the whimper of the coward who is afraid to look a task squarely in the face.

There's one firm that will never have to put up the shutters or surrender its keys to the sheriff and its shingle reads "Hustle & Bustle."

Put heart and soul into a piece of work and it will finish itself almost without your help.

The drollest spectacle imaginable is that of the man who has failed, gravely delivering a lecture on "How to Succeed."

What a world of contradiction! Some folks who play at working will work hard at enjoying themselves.

Life's whole philosophy may be summed up in two words: "Cultivate contentment."

It's a wise rule to judge a man by the letters he writes and a woman by those she doesn't.

System is a good thing, but the business that is honeycombed with "systems" is like the person whose feet are in his way.

Red tape is the certain badge of the little brain that must feed on little things.

The chap who always keeps his mouth open is quite safe. There being nothing in his head, nothing can come out.

Do you credit all this chatter about wicked "trusts?" Doesn't it sound like the wail of incompetents who can not reconcile themselves to the inexorable law of the survival of the fittest?

Give a petty-minded clerk a little brief authority and he will sign himself with a flourish, "Manager." Give him real responsibility and he will breathlessly wire the "boss:" "Come home at once—important business."

Amid the fever and fret of scrambling for wealth don't forget that there are other things that make life worth while.

A "job" in the hand is worth two

in prospect, so hold on to what you have.

Don't be in too much of a hurry to get ahead. Imitate the jockey who holds his mount in reserve for the last spurt.

Advertising is all right. It's the fool things done in the name of advertising that sour the man who pays the bill.

Sticking to your opinion is one thing, but if it takes a surgical operation or a blast of dynamite to get an idea out of your head, that's another thing.

Lose yourself in the country once in a while and hobnob with Nature. She's a jolly good chum when you come to know her.

Don't undertake a task with a surly lip. Smile at it as if you loved it and it will smile back at you.

The road to success is guarded by two vigilant sentries, "Work" and "Save."

It often happens that the man who has mastered the secret of making money finds that money is his master and he its servant.

No need to be frightened by the talk of huge combinations of capital. The combination of pluck and perseverance is as effective in business today as it was a decade ago.

Go for trade, don't expect it to come to you. Prod it out and then whip it up.

The employer who has made his employes love him can take a holiday with the knowledge that loyal hands are at the helm and watchful eyes on the lookout.

From everywhere comes the cry for workers, for men who will take off their coats, roll up their sleeves and pitch in with a will.

The toady who cringes and fawns to the "boss" is lower in nature's scale than a dog. For the dog is in earnest, but the toady is only shamming.

Be quick to acknowledge a mistake and you have disarmed your critic before he has fairly warmed to his task.

Some folks will laboriously plot and scheme to get ahead and fail after all, when the same time and pains put into honest work would have made success certain.

Show no mercy to the lazy man. He's as out of place in this world of workers as a Fiji Islander in a ballroom.

Luck is a phantom that the man who won't work conjures up to trick himself with. There's no such thing.

By all means, Mr. Clerk, plan to own your shop, but learn, too, how to get the most work out of yourself so that you can get it out of others.

The business that is built upon cheapness is like a house of cards that the first rude puff will tumble into ruin.—Haberdasher.

New Phase of the Trading Stamp Question.


Paterson, N. J., merchants, advertisement writers and stamp men were in consultation last week as the result of advertisements inserted in the local papers. The trouble was caused by a merchant who framed his advertisement with pictures of a certain brand of trading stamps. The

merchant does not buy his stamps of the stamp company and rival merchants became indignant when they saw the green frame, and sought an explanation from the stamp concern's manager. He at once got busy and learned that the dealer had authorized the border, and as it was in stock in the newspaper offices, it was used. Then an order was issued that in future no stock stamp cuts were to be used on local advertisements without the written order of the stamp men. A meeting of the stamp men and stamp-giving merchants will be held with a view to forming a protective association. The offending merchant has been featuring red stamps and was one of the merchants who signed an agreement to cut out the use of stamps. Seeing that the issue was dead, he advertised to continue the giving of stamps, and in his advertisement went so far as to border it with green stamps. Merchants who have refused to stop the use of stamps were indignant when they learned that he was giving away both kinds, and besieged the manager of the stamp concerns for explanations. The local stamp men declare that they had refused to sell the offender any stamps, but declare they had learned that both kinds of stamps were being offered with purchases. It was later ascertained that a Market street merchant had sold the stamps to him, and that merchant was informed that he had violated his contract. The trading stamp men claim to have won a victory from the camp of the anti-stamp merchants, but are a bit wor-

ried to learn that merchants who were formerly their customers are buying them from some unknown agency.

Want to Sell Your Store

Or any other kind of business or real Estate?
I can sell it for you at the highest price and on the best terms. Send description and price.
IF YOU WANT TO BUY any kind of business or real estate anywhere, at any price, write me your requirements. I can save you time and money. Bank references. Write to-day.
Established 1881.
Frank P. Cleveland, Real Estate Expert,
1258 Adams Express Building, Chicago, Ill.




IF
Flies Carry Disease
As Your Customers Well Know

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?
WILL IT NOT be good policy on your part to spread out a few sheets of Tanglefoot in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?
WILL IT NOT make you many profitable sales to keep Tanglefoot constantly at work within sight of every person who enters your store?

SPECIAL OFFER

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



"What They Say"
Minonk, Illinois, April 11th, 1904
Century Cash Register Co.,
Detroit, Mich.
Gentlemen:—
We wish to state that we have one of your total adding Cash Register Machines in our Grocery Department, which has been in constant use every day for the last two years, and there has never been one minute of that time but what the machine has been in perfect working order.
We can cheerfully recommend your machine to anyone desiring a first-class Cash Register.
Yours truly,
ALLEN-CALDWELL CO.
T. B. Allen, Sec'y,
Cash Dealers Dry Goods and Groceries

Merit Wins.—We hold letters of praise similar to the above from more than one thousand (1,000) high-rated users of the Century.
They count for more than the malicious misleading statements of a concern in their frantic efforts to "hold up" the Cash Register users for 500 per cent. profit.
Guaranteed for 10 years--Sent on trial--Free of infringement--Patents bonded

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

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

Century Cash Register Co. Detroit, Michigan
U. S. A.
656-658-660-662-664-666-668-670-672 and 674 Humboldt Avenue

SPECIAL SALE.

Successful One Inaugurated by a Department Store.

We are located in a tobacco district, the price of that commodity is bringing about one-half of what it usually sells for, consequently there will be less money in circulation. We are of the opinion that the summer and fall business will not be up to a year ago, although our shoe department sales up to now are ahead of last year. We certainly will be well pleased if our sales for the balance of the year will equal last year's business.

We are not anticipating our wants quite so freely as several seasons past, as conditions here do not warrant it; besides, it is easy to get goods should we be in need of them.

The ideas that a great many people have of presidential years being off years for business all have a tendency to make us more conservative.

In reference to changes in styles, will say that our opinion is that they are on the decrease, or at least they are not so radical as they were several years ago. We have had no trouble the last few years to get cost out of any shoe we had in stock, while previous to that time it was hard to get fifty cents on the dollar on goods that were two seasons old.

The shoe is like any other outer garment of wearing apparel; customers want a change. They wish to see something different every time they purchase a pair of shoes. If you are unable to show them new things, the chances are that sooner or later you will be classed as a back number and the other fellow will get the business. While this does not hold good in all cases, we think it does in the majority. We do not advocate radical changes in footwear, and think it is a big mistake for manufacturers to bring them out. Slight changes answer the purpose just as well; besides, it protects the retailer from a big loss at the end of each season.

The best selling plan that we have ever used was a syndicate shoe sale. We have worked this sale three times within the last two years, with splendid success. The first sale was by far the largest, as it was entirely new with this community. We started the sale August 15, and continued it for eight days. The result was that we did more than three times the business we ever did before during this month; nearly all of it being done the last fifteen days. It so stimulated the trade that the month of September was almost double from a year ago. Considering the time of the year we gave this sale, we think the result was remarkable.

The deal was worked through a Chicago jobbing house, which inserted the following in the Record-Herald:

A syndicate of Wisconsin shoe dealers, composed of the following firms (naming about a dozen firms and the city where they were located) bought the surplus stock of Brown & Co., Boston, amounting to \$65,000, at 60 cents on the dollar. Goods were all new and up-to-date. The sale was made by C. W. Williams, of the Roberts Shoe Company, Chicago.

The salesman that inserted the above sent us a sample copy of the paper to make sure that we did not overlook the item. On receipt of same, we immediately went to Chi-

cago and bought special things that we could put out as leaders. At the same time our home papers made mention of the fact that "Mr. K. is spending a few days in Chicago in the interest of the shoe department. Mr. K. is a member of a syndicate of Wisconsin shoe merchants who meet in that city twice a year to purchase shoes and talk over shoe business in general."

The following week the item of a "Large Sale of Shoes" appeared in the home papers, copied from the Record-Herald. The next week we got out a 12x18 bill, stating that our share of the syndicate purchase was \$4,650 bought at sixty cents on the dollar. To prove this, we inserted the clipping from the Record-Herald in the center of bill.

We used a number of cuts, which we think add a great deal to any advertising. We also stated prices on every item mentioned. We got out 3,000 of these bills; 1,500 we distributed to the homes in the city, the balance we mailed to farmers, besides using full page advertisements in ten weeklies.

The week before the sale we covered the entire front of our show window with a sheeting sign, mentioning the sale and the date to occur. We also had smaller signs all over the store mentioning the sale.

The night before the sale we took up all cases of shoes from the stockroom and set them on the floor, in order to make this department look as if there was something doing. The cases that were partly empty we filled from the shelves, selecting such goods as we wished to dispose of.

The special things bought as leaders we marked at cost and in a few instances a trifle less. This may seem rather hard for some merchants to do, but this very same thing is done every day by the large city department stores.

We think the day has gone by when you can get a big profit on every item you sell. Our profits, on the whole, during the sale, averaged a very good per cent. The larger the crowd, the more anxious people are to buy; consequently, it is easier to make sales. There are times when it is merely a case of how many you can wrap up.

It is surprising the class of goods you can sell in one of these rushes. Goods that in ordinary times you would hardly feel like showing sell freely at a fair margin of profit.

We think it a good idea to get as many of your best bargains out the first day of the sale as possible. This will set people to talking. One pleased customer will do you more good than fifty handbills; besides, you must get enthused yourself; this in turn entuses your help. We see no reason why this scheme could not be worked with success almost anywhere, provided it has never been used.—W. H. Kropf in Shoe and Leather Gazette.

Vagaries of Our Language.

The vagaries of English spelling are well illustrated in the following extract. The words sound proper, but the spelling does not correspond to the meaning required. It would

make a good exercise in spelling to rewrite the extract in its proper form.

Know won kneads weight two bee tolled thee weigh too dew sew.

A rite suite little buoy, the sun of a grate kernel, with a rough around his neck, flue up the rode as quick as a dear. After a thyme he stopped at a blew house and wrung the belle. His tow hurt hymn and he kneaded wrest. He was two tired to raze his fare, pail face. A feipt mown rows from his lips.

The made who herd the belle was about two pair a pare, butt she through it down and ran with awl her mite, for fear her guessed wood knot weight. Butt when she saw the little won, tiers stood in her ayes at the site.

"Ewe, poor deer! Why dew ye lye hear? Are yew dyeing?"

"Know," he said, "I am feint."

She boar hymn in her arms and hurried to a rheum where he mite bee quiet, gave him bred and meet, held a cent bottle under his knows, untide his neck scarf, rapped him up warm, and gave him a suite drachm.

Sources.

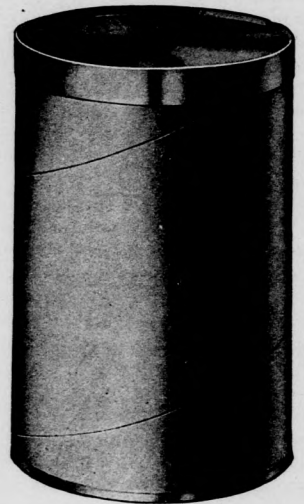
I passed a stagnant marsh that lay
Beneath a reeking scum of green,
A loathsome puddle by the way;
No sorrier pool was ever seen.
I thought: "How lost to all things pure
And clean and white those foul depths
be!"
Next day from out that pond obscure
Two queenly lilies laughed at me.

I passed a hovel 'round whose door
The signs of penury were strewn;
I saw the grimed and littered floor
The walls of logs from tree-trunks
heewn.

I said: "The gates of life are shut,
To those within that wretched pen;"
But, lo! from out that lowly hut
Came one to rule the world of men.
Strickland W. Gillilan.

We Save You \$4 to \$6 per 1000

If you use this 1 lb. coffee box



Gem Fibre Package Co.

Detroit, Michigan

Makers of

Aseptic, Mold-proof, Moist-proof and Air-tight Special Cans for

Butter, Lard, Sausage, Jelly, Jam, Fruit Butters, Dried and Desiccated Fruits, Confectionery, Honey, Tea, Coffee, Spices, Baking Powder and Soda, Druggists' Sundries, Salt, Chemicals and Paint, Tobacco, Preserves, Yeast, Pure Foods, Etc.

SALT SENSE

You're wise, Mr. Grocer, if yours is a "quality" store—but don't stop there—make it a *satisfactory* store.

Take salt, for instance.

Table salt is the best kind of salt—for the table, but not for butter making.

In the dairy a coarse, dry, readily soluble salt is necessary. When a salt man begins talking quality to you, ask him *how about results*.

Diamond Crystal Salt—the Salt that's *ALL Salt*, is second to none in quality—it is absolutely clean and pure; but it is more important that *no salt*, quantity for quantity, makes such good butter. It is used in a majority of our largest creameries, and—they know.

If you are anxious to get "the cent above" the market on the butter you sell, try the expedient of selling *the Salt that's ALL Salt* to your trade.

Write for information about our popular $\frac{1}{4}$ bushel (14 lb.) sack of Butter Salt which retails at 25c.

DIAMOND CRYSTAL SALT COMPANY,
St. Clair, Mich.

HOW ADVERTISING HELPS.

Chicago Salesman Tells an Experience Worth Noting.

Several years ago the writer engaged to represent a wholesale shoe house as traveling man with a territory in Iowa. Being rather young at the business and particularly anxious for the chance he did not look very carefully into the conditions that he was going up against, but when the territory was tackled it did not take very long to find out that the house he was representing was comparatively unknown.

Burlington was made headquarters and from there he radiated on the various lines of the road. Believing in advertising as assistance to salesmen, he got up a line of postal cards to send to the little towns on the lines where he could not afford to go except for a "sure thing."

The postal card read something like this: "I am representing Messrs. — and will be at — (such and such a day). If you will call on me there I shall be pleased to show you my full line of samples, and if you give me an order I will pay your expenses for coming to see me. If you don't want to do that, and will write me at that town within the next week I will come out especially to see you and show you the samples, but you will be under no obligations whatever to buy."

Now, probably you expect me to say that ever so many of these immediately sent for me, and I went out and took nice big orders, but nothing of the kind.

On the contrary, not a soul ever wrote to me in response to these cards, nor did one of them come to meet me as requested, notwithstanding the fact that trip after trip, week after week, and month after month these cards were persistently mailed out. But whenever I had an opportunity I called on one of these out-of-the-way places with my line of samples and in almost every instance I took a good fair order.

Now, while that particular scheme might not work to-day, nevertheless the continuous calling attention to a line of goods makes the dealer better acquainted with them, and, therefore, makes it vastly easier for the salesmen to do business.

Some salesmen antagonize advertising in any of its forms, thinking that it takes away from their ability, but it is ever noticeable nevertheless that the salesman traveling for widely advertised shoe houses are the salesmen who score the biggest sales.

As an argument against that, some salesmen feel that the commission or salary paid by the big advertised houses is too small; on the other hand there are salesmen who have figured it out on a little bit different ratio—feel that they would rather sell \$100,000 worth of goods at 3 per cent. than \$50,000 worth at 5 per cent., for several reasons. One, that it is pleasanter to sell \$100,000 worth of goods; another, that it is easier to sell them and in the long run they are \$500 better off.

If salesmen also would take a hand

at the game they might help strengthen their positions.

The combination, good live advertising and good live salesmen, is bound to result in something worth while.

Chas. H. Marsh.

Snail's Sense of Smell.

According to the researches of M. Emile Yung, the sense of smell in the snail seems to be located not only in the feeling organs, but all over the body, as experiment proves that the snail can perceive odors by means of sensory cells which are placed in different parts of the body, quite apart from the special organs which might be supposed to be his only means of sensation. The idea of sensory cells of this kind distributed over the body of an animal is an interesting one, and is clearly brought out in M. Yung's experiments, which form the subject of a paper read before the Academie des Sciences. He observes the large snail (*Helix Pomatia*), which is common in France. It has been generally admitted since the observations of Moquin-Tandon that the snail has a good sense of smell, and the organ is seated in the terminal button at the end of the large feelers. Hence the term of nasal organ which he gives to the latter, and the expressions olfactory ganglia, or phinophoric, etc., which a number of scientists now use for designating these nerves and ganglia.

The writer explored the body of the *Helix* with a camel's hair brush dipped in a non-corrosive odorant, such as essence of chamomile. He finds that if the olfactory sensibility exists in the large feelers, it is not localized there exclusively. The small feelers, the under part, the skin of the back, and, in fact, the entire surface not covered by the shell, are affected by the odor. The numerous experiments which he made show that the snail is still in the stage of diffusion of the olfactory sense, and can, in fact, smell odors at all parts of his skin, as Cuvier already supposed. The feelers are more sensitive to odors than on the back, etc., but, contrary to the opinion of Moquin-Tandon, a snail which had its four feelers amputated was able to find its food; it also fled from disagreeable or harmful odors. A microscopical examination of the different nerve cells did not show any reason for giving a special sense to one part of the body to the exclusion of the other. The cells differ from one another by their number only. He considers that the cells are capable of receiving different sensations, such as shocks, heat, odors, etc. As to the distance at which the snail can smell odors: He places a dozen or more snails (which have been deprived of food) in a circle, and puts different kinds of food in the center. When the snail perceives the odor he is attracted toward the middle. In most cases the attraction took place at a small distance, an inch or more. Distances higher than this were obtained only by foods giving a very strong odor; very ripe melon. No substance attracted further than sixteen inches.

—Scientific American.

Some men work hard while some others only work soft marks.

Music Brought Trade to Meat Market.

A Kansas City butcher, who opened a new market, determined to avoid the long wait for customers usually experienced by those entering a new business, and so racked his head for an idea. One day he was standing in front of his shop, idly waiting the customers who did not come. His eye happened to catch sight of a band of Italian street musicians coming down the avenue. Then a happy thought struck him. Calling the musicians he engaged them to play each morning before his door. The polkas and waltzes gladdened the hearts of passing little boys and girls, who paused to dance to the tunes. The monotone of the street was broken. The fine breezes of spring wafted the music through the quarter and the servant girls and marketing mothers were attracted. Naturally the market was advertised and patronized and the butcher's success was assured from the point of volume of trade.—Butchers' Advocate.

A Game Two Could Play.

"Tommy," said the economical mother to the boy with the loose tooth, "I'll give you ten cents if you'll let me pull that tooth." The boy thought it over and then went to his bank. "The fun of doin' that is worth more'n ten cents," he said. "I'll give you fifteen if you'll let me pull one of yours."

No man ever thinks a woman talks too much—for a woman.

The Old National Bank

GRAND RAPIDS, MICHIGAN

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

3%

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

The Largest Bank in Western Michigan

Assets, \$6,646,322.40

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

Freight Receipts

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

BARLOW BROS., Grand Rapids

Which Customer Do You Want?

The one who comes once and only once or the one who comes once and then keeps on coming? The first mentioned is not hard to get. Alluring advertisements will bring him to your store. But in order to secure the other kind—the customer who regularly repeats his visit—you must deliver the goods—you must give value for value received. Such customers are retained by selling our

New Silver Leaf Flour

We would be pleased to quote you prices.

Muskegon Milling Co.

Muskegon, Mich.



Most Successful Method of Pushing Shoe Findings.

When a man prepares to open a shoe store he selects the best location, gets the most modern fixtures and furnishings, sees to it that the show windows are amply commodious, inspects several different lines of shoes with the view to getting the best, hires the most efficient salesmen available and commences business without giving his findings department the least consideration.

He may have bought two or three dozen bottles of polish which he will chuck into a drawer when it arrives and it will never see the light of day unless some woman calls for it.

Of course there are exceptions, but they are few. Some men have seen the wonderful opportunities for enlarging this department and have taken advantage of them with the result that they have cleared enough findings to pay the living expenses of themselves and family, and had money left.

I can account for the negligence of the majority only on the grounds that they are careless of small things. They are so used to taking in from \$1 to \$5 for a pair of shoes that they overlook the smaller amounts—5c, 10c and 25c, and disregard the old saying, "Take care of the nickels and the dollars will take care of themselves." It has been estimated that there are three bottles (or boxes) of polish used with every pair of shoes, and you should be selling your share of it.

Now, it is not the intention of this article to enter into a chemical analysis of shoe polishes in general. All standard friction polishes are good.

A shoe that is kept clean and polished occasionally will outwear a neglected one, and dealers should use this argument in offering polishes for sale.

I don't advocate the use of any preparation that will produce a shine without rubbing. "There is no excellence without labor," and the bright patent leather luster obtained by the use of a certain well known brand of anti-friction polish is very injurious to the leather.

It fills up the pores, dries up the leather and will cause it to crack and break in a short time.

Of the friction polishes—liquid or paste—I would have no choice, only that the paste produces the better shine.

Said a prominent shoe merchant to me one day: "I require each salesman to ask his customer if he needs polish, before he lets him out of the house. It not only increases my sales, but it gives the customer the impression that he has been shown more attention. When I go into a grocery store to buy some sugar, if the clerk wraps it up and does not say, 'Is there anything else?' I feel slighted. In a shoe store after a man has purchased shoes the 'anything else' is polish and

his attention should be called to it."

Here's what another shoe man said about it: "I never allow my clerks to insist on a customer buying polish, and I make no special display of it. The supposition is that they patronize the shine stands and it would offend their dignity to ask them to buy polish."

And here is what a customer told me once: "I'm never going in to Blank's again to get a pair of shoes. I like the shoes all right and they show me every attention, but before I go out the clerk bores me to death trying to sell me some polish. It is only a small matter and I hate to refuse him, yet I have at least six different kinds at home now unopened."

I like the position the first man took—of having his clerks mention it to each customer, and his sales book shows that he was right. He sells on an average of \$100 worth a month and handles nothing but 5c and 10c goods, and he has lost no shoe customers by his importunities.

I was employed in another shoe store that sold \$200 worth a month, but his were mostly 25c sales, a goodly portion of which was silk laces.

I was employed in the same store with a salesman who was the most successful findings man I ever saw. He sold on an average of \$20 worth a week and as fully half of that was clear profit he was a valuable man even at a big salary.

He would commence to sell his customer polish before he finished the sale of the shoe, and would hand him out something like this:

"You will find this leather will always stay soft and pliable if you put a good oil dressing on it every two or three days, and besides it will keep it clean and make it wear much longer."

Maybe the customer wouldn't respond at once, but it was seed sown in good ground and before he went out he would ask what kind of dressing he referred to. "We make a special oil dressing for our shoes and have tried it so long and have such confidence in it that we put our name on every box. It sells for only a quarter and a bottle will last three months. If you had one of these felt friction brushes you would find it much handier than taking a cloth and you could produce a better shine also," and three times out of four he would get 50c out of him for "accessories."

Another salesman in the same store was very successful along that line, but he went at it in a more strenuous manner. After he had concluded the sale of a pair of shoes he would say: "You don't want a bottle of our oil polish, do you?" Of course the man would say no, for the manner of the question had prejudiced him against it. Then he would have to explain its merits and would proceed to demonstrate by going down on his knees and shining the man's shoes. Of course he would usually buy the polish after submitting to the operation.

Another article that comes under the head of findings is silk laces for low shoes. A wide-awake salesman can sell a pair of these with nearly

every pair of oxfords and as they only cost about \$1 per dozen pairs and retail for 25c there is some inducement to push them.

It is a fact that they improve the appearance of a shoe wonderfully in that they do not get gray and rusty

in a short time like the cotton lace, and their extra width admits of them being tied in a neat bow, and as one pair will usually wear as long as a pair of shoes they are not so expensive. An imitation silk lace the same width can be bought to

From Top to Sole the Shoes We Make Are Reliable in Every Detail

They are more equal in wear and comfort to the old time hand made custom shoemaking than any other



modern make of footwear.

The comfort, style and durability of our shoes not only hold trade but always bring in and retain desirable new business.

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

TENNIS

Now is the time you need this class of goods.



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

The Joseph Banigan Rubber Co.

Geo. S. Miller, Selling Agent

131-133 Market St., Chicago, Ill.

retail for 10c, with a good profit.

This department should be located in the front part of the store and should consist of the following articles: Liquid polish for tan and black shoes, 10c and 25c size; combination (liquid and paste) both colors for the same prices; 5c and 10c sizes of paste, tan and black; felt brushes for polishing, to retail for 25c; silk laces for oxfords to retail for 15c and 25c, and a mohair wide lace for 10c; in-soles, both felt and cork; heel cushions and instep raisers to retail for 15c and 25c; shoes trees for keeping old shoes in shape, to sell for 75c and \$1 per pair.

A plate glass show case 4 feet long, 18 inches wide and 4 feet high will give ample room to make a display. Glass shelves can be arranged and the window trimmer can take the assortment mentioned and make a very attractive show. If he has any spare room he may put in three or four pairs of the nicest shoes he has.

In addition to the display case, have an assortment strung along the base, say every 12 feet. Have a stack of polish, then a dozen brushes, a pair or two of shoe trees, and always keep a few pairs of silk laces in the pocket, so you will lose no time in showing them.

If this kind of a show is made on both sides of the store, with a few appropriate signs, calling attention to the different articles, the customer will sometimes ask for them if the clerk has his mind on the races and neglects to mention them.

Have all these articles at hand and call each customer's attention to one or more of them, and in most every case you will sell him something. Pick up his old shoe and put the shoe tree in it and demonstrate how nicely it removes the wrinkles. Take up a felt brush and give his shoe one or two swipes with it and show him the difference. It is no uncommon thing to get from 25c to \$1.50 extra money out of a customer on these things and as there is an average profit of 100 per cent. it is well worth hustling for.

Give the clerks 10 per cent. on all these sales and you will find they will miss very few chances to land a customer.—Shoe and Leather Gazette.

Recent Business Changes Among Indiana Merchants.

Columbus—Rowell & Clifford have purchased the grocery stock of Wm. Daugherty.

Ft. Wayne—Morris Alderman, merchant tailor, has discontinued business.

Frankfort—The clothing business of Coulter & Wallace is continued under the style of Coulter, Wallace & Flore.

French Lick—P. H. Williams succeeds Hawkins Bros. in the bakery business.

Goodland—Burgess & Brook, hardware dealers, have dissolved partnership. The business is continued by Burgess & Jakway.

Indianapolis—L. G. Burns has incorporated his wholesale confectionery business under the style of the L. G. Burns Candy Co.

Indianapolis—Michael F. Smith has purchased the interest of his partner in the jewelry business of Smith & Gray.

Lynn—S. E. Whelan has sold his general merchandise stock to M. C. Lindsey.

Peru—Baber & Mitchell, jewelers, have dissolved partnership. Baber & Rankin continue the business.

Sharpville—M. Hoffman & Co. succeed M. Hoffman in the hardware and implement business.

South Bend—Albert P. Sibley is now sole owner of the power drill manufacturing business of Sibley & Ware.

South Bend—Scott & Brady continue the grocery business of Fredrick L. Wittenbrook.

Whiting—Rosenthal & Bernstein, dry goods dealers, have dissolved partnership. The business is continued by J. Rosenthal in his own name.

Crawfordsville—R. E. Kostanzer, druggist, has uttered a chattel mortgage in the sum of \$1,468.

Culver—Wm. E. & Frank Cook, dealers in hardware, have uttered a chattel mortgage in the sum of \$998.

Indianapolis—E. C. Hedden, grocer, has canceled a chattel mortgage amounting to \$1,258.

Losantville—Clarence B. Luellen, hardware dealer, has filed a petition in bankruptcy.

Connorsville—The overall factory conducted by the J. A. Sommers Manufacturing Co., owing to the scarcity and high price of cotton goods which enter into the manufacture of garments, will close the factory down a portion of the summer months. During this period extensive and much-needed improvements will be made to the factory building, as well as added facilities for enlarging the output.

A Handsome Magazine for Nothing.

Possibly some of our readers have not seen the New York Sunday Tribune recently. If so, it would pay them to get a copy, if for nothing more than to examine the new Sunday Magazine, which is given free with that paper. The Sunday Tribune gives in handy form, easy to find, all the news of the world, with special articles on timely topics and handsome illustrations. It has now added to these features an independent magazine, with colored covers, and a splendid colored picture, separate, suitable for framing. This magazine itself is worth 10 cents of anybody's money. It contains original stories by the best authors, bright verse and all the other specialties that go to make up a first class publication for family perusal. For summer reading it is just the thing. It is lively, without being vulgar, and is so nicely balanced that the boy with a passion for outdoor sports will find it as interesting as his more serious-minded parents. As for the girls, they all like it, regardless of their temperament or disposition.

Buy it from your newsdealer or send \$2 to the office in New York for a year's subscription.

Sample copy sent free.

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

WALDEN SHOE CO., Grand Rapids
Shoe Manufacturers

LYCOMING RUBBERS

We are state agents for this famous line of Rubbers. We have recently added a large warehouse to our already commodious quarters, and are in position to fill all orders promptly, which will be appreciated by all dealers on account of the heavy demand for rubbers at this time of the year. Send us a trial order for the best rubbers made.

Waldron, Alderton & Melze
Wholesale Boots, Shoes and Rubbers
131-133-135 North Franklin St., Saginaw, Mich.

The Past Season Has Been One of the Very Worst on Shoes
Rain--Mud--Cold

A shoe that has gone through this season and has left the stamp of satisfaction on the wearer's face is the shoe to tie to.

THE HARD PANS HAVE DONE IT

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

Just at This Time

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

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

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

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

CATERING TO CHILDREN.

One Grocer Who Did It Systematically and Successfully.

I have a married sister living up Jersey. I have to drop in on her every once in a while, to see that the babies' noses are kept clean and everything is going right.

She lives with her brood in a town where I spent a couple of years and I accordingly know a good many of the people there.

I dropped into the little place a couple of weeks ago, being within about seven miles of there on business. At the supper table, while I displayed the loveliest table manners ever seen in the village, we talked over the old residents.

"How has Sol Jones gotten along?" I asked.

Sol Jones opened a grocery store there about four years ago, after having spent about fifteen years in the insurance business. He is an original sort of duck, but what in thunder ever steered him into the grocery business I do not know.

Still, I always expected him to succeed.

"Why, he's made out all right," said my sister, stopping the fierce cry of her youngest-born by forcibly thrusting a peeled banana far down its little gullet. "I guess he's doing the best grocery business in the town now. He went right ahead from the start."

She laughed a little. "And May here has helped him, too," she said.

May is her daughter, aged twelve.

"What do you mean?" I asked.

"Why," she answered, "Sol made friends with all the children in the town and they naturally begged their mothers to let them go there to buy things. I deal there almost entirely now, and it was almost all through May."

"How did he do it, May?" I asked.

"He give us candy," said the child, sententiously.

Well, the talk drifted to other things. I pointed out the mistakes of Congress to my brother-in-law and by 9 o'clock, I guess it was, we were all in bed.

The next morning before I left town I walked around to Sol's store. He was standing in the store as I approached.

"Sol, you old rip!" I said, "I always knew you'd get the people's money somehow. Why, they tell me you're doing the business of the town!"

Solomon chuckled. He never laughed in his life—he's a dry old cuss.

"Well," he admitted with a grin, "I'm doing pretty well."

"They tell me up at my sister's that you did it by snuggling up to all the children in town," I said. "You foxy old dog, you!"

He chuckled again and we went back into his little office and sat down. He told me then about his scheme, although he persisted that it was not any scheme at all.

"I had a pretty hard row to hoe when I first opened this store," he said. "The town ain't very big, you know, and there were four other stores here then. There didn't seem to be room for another, but I sort o' had an idea I could make the thing go, so I waded in. That's all fizz

about my getting in with the children. I simply realized I had to make friends with the people and I numbered the children among 'em. And then when I saw how well it worked, I began to make a point of it, and I've done it ever since.

"I tell you," Sol went on, getting as nearly enthusiastic as I ever saw him, "there's nothing like children to bring trade to a store. You see, they do a lot of errands, either for their own people or somebody else's, and in a little town like this, nobody's tied up to any one grocer. We all know everybody and any good family can buy goods on credit just as well at one store as another. It ain't like it is in the city, where everybody's strange to everybody else. So the children can go pretty much where they like, and I made 'em like to come here."

"Well, I haven't learned yet how you did it," I said.

"Oh, mostly by giving 'em a handful of candy," he said. "It don't take much to get a child's good will. I simply started in to give a little sweet stuff to every child that came here, and they advertised it to other children. At first when they would come it would only be for a few cents' worth of stuff, but by and by they would bring orders for more, and so it went on."

"Don't that run into money?" I asked.

"Costs less than you think," he said. "Naturally, I don't give 80-cent mixtures away. I keep an account every week of just how much candy I've given away and it don't come to much. Here it is."

He opened a book on his desk and turned to a page headed "Candy Account." The last five weekly entries in the book were these: \$2.12, \$1.96, \$1.78, \$2, \$1.90, which meant that he had never spent more than \$2.12 in one week for free candy. What's that for such advertising as he got?

"And you really think that has helped your business?" I asked.

"Helped it?" he repeated; "why, man, it's made it! Understand, I think I'd have made good anyway in the end, but not like this. I've sold good stuff, and when a child got in the way of coming here every time she was sent for stuff, why, it would only be a little time before her mother would come, too. Often the child would be cute enough to steer its mother in here and come in with her. Helped my business? Well, I should say it had!"

There isn't anything especially new about the scheme of catering to children, but I only know a very few grocers who do it systematically. In fact, I think I only know one other who goes about it as regularly as this fellow up Jersey.

This other keeps an open pail of chocolate chips on his counter all the time, and every child who comes in gets two or three. They're almost as cheap as dirt, and you can give 'em out all day and only spend half a dollar or so.

And lordy me! how that scheme does work!

It is easy enough to see how. Every woman with a child will send it on



The First Step

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

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

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

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

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

Save three Pennies

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

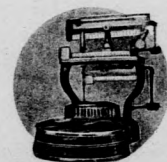
Ask Dept. K for catalogue.

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

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



Dayton
Moneyweight



errands to the grocery store several times a day.

"Mother, can't I go to Jones'?"

"No, go to Smith's; what do you want to go to Jones' for?"

"Why, he gives me candy, and Mr. Smith don't."

Mother knows Mr. Jones to be a good citizen and a good grocer, and she knows his store is all right.

"Oh, I don't care," she says; "I don't know that it makes much difference. Tell him your papa will pay him."

And so Smith loses the order and Jones gets it. And a handful of candy has turned the scale.

Why, I always let my children go to the Sunday school that gives the biggest stocking on Christmas Eve. It's the same principle.—Stroller in Grocery World.

Cause of Advance in Tapioca.

The recent advance in tapioca prices has attracted considerable attention from dealers to this article, which is used so largely throughout the country. The prevailing prices for the last eighteen months have been so low that reports from Singapore state that only the manufacturers who were the strongest financially have been able to continue in the business, and even with them the production has been markedly decreased. At first these reports were not generally credited, but that they were manifestly true has been shown by the fact that the shipments made during the last sixty to ninety days have been very much less than usual. This, together with the increased consump-

tion, places the article in a very strong position. The tapioca of commerce is a farinaceous substance prepared from the roots of the cassava plant, and is manufactured principally in the vicinity of Singapore and Penang. The preparation consists of the grating of the roots and the separation of the pulp from its milky juice. This is done by means of sacks made of matting, which are filled and suspended from a beam, weights being attached to the lower end. From this meal a starch is obtained by washing in water and allowing the farinaceous portion to settle. This starch while moist is dried upon hot plates, the grains swelling and bursting, and the whole collecting in small, irregular masses or lumps. By a process of selection various sizes are obtained, and these constitute the "small and medium pearl" and "small and medium flake" grades of tapioca which find their way into households the world over. Tapioca meal, or Brazilian arrowroot, is the same substance dried without heating. The consumption of tapioca in the United States as a food has increased considerably during the last two or three years, owing to the fact that jobbing grocery houses have put it up in one-pound packages of the various sizes and thus increased its popularity. It is used extensively in the West, and just at this time is a particularly cheap food in view of the advancing tendency of prices of corn, wheat and other cereals.

Doctors May Rely Upon Diet Instead of Drugs.

It is well known that nearly all plants contain the essential elements of medicine, and a large majority of drugs found in the pharmacopoeia of the present day are vegetable extracts. The quantity of any characteristic element in a plant varies with its richness in the soil. This is, of course, a correlative of the well-known beneficial action of fertilizers in increasing plant growth. It is now proposed, however, to attempt the cultivation of medicinal plants—that is, common vegetables containing abnormal quantities of substances it is desired to administer. It is evident to every one at all acquainted with the laws of physiology that the assimilation of mineral elements by the body is much more readily accomplished when these are partaken in the form of food in vegetables.

In the past, if the body has needed an excess of iron it has been supplied by iron tinctures taken through a glass tube after meals. The modern idea is to supply this want by certain vegetables, such as spinach. Experiments looking to the demonstration of this scheme have been undertaken recently in Europe. Ferruginous plants were grown in soil enriched by the addition of hydrate of iron, and upon analysis it was found that plants grown in such soil contained a much larger percentage of iron than similar plants grown in natural soil. Of course, it is not to be supposed that this increase in the percentage can be increased indefinitely, but it can be carried to a maximum

point which is very much greater than the average.

This same demonstration has also been carried out in connection with tea cultivation. Samples of tea leaves from several plantations having similar climate and altitude conditions, but different soils, were gathered and after drying were analyzed in the laboratory for their content of iron, nitrogen, phosphoric acid, caffeine, silicic acid and ash. Soils in which the several plants yielding the sample leaves had been grown were also analyzed for similar elements, and it was found that the chemical composition of the soil, especially the quantities of those substances taken by the plant, has an influence, clearly demonstrable by chemical analysis, on the composition of tea leaves produced on such soil.

A very interesting vista opens up to the prophetic eye in giving free rein to the imagination on this fascinating subject. Will the doctor of the future instead of ordering a nauseous dose from the druggist prescribe a course of medicinal vegetables, furnishing the iron, or potash, or maganese, etc., by means of these "doctored" or "medicated" vegetables? The certified milk, with its guaranteed proportion of milk fat, sugar and milk solids, might have seemed an improbable commercial article fifty years ago, and, if so, why not "certified vegetables" in the immediate future?

If a man's word is not as good as his bond it is always a good idea to scrutinize his bond closely.



FIVE THINGS MUST BE WATCHED BY A STOREKEEPER

Are you taking it for granted, or do you KNOW they are done correctly? You WILL know if you use an IMPROVED NATIONAL. YOU will not have to GUESS. It records every transaction

IT TELLS

- 1 How much CASH business was done.
- 2 The goods sold on CREDIT.
- 3 What was RECEIVED ON ACCOUNT.
- 4 The amount PAID OUT.
- 5 If a mistake was made CHANGING MONEY.

MACHINERY MAKES NO MISTAKES. NO MISTAKES—NO LOSSES.

NATIONAL CASH REGISTER Co.
DAYTON, OHIO, U. S. A.
AGENCIES IN ALL PRINCIPAL CITIES

Detroit Office, 165 Griswold Street
Indianapolis Office, 115 S. Illinois St.
Toledo Office, 337 Superior Street
Grand Rapids Office, 180 E. Fulton St.
Chicago Office, 48-50 State Street
Milwaukee Office, 430 Milwaukee St.

Name _____
Address _____

CUT OFF AND MAIL TODAY
N. C. R. Co., Dayton, O.
If it costs nothing and puts me under no obligation to buy, I will look at your improved registers when your agent is next in this vicinity with his samples.
Saw your ad in MICHIGAN TRADESMAN.

SHAME AND SORROW

Inevitable End of the Napoleon of Finance.

Ten years ago, rich beyond the dreams of avarice, courted and fawned upon by the great and powerful, famous in the remotest quarters of the globe as a magician of finance.

To-day a prisoner in a London police court charged with petty swindling, friendless, forgotten and alone.

Such is the record of Ernest Terah Hooley, the "promoter."

For several years before he reached his inevitable bankruptcy in 1898 Hooley was perhaps the most conspicuous man in England. He had made an enormous fortune for himself and immense profits for those associated with him in the flotation of Bovril stock, and not only the "city," but the nobility and even representatives of royalty were rushing to beg a share in his next enterprise. Their money poured in upon him without security or even supervision. All they asked was that this necromancer of the stock market would accept it and do with it as he thought best in his own way and at his own time.

In return "society" showered him with favors, although he was a coarse and vulgar person, and he even came near to election as a member of the Carlton, the exclusive club of which the present King, then Prince of Wales, was one-time President. He paid a quarter of a million dollars for admittance, but his bankruptcy came too soon and blasted the enterprise which would certainly have been successful but for the exposure. In the meantime he had half a dozen magnificent houses in town and country, every one of them fit to be the residence of the richest duke in England, to say nothing of steam and sailing yachts that cost \$1,000,000 a year to maintain, and he lavished fortunes right and left on horses, pictures, statuary, bric-a-brac, and everything else upon which his fancy lighted.

But the end came, as it comes invariably to the gambler, whether his tools be cards or company shares. The bubble burst into nothingness. The fortune disappeared, and this man who had dealt in millions every day was stripped so bare he had not even a shilling left.

Nor was that all, for in his downfall fell also the thousands who had trusted him, and the owners of the noble names he had purchased as decoys were publicly disgraced and ruined. It was found impossible to convict him of fraud, but the stigma was put upon him and his career was ended. Since then he has lived a miserable existence and now finds himself in a prison cell accused of a contemptible felony of which a first-class burglar would be ashamed.

Such is the history of every "Napoleon of finance," from the days of John Law to this present moment. Look back over the past twenty years in the United States and you can not find a single notoriously successful speculator who has been successful long. Frederick Ward, who

ruined Gen. Grant; Ives, the "Boy Napoleon;" "Nat" Jones, who built a palace in Chicago for Gen. Torrence and Harold McCormick but not himself to live in; Peter McGeogh, Kershaw and Harper, "Old Hutch," Sully, Woodend—these are only selections from the list of failures with which the history of American finance has been marked within very recent times.

In England there have not been so many, but Hooley and Whittaker Wright, whose dramatic suicide lately startled the world, have been conspicuous.

These all have flourished mightily, and men have praised and envied them, and every one of them has thought he could avoid the rocks upon which his predecessors drove to ruin. But the storm has pursued and found them and the end of them all was one and the same disaster.

When will mankind learn that there is no substance or reality in the gains of the gambler, that they are only an appearance, a vision of a moment, and sure to vanish and leave nothing behind but shame and sorrow?

There is no success in this world that has not been paid for in hard work and honest endeavor, for the success that seems to have been otherwise obtained is temporary and evanescent. Nor does the career of John W. Gates prove the contrary, despite the tales of his diversions, for he has won, not through luck or chance, but because he has spent his life in familiarizing himself with the properties in which he deals. It is just because he is so superior a business man that he can get the better of other business men in the market where business securities are bought and sold.

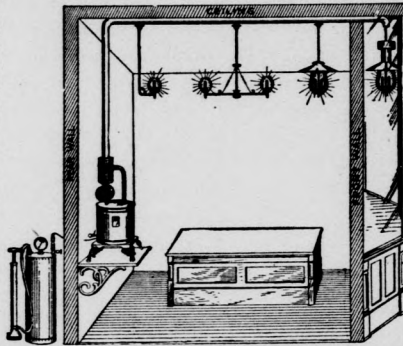
The fever of speculation burns high among us just now. Before he yields to it every young man should meditate upon the history of Hooley and the rest and decide whether he prefers the remote chance of dazzling the world for a brief period, with shame and misery as the inevitable and speedy end, to the prospect of honest work and steady growth with a competence at the last and the respect instead of the execration of his fellowmen. Above all, let him be sure that it is impossible to avoid the calamities that beset these other men, for they are the calamities, not of any single man in any single set of circumstances, but the calamities of the gambler in any circumstances.

Francis Ambrose.

"Opportunity knocks at ivry man's dure wanst. On some men's dures it hammers till it breaks down th' dure an' thin it goes an' wakes him up if he's asleep, an' afterwards it wurks fr him as night watchman. On other men's dures it knocks an' runs away, an' on the dures iv some men it knocks an' whin they come out it hits them over th' head wid an axe. But ivry wan has an opportunity. So yiz had better kape your eye skinned an' nab it before it shlips by an' is lost foriver."—Mr. Dooley.

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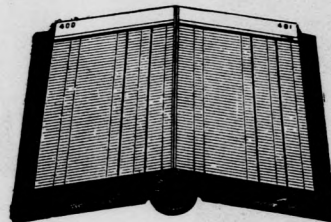
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We can save you money.

THE Edward Hine Co.

Loose Leaf Devices, Printing and Binding

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Using Discretion in Regard to Warranting Goods.

The subject of guaranteed goods has as many phases awaiting discussion as there are men in the business. The manufacturer, jobber, and retailer each has his individual ideas and opinions on this particular branch of the shoe trade.

From the standpoint of a retailer with years of experience located in a small New England city of perhaps twenty-five thousand population, permit me to say there is no other way than to guarantee good wear in the goods sold. The word guarantee means much. It means that the retailer has unlimited confidence in the goods he is selling, and that he is willing to stake his reputation for reliability against the loss of business confidence on the part of his business friends, that the goods sold will prove to be all that he has represented them to be.

Allow me, my readers, to ask you to point out successful retailers among your business acquaintance, and if I be permitted to ask you through what channels they have become prominent factors in their line of trade, through what avenues their energy and strength have been exerted to reach that desired prominence to place them on that high standing as business men, I trust you will each and every one say it is the quality of the goods sold.

Out of the eighty millions of people in this country, how many are buying gold bricks to-day without even asking to have proof of their value? Then, why should we ask our customers to buy shoes of us without even asking if we guarantee good wear? Is this anything unnatural for them to do?

They are sincere in their questions and rely on the dealer's honesty. He is supposed to know if the goods are of reasonably good quality, or at least whether he bought them for such of reliable manufacturers or jobbers.

If a shoe or rubber has proved absolutely wrong, with but very little wear, why should not the customer be entitled to a new pair without further cost? How often does it occur that it is necessary to wholly replace goods?

In most cases of damaged shoes they have been worn some time. Then, by the shoes having a weak welt, a poor quarter or a soft counter, these shoes are brought back for our inspection, and to have all damages fairly adjusted. At this time the salesman must be on the alert. Customers who have always been easy to sell to, and satisfy, are not the same. It has cost time and money to get these customers. Now, discretion alone is the only means of retention.

How many times large and easy-purchasing families have been lost at this point, and on the other hand, through skilled management, we all have made equally as big a gain. On the whole, we have to allow, our customers usually meet us as we meet them. There is no one law by which all difficulties can be adjusted. If nature had constituted all

people the same, then the same rule would have been good in all cases.

Many people are willing to allow, when they bring back a shoe, that they have had a fair amount of wear, but on a general summary of the whole, they did expect longer wear. However, considering the service received, they are willing and prefer to pay in part for a new pair of shoes, not expecting the dealer to furnish their footwear for nothing, and at the same time the dealer can see from the start that it was the fault of the shoe, and that they have a just claim from the manufacturer for credit of the same.

If, on the other hand, we happen to meet a customer quite the reverse dealers would be greatly surprised. We all see many people coming in our doors whom we dread to meet, and especially if it is a matter of some consideration on damaged goods which they have bought of us. They are not willing to allow that perfection has never been attained by mortal man, and that it is impossible to expect too much of any article which they buy. But these same people have a prestige; they have an influence which reaches some branch of our trade, and their damage had better be pleasantly settled if it costs the retailer some loss.

This is an extreme case. Most people are willing to allow that a partial restitution of the purchase price paid for a pair of shoes, or other goods, which have proven defective, is fair and equitable, and consider that all shoes, like all people, can not be perfect. Such customers leave the dealer carrying with them the warmest feeling from their business relations, and thinking well of him and his line of goods.

I feel I may owe an apology for having selected this subject to write upon. But it does seem to me this is one of the greatest difficulties we have to adjust in the shoe business. It requires the utmost tact on the part of the salesman. It brings out all his ideas as to the point of equity. The loss of this customer is not only felt when allowed to leave dissatisfied, but it reaches out through all his associations.

Would it not seem, where minor repairs are necessary to be made, that it would be far better for the dealer to make such repairs and charge them to his side of the loss account? Would it seem fair to occasionally send in a long list of itemized repairs to the jobber or manufacturer, which had been done for the customers from time to time? How does he know the repairs have ever been made? We must concede all facts. If we are going to make repairs for a customer, we want to see the shoes which are to be repaired. We would especially object to have the customer have the work done outside, and then bring the bill for the same to us. Now, I am told that the jobber's yearly loss is enormous on goods which he takes back from his trade, that is, on goods which are shipped in to him, shoes which retailers have good claims for returning. Now does any retailer feel like asking of the

jobber or manufacturer what he would refuse himself?

The jobbers of the East, as well as the manufacturers, are as a whole energetic business pushers, willing at all times to meet the retailer with the glad hand and assist him in every way possible. When a small concession is the balance necessary for the retailer to furnish in completing the life of certain goods, would it seem reasonable or business-like for anyone to assume the expense but himself?

In my opinion, if the retail dealer would always use discretion in regard to warranting goods, he would have little trouble. While the jobber and manufacturer are our friends in every business sense of the word, yet there is a limit, and when the retail-

er of to-day will truthfully allow that he will accept all that he demands of the jobber and manufacturer, then we can all be assured that each will have his respective share of the disagreeable side of the shoe trade.—
Boot and Shoe Recorder.

Oklahoma has enough salt to supply the markets of the world. The great salt reserve in the western part of the Territory contains salt that is of illimitable depth and inexhaustible supply. Saline deposits are found in various parts of Western Oklahoma, and the manufacture of salt is destined to be one of the great industries of that future State.

That woman who is most admired isn't necessarily the most admirable woman.



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Adjustable
Display Stand**

The Best Display Stand Ever Made

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

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You are cordially invited to visit
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Ladies will find a place to rest
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A competent Domestic Science teacher
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Heroes Worshipped by Women at Various Ages.

Written for the Tradesman.

Every woman is by nature a hero worshipper. From the cradle to the grave she spends her time burning incense before some demi-god, or some little tin-god that she endows with heroic attributes. At times this causes her to make many kinds of a fool of herself, as, for instance, when she kissed the too-sweet Hobson into oblivion and mobbed Paderewski to obtain a single precious hair from his flowing locks.

In the main, however, it is an amiable weakness, and her ability to glorify an ordinary man—for woman's genuflections are always made before a masculine shrine—and see in him an unappreciative genius or a knight of romance, not only adds to the interest of life, but enables her to actually enjoy being sacrificed to her divinity. This is a most valuable faculty and its possession explains many feminine inconsistencies and peculiarities. As long as a man is heroic in a woman's eyes she will stand any sort of treatment from him. It is only when she discovers that her idol's feet are mud that she hauls him into the divorce court or otherwise rebels according to her relationship to him.

It must not be thought, though, that women are constant from youth to age to the same hero. On the contrary, a procession of heroes file through their fancies, so to speak, and the different periods of her life offer an interesting and instructive study.

A girl's first attack comes on early, while she is still a little tot in short skirts and with her hair in pig-tails down her back. The inspirer is invariably some big boy who attracts her attention by turning cart-wheels before her on the pavement or cutting figures of eight on the ice or who can conceal the half of an apple in his bulging cheek when the teacher turns an investigating glance upon him. She looks on with awe and admiration at his feat and thinks how strong and clever and wonderful he is, and betrays her adulation by hanging about him as much as the Great One will permit, taking meekly his snubs and chalking his name up to fame on the bill boards as she goes to and from school. This is merely a juvenile complaint, as innocuous as the chicken-pox, and it passes harmlessly without leaving a scar upon the heart.

The next hero of a little girl is the Fairy Prince, and little as the man so honored may realize or appreciate it, this is one of the most wonderful experiences that can ever come to him, for to be worshipped by the pure heart of a little child is to be a king among men. The Fairy Prince is always a grown-up, generally either a college friend of an older brother, or a suitor of a big sister, but he takes note of the child, and talks to her, and brings her candies, or

takes her riding or to the theater and she admires him for it. In her eyes he is an Apollo of beauty, a marvel of wit and wisdom, the hero of all her childish imaginings. It is then, for the first time, that love and marriage enter into her conceptions of life, and she dreams of herself as going away with the Fairy Prince to live in a candy castle, and feed upon chocolate creams forever and a day. When the Fairy Prince finally rides away and leaves her, she sheds salt and bitter tears, and refuses to be comforted by his promise to come back for her when she gets grown.

After the Fairy Prince has gone the way of all masculine flesh and married, there are several years in which the girl is immune from hero worship. She scorns the grubby little boys of her own age. Her horizon is limited, and no knight of romance appears upon it, and so she arrives at the age of sixteen or seventeen when the feminine passion for hero worship becomes an acute peril, for there is no telling then when she will be idiot enough to try to translate some of her imaginings into reality. The gentleman who wears the halo at this period of a girl's life is generally her professor. Preferably he is her music teacher, or drawing master, but it does not much matter, for at this stage of the game her appetite for heroes is so voracious that she can swallow anything, even a grumpy professor of mathematics. Give her a hollow-chested and anemic teacher with lanky hair and broken English verbs, and she can see in him an unappreciated genius, pining away in an alien land, and picture herself as a benign angel coming into his lonely life, bearing love and sympathy in one hand, and a bag of her father's good long green in the other, and thus lifting him into a region of ease and plenty, where his art would have opportunity for free expression.

If, on the contrary, the professor is fat, and middle-aged, and bald, it jars her ideals but it does not smash them. She knows that he must be unhappily married, and she has visions of shuddering ecstasy in which she imagines herself as his affinity, renouncing love for duty, both victims of fate, yet leading a sad, sweet life of resignation uplifted by a glorious passion. Of course, the worship of the professor will be easily explained on the ground that he is generally the only man in sight in a girl's boarding school. It is, however, extremely dangerous, and no man who is not a septuagenarian, and deaf, and dumb, and blind to boot, ought ever to be employed to teach girls.

The next hero that a girl worships is the preacher. Every boy goes through a period when he yearns to be a bloody pirate of the raging main, or a train robber, or some kind of a picturesque bandit. Similarly, girls pass through a stage in which they long to renounce the world, and all its vanities and pomps, and become sweet faced sisters of charity, or gray robed hospital nurses, or settlement workers with uplifted expressions and year-before-last clothes.

These noble aspirations are inspir-

ed by a good looking preacher, for it is notable that the piety of the feminine portion of a congregation is always in direct ratio to the personality of the clergyman. Under its influence a girl goes to church three times a day, prefers prayer meetings to balls, and regulates her life by what HE—a preacher worshipper always speaks of the parson in capitals—says. Fortunately when a preacher marries he tumbles off of his pedestal so far as the majority of his female flock are concerned,

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Facts in a Nutshell

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although there are some women to whom the preacher is a hero to the end, and who spend their lives breaking their alabaster boxes at his feet.

The matinee hero follows close on the heels of the clergyman. This marks a virulent stage of feminine hysteria. It is a malady that few women escape, and none ever remember without wondering how the fool-killer happened to overlook them while it lasted. The outward symptoms are a mania for going to hear some particular actor or singer act the same play, or sing the same song, with precisely the same tremor in his voice, the same clutch at his heart, the same adoring glances and passionate outcries at the same cues, day after day, or night after night. Still she is thrilled by it. She sits in the self-same place, and flatters herself that her hero must differentiate her face from the dull uncomprehending faces of the audience, and she wonders if he is not conscious of her presence—if there is not some rapport between them.

When she has it very bad indeed, and has no kind friend to shut her up in a padded cell in a lunatic asylum, she writes him mash notes, telling of her love, her devotion, her willingness to leave home and family and friends and fly with him. At this time she also spends her allowance in sending him flowers, which he gives to other women, and in buying his photographs, before which she burns candles and says her prayers. Generally, the matinee-hero-worship craze does no particular harm. Sometimes, however, it

is necessary to use violent measures to wake a girl up who is in a trance about some romantic actor. The best way to do this is to let her make his personal acquaintance under properly chaperoned conditions. A romantic actor with his upholstery off is about the least romantic person on earth, and a girl is forever after an apostate where the stage is concerned.

Following the matinee hero, and far more dangerous because he has to be dealt with at close range, across the parlor lamp instead of from the safe distance across the footlights, is the man with a dark and lurid past. Nobody can explain the fascination that a bad man has for a good woman. Neither can anyone deny that it exists, and is especially potent with ignorant and innocent young girls. Charlotte Bronte was an unsophisticated country maiden when she created the wicked and sinister Rochester, ready to commit any sort of a crime to get the woman he loved, and that sort of man always was and always will be the favorite hero of young girls. Heaven alone knows why a woman should find anything romantic in a man who has been a drunkard, or a gambler, or a rogue, but she sees him through some sort of a glamor that makes his sins appear picturesque instead of sordid, and it is while she is under this hypnotic spell, while she believes that her worship is a lasting passion instead of a passing fancy, that she is apt to make a marriage that she spends the balance of her life in repenting.

If she escapes this sad fate, if she chances to find out that her hero was not so black as he painted himself, or she has the good fortune to meet him when he is drunk, instead of hearing his poetic account of dallying with the wine cup, and it is because women hear about things instead of actually seeing them that they make such bitter mistakes, she is generally safe for the next few years. True, she breaks out with spasmodic attacks of worship of some great pianist, or she burns a few joss-sticks before Ibsen, or some famous lecturer, or traveler, or artist, but this amounts to little. It lacks the fervor and the fire of her previous devotion.

Then comes her final great performance as a hero worshipper, the culminating triumph of the feminine imagination, that enables her to see in some perfectly commonplace man the ideal of all her dreams and fancies. She falls in love, and straightway the homeliest shambling tow-headed man that ever walked becomes a paragon of masculine beauty; his most stumbling speech becomes thrilling eloquence, and his occupation, no matter how prosaic, becomes a field of adventure. She has found her hero at last and she sits down joyously to pour out adulation before him.

And it's up to the husband to offer up thanksgiving in the temples for his luck, for the choicest gift that fate can bestow upon a man is to make him a hero in his wife's eyes.
Dorothy Dix.

For the Rich Only.

Uncle and Aunt Melcher went to town to buy a new clock. "Now," said the dealer, "here is something very attractive in the way of clocks. When the hour begins a bird comes out from the top and sings, 'Cuckoo!' For instance, I turn this hand to 3 o'clock and the bird comes out and sings 'Cuckoo' three times."

"Don't that beat all?" cried Uncle Melcher, enthusiastically. "Mother, let's have one."

"No, no!" said his wife, hastily, "that sort of a clock might do for folks that have lots of time, but it'd take me half the forenoon every day to take care of that bird."

Secretary of War Taft has developed a "society liver," which is a condition common in Washington among those officials who are frequently called upon to attend banquets. Since his return from the Philippines Mr. Taft has been in constant demand on such occasions. For three months he has had an unending series of such engagements. Although a man of splendid physical powers he has found the task too severe to endure and now he is obliged to make excuses for his non-appearance at dinners. Other officials have suffered in the same way. "Uncle Joe" Cannon said at one time that he must either give up the speakership or stop dining out. It is queer that society can discover no way to bring people together except by offering them things to eat and drink.

While the plotter schemes the plodder gets there.

YOU CAN'T FOOL A BEE

When it comes to a question of purity the bees know. You can't deceive them. They recognize pure honey wherever they see it. They desert flowers for

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CORN
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every time. They know that Karo is corn honey, containing the same properties as bees' honey.

Karo and honey look alike, taste alike, are alike. Mix Karo with honey, or honey with Karo and experts can't separate them. Even the bees can't tell which is which. In fact, Karo and honey are identical, except that *Karo is better than honey for less money.* Try it.

Put up in air-tight, friction-top tins, and sold by all grocers in three sizes, 10c, 25c, 50c.

Free on request—"Karo in the Kitchen," Mrs. Helen Armstrong's book of original receipts.

CORN PRODUCTS CO., New York and Chicago.



MAKING OF SAWS.

From the Crude Material to the Finished Product.

In almost every household is to be found a hand saw, but little does one accustomed to use or handle the tool think of the amount of labor which must be expended in the manufacture of it. Nor does one appreciate the many operations which must be gone through before the rough black sheet of steel becomes the finished and glistening saw, which may be bent end to end only to spring back in place without leaving a trace of the strain which has been sustained.

In its variety of industries, Newark can boast of one of the largest saw works in existence. Here hundreds of saws of all varieties, ranging from the smallest surgical instruments to the great "buzz saws" used in lumber camps, are turned out daily. By far the greatest portion of the factory's output consists, however, of the higher grades of hand saws. It is this type which requires the greatest care and skill in its various stages of manufacture. In the first operation toward the making of a band saw large sheets of crucible steel, rolled to the proper gauge, are fed into a shearing machine. Here they are cut into the proper shapes, and a "blank" is formed. Stops are arranged on the table of the machine so that when the sheets are fed against them they will be in the desired position for the knife to cut into the proper shapes. When the sheet is in position the operator trips the machine by means of a foot lever. Instantly the knife descends, cuts the blank and returns to its former position; remaining there until brought into play again by the operator.

The shape of the knife used determines the character of the cut. For a straight-back saw, a straight cut is taken, but a curved blade produces the blank for a hollow-back saw. The knife on the machine has a slanting edge. The object of this is to bring only a point of the knife in contact with the metal at one time. The cut begins at one edge of the sheet. As the knife descends the cut spreads across to the other end. Through this method the cut is not only more even, but less power is required to operate the machine.

The blanks are taken from the machine, presumably of the same size and thickness. In order to ascertain whether the steel used is of the proper gauge and the blanks of the correct size, each blank is weighed, this being the simplest method. The blanks must next be "toothed," or, in other words, the teeth must be formed. This process is ingenious in its simplicity. The blanks are fed between two small rollers, which, revolving at an even speed, bring the blades to pass over a die and in the path of a flycutter. This cutter consists simply of a solid wheel about ten inches in diameter, with a V-shaped tool protruding from its face. When the machine is set in motion and the blank is brought before the flycutter, the tool strikes the blank

with each quick revolution of the wheel, nicking out little triangles of steel and leaving the teeth in their crude form.

The cutter wheel revolves at a much higher rate of speed than do the feed rollers. For instance, while the feed rollers have advanced the blade an inch the cutter wheel has made nine complete revolutions, and consequently nicked nine teeth to the inch. The feed rollers always turn at the same pace, but the speed of the cutter wheel is altered, according to the number of teeth required per inch. If the machine has been running on work with nine teeth to the inch, and it is desired to put on fine work with eighteen teeth per inch, the speed of the cutter wheel is simply doubled. This is accomplished by substituting various combinations of change gears.

After the proper number of teeth have been nicked in the blank it is passed between a pair of steel pressure rollers, so that the burrs which generally project from the notched spaces are removed. This leaves the edges of the teeth smooth, and although the blank has been given its form, it is far from being a finished saw blade. It now looks as if it were made of ordinary sheet iron, but it is about to undergo a test which only the finest of steel can endure. At this stage the blank is soft. It must be brought through a series of operations which will allow it to assert its character, and the next step is one of greatest value to the tool.

The blank must be placed in a hardening furnace. This furnace is built up of brick, with a floor of tiling. Underneath this floor a fire is built, which heats it to a glowing red. The blade is placed on this floor, and when it has attained a "cherry red," the operator takes it out with a pair of tongs and quickly plunges it edge first into an oil bath. This process gives the blade the hardness and brittleness of glass; in fact, it is termed "glass hard."

In order to remove the brittleness it must now be tempered, or a certain amount of this extreme hardness removed. This is done by bringing the blade in contact with the heat of less intensity than that which it underwent in the hardening furnace. It is accordingly placed in a tempering furnace. This is, in reality, a hot press. It consists of two heated dies with smooth surfaces. The blade is placed between the dies, and they are pressed together as tightly as possible. This straightens the blade, taking out any warping which may have resulted from the hardening. Having been in the press a sufficient length of time, it is ready for the next step—the "smithing." Here the saw is hammered and flattened and made perfectly straight. Great precision and experience are required in this work.

Grinding is the next operation. A great grindstone, revolving in water, does the work. The blade is pressed firmly against the stone by an auxiliary wheel controlled by a double screw and a handwheel arrangement

at the top of the machine. First the center blade is run through and ground evenly on both sides, and here it assumes its first degree of brightness. A good saw is thinner at the back than at the cutting edge, consequently the blades must be ground to a taper. The blades are again fed between the grindstone and pressure plate, and are returned automatically to the hands of the feeder, who puts them through again and again until they are ground to the proper gauge.

The back of the blade is ground to taper from the teeth to the back and from the handle to the point. The tooth side and hilt are of an even edge. All high-class saws are ground to taper. The benefit of this feature in practice can readily be realized. It makes it impossible for the back of the blade to catch or "stick" in the kerf while taking a long cut.

The grinder becomes expert in the work, and by carefully feeling the weight of the blade can tell quite accurately when it is properly ground. When he thinks it is nearly finished he tests it with his gauge, and when found to be correct it is passed on to the next operation—that of "drawing," which is, in reality, another grinding or polishing operation.

Here the blade is ground by hand against a fine wet grindstone, and the surface is prepared to take the high polish which is given in the next stage on the "glazing machine." This machine consists of a large wooden wheel faced with walrus hide

THE EUREKA
POTATO PLANTER

The only successful because only self-locking tube potato planter made. Other manufacturers admit the necessity of the lock by using a spring. No one would hesitate for an instant to admit that our lock is infinitely preferable.

We also manufacture the following:
The Pingree Potato Planter, a stick or "bell" planter with self-locking jaws and an adjustable depth gauge.
The Dewey Potato Planter, a stick or "bell" planter with non-locking jaws and an adjustable depth gauge.
The Swan Potato Planter, a stick or "bell" planter with non-locking jaws and a stationary depth gauge.

The Segment Corn and Bean Planter, by far the lightest planter made. No cast parts, sheet steel being used instead.

GREENVILLE PLANTER CO.,
GREENVILLE, MICH.

Horse Clippers



20th Century, List \$5.00.



1902 Clipper, List \$10.75.

Clip Your Neighbor's Horses and Make Money.

FOSTER STEVENS & CO.

Grand Rapids, Michigan

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.

and a pair of reversible rollers running ordinarily in the same direction as the polishing wheel and controlled by a lever to the left of the operator. The blade is placed on the rollers, dusted with emery powder and brought up firmly against the revolving polishing wheel.

About six inches of one end are glazed first, then the reverse end of the blade is started through, and when the point previously polished has been reached the rollers are reversed and the blade has been given a beautiful sheen.

Another important step requiring much skill on the part of the mechanic is now in order. It is that of "blocking." Each blocker is provided with an anvil and a lignum-vitae block, on which he hammers the saws so that they shall not be too fast or loose, but shall possess the proper tension, spring and character. If the saw is what is termed "fast," the metal is too long on the edge and needs hammering through the center, or if too "loose," the metal must be stretched on the edge. All saws of whatsoever kind are made loose through or toward the center, so as to keep the edges stretched tight. This enables them to cut in a straight line, as otherwise they would run zig-zag through the kerf.

The blades are then burnished, this operation taking out all marks of the blocker's hammers and imparting a high finish. The teeth are next set, each tooth being set by a stroke of a hammer. Experienced workmen perform this operation with remarkable accuracy and rapidity. Setting the teeth of a saw consists of bending them so that one tooth is inclined to the right and the next to the left and so on throughout the whole length of the blade. It will be seen that they thus protrude slightly beyond the side of the saw. This is necessary so that they may make sufficient clearance for the body of the blade. It is also a help to the principle of preventing the saw sticking in the cut.

The tooth is then ready to receive its edge and the blade undergoes filing. In most instances this is done on a machine especially designed for this purpose which performs the work entirely automatically. In the case of very fine saws the filing is done by hand.

It may be noticed in this connection that the teeth are first set and then filed, quite contrary to the practice of many carpenters, who file the teeth first and then set them. The object of setting the teeth first is to avoid the possibility of injuring them after they have been filed, as it has been found that the reverse practice sometimes results detrimentally to the blade.

An extremely important operation now awaits the blade—that of stiffening. The different processes of hammering which the saw blade has passed through have altered the arrangement of the molecules in the steel. In order that they may assume an arrangement which shall give the blade the desired qualities

and elasticity, it is stiffened by being dipped into a bath of sperm oil heated to 700 degrees. The blade is allowed to remain in the bath for a short time and then the oil is allowed to drip off. The blade is dried in sawdust and it is ready for the etching-room.

Here the name, brand, trade-mark, etc., are etched on with acid. Impressions of whatever it is intended to etch on the bright surface are taken with transfer ink on porous paper, from steel plates embodying the design. This is done by a small hand press, similar to those used in engraving work. The paper with the ink is then placed on the blade, and after a slight rubbing the paper is moistened and taken off, leaving the ink impression on the surface of the blade; the surrounding space is then varnished so as to be protected from the acid. Nitric acid is then applied with a brush, eating in wherever the steel is not protected by the transfer ink or varnish. This produces the desired marking. After being washed in lime water, so as to be freed from the acid, the blade is ready for the final operation, that of handling.

Thoroughly seasoned and selected lumber is placed in a heated room and dried for the handles. It is then planed down to an even thickness and then sawed into small pieces. The markers describe the shape of the handles on a strip with pencils around a sheet-iron pattern. About four strips of the wood are nailed together and they are cut out by band saws. A hole is bored in the center of each handle and the middle is cut out by the use of a jig saw. "Jimping" is the next operation. The roughly cut handles are brought in contact with swiftly revolving cutters and the edges rounded. The files next take hold of the handles and work them into a finished shape.

They are then held against a belt to which sand is glued and a smooth finish given them. The next step is varnishing and polishing, after which comes "slitting," as it is called in the factory, or the process of sawing the slot in the handle in which the saw blade rests. Then the handles are bored and countersunk so as to admit the fastening bolts. The woods used chiefly in the making of the handles are beech, cherry, apple, walnut and hard woods from South America. Beech is probably more universally used than any.—Hardware.

Insurance in England nowadays covers practically every contingency of human life and business activity. The latest innovation is the offering of policies to insure people against the possibility of an advance in tax rates. In England there is much shifting of the tax schedules and it is difficult for people to know in advance just how heavily the burdens of taxation will bear upon them. The insurance companies for a small premium agree to make good any amount of tax that may be imposed beyond a specified figure.

Many a man is too stubborn to admit that he is related to the mule.

You will need

GLASS

For all the following:

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

We sell the 5 and an order will get you

Glass of Quality

Also manufacturers of Bent Glass.

Grand Rapids Glass & Bending Co.

Grand Rapids, Mich.

Factory and Warehouse Kent and Trowbridge Streets.



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.

JOHN T. BEADLE WHOLESALE MANUFACTURER



HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES

THREE DOLLARS TRADED**At the Store As the Result of Duty Well Done.**

Written for the Tradesman.

Their names are not Louise and Elinor, but those will do just as well as their real ones for all practical purposes.

Louise is a little gray-eyed blond and Elinor is a blue-eyed maiden with nut-brown hair. Both are about the age of Sweet Sixteen and they are as full of life as they make 'em, and withal are of extremely lovable dispositions.

They do clerical work in a downtown office, and of course the 12 to 1 luncheon hour is all the time except Saturday nights that they have a chance to do their shopping in. They "live at home" and, unlike some, their parents do not require them to pay for their board.

There is a great hue-and-cry always going up all over the land against this sort of girls who work for "just spending money;" but I think the quotation hardly does them justice as a class. That is such a girl's "good luck" if she is not out her board, and if she likes to work and earn her own clothes—wants to take that much expense off her old daddy—I say she is doing good work in the world. It costs a whole lot to be rightly clothed, nowadays, and, if a girl does that much unaided by her people, I say give her all praise. Her course is preferable by far to that of the girl who "lays down on" her old parents to supply all her possible needs and wants. Half a loaf is much better than no bread at all, and, if a young girl can do this much toward reducing the cost of her "keep," she is certainly entitled to much credit and is not to be run down for her work.

The "spending money" of the young ladies I refer to is not of the fairy godmother description, and so they must count the pennies. Going into a small store the other day, after hurrying through their noonday meal, they were both surprised and delighted to find themselves the recipients of especial attention, although they had entered the place more out of curiosity than anything else, being induced to do so to ask the price of two or three articles of ladies' attire displayed in the window that seemed to possess the attractions of a bargain.

What struck them as a trifle peculiar, in the service of the first clerk who waited on them, was the fact that she was so pleasant in spite of the truth that they were not "dressed up," having, as I said, come from their place of employment during the noon hour; for so many, many times, on such little shopping expeditions, they are met with indifference, not to say positive rudeness.

Said the little blond Louise to me once:

"I so often notice that, if I go to a store at noon in my working clothes—not dressed up—I have to wait and wait and wait at a counter before a clerk comes to see what I want; so, when I am intending to buy something that will cost more than my usual expenditure, I always wait until Saturday night. I get off

at 5 o'clock on that day and I go home and slick up and put on my best dress, and then the clerks 'fall all over themselves' to be nice to me, even if I don't buy a cent's worth. Good clothes count, of course, with everybody, but I don't think it's right for store people to so discriminate, for they are in their places to make money for their employers and I don't see how they can expect to win and keep customers by positive discourtesy just because they happen to have on their old clothes. They don't know but such may have their pocketbooks loaded down with money."

Which is very true, as we can all testify who have shopped in our everyday attire—and most of us do the major part of our buying when we are not clad in fine raiment.

But I started out to speak particularly of the polite treatment accorded these two young office girls of my acquaintance.

As I said, they simply drifted into the store in question with the intention of pricing some articles in the window which appeared of special value.

Inside, the clerk into whose hands they fell was so gracious in manner—"as courteous as if we were in her own parlor," said Elinor—that they not only priced a few things but made several little purchases in corset covers, hosiery and other small feminine merchandise, the combined sales in their case amounting in the neighborhood of \$3.

The noon hour always catches so many in the stores who have no other time to get away from their work, and I asked the girls if there were many others in the store at that time.

"Yes," said young Louise, "there were as many as fifteen or twenty; and they all seemed to be getting

waited on satisfactorily, too."

Now, just see. These young ladies entered that small place of business without the least idea of spending any money in it, but met such an agreeable reception at the hands of its employes that \$3 was left as a result of duty done by those hired for that purpose alone. Twenty people there at the same time, all getting excellent service, if the result was similar to the experience of these two young girls, would mean \$60 just as good as found rolling up hill by the proprietor, not to mention any other trade!

That was their first visit to that particular store—and I could name the Grand Rapids street and number if I wished.

If all the other Monroe street dealers could count such faithful service on the part of those they hire, there would be "great rejoicing in Israel," so to speak.

T. T.

Only One He Knew.

The other day a teacher in a West Philadelphia primary school was hearing her arithmetic class.

"What is a half?" she asked. The answer was given.

"What is a third?" A little girl answered correctly.

"What is a fourth?" Johnny was at the foot of the class. Here was his opportunity.

"Please, ma'am," he answered, excitedly, "it's the day we celebrate."

A Western clergyman, having performed the marriage ceremony for a couple, undertook to write out the usual certificate, but, being in doubt as to the day of the month, he asked: "This is the ninth, is it not?" "Why, parson," said the blushing bride, "you do all my marrying, and you ought to remember that this is only the fourth."

How Many?

How many bowls to make a bowler?

How many shoals to make a shoulder?

How many drams to make a drama?

How many bats to make a battle?

How many rats to make a rattle?

How many folks to make a focus?

How many croaks to make a crocus?

How many quarts to make a quarter?

How many ports to make a porter?

How many fans to make a phantom?

How many bans to make a bantam?

How many aches to make an acre?

How many fakes to make a fakir?

How many wraps to make a rapture?

How many caps to make a capture?

How many nicks to make a nickel?

How many picks to make a pickle?

How many capes to make a caper?

How many tapes to make a taper?

How many tons to make a tunnel?

How many funs to make a funnel?

How many sums to make a summer?

How many tails to make a tailor?

How many jails to make a jailer?

How many jumps to make a jumper?

How many bumps to make a bumper?

What Worried Tommy.

"Mamma," said Tommy, on his return from the cemetery, where he had been greatly interested in some sculptured cherubs, "if angels is little boys' heads with wings on them, where do they have pockets?"

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

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.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, May 21—From almost every dealer in coffee we get the same report—dull and practically without change. Buyers take only small lots to repair broken assortments and neither side manifests any interest. Rio No. 7 is quoted at 6½@7c and stocks are moderate. In store and afloat there are 2,851,568 bags, against 2,402,579 bags at the same time last year. There is a better feeling in the market for West India coffees and some fair sales have been reported at quotations. Good Cucuta is worth 9c. East Indias show no change in any respect.

There has been a fairly active trade in refined sugar, and yet very little of this is new trade, withdrawals under old contracts covering almost the whole volume of business. The market is decidedly firm and the whole tendency both of refined and raws is to a higher basis. Advance is so apt to come after this leaves that quotations of 4.80c, less 1 per cent. for cash, for granulated in barrels, the present figure, may be 5 or 10 points higher Monday. From now on a lively trade is confidently looked for.

There is absolutely nothing new in the tea market. Trading is about as flat as it has been at any time within a year. Prices, however, are well sustained, and this is an encouraging feature.

There has been a better feeling this week in rice and sales are made of larger lots than are usually taken. Holders are very confident and look for a good summer business. Prices show little, if any, change.

At the moment there is little doing in spices; quotations hardly seem as firm as a fortnight ago. Still they are not changed and holders profess a good degree of confidence in the future. Cloves are held at 16½@17c for Zanzibar. Singapore pepper, 11¾@12c.

There is a firm undertone to the molasses market, but the volume of business is very light and likely to be for some time to come. Foreign grades are firm, with stocks running very light. Low grades of molasses have been selling with some freedom and at well-held quotations. Syrups are in light supply and the demand is moderate.

Stocks of canned goods with the exception of tomatoes are running light, and even of these there may not be such a big carry-over. Demand is moderate and yet is about all that could be hoped for at this time of year when "garden truck" is becoming plenty. Tomatoes are worth about 65c for Standard Maryland 3s and 85c for Jerseys at factory. The salmon market is getting

in better shape all the time and several packers have sold their 1904 output. Red Alaska, \$1.35@1.43½.

There is a more liberal supply of butter and quotations are not as firm as a week ago. Fancy Western creamery, 20@20¼c; seconds to firsts, 18@19½c; imitation creamery, 14½@16c, and renovated, 13@17c.

Old cheese is now "out of sight" and prices are whatever can be agreed upon. New stock is coming in quite freely and the quality is improving, although not over 8c can be named for very best; from this down to 5@6c.

Aside from the very top grades of eggs—near-by stock—the market is most liberally supplied and the tendency is to a lower basis. Fancy Western, 18c; firsts, 17c; seconds, 16@16½c.

Why Toast Is Digestible.

It is the opinion of physicians generally and they seem to have imbued the general public with a like notion, that toasted bread is much more easily digested than that cut fresh from the loaf. Some are inclined to be skeptical in the matter, however. The doctor, if asked, will probably state that the increased digestibility is due both to a physical and chemical change produced by the toasting process, which results in a transformation of the carbohydrates into more readily soluble forms.

A writer in a Government report on the subject gives the results of a series of analyses showing the

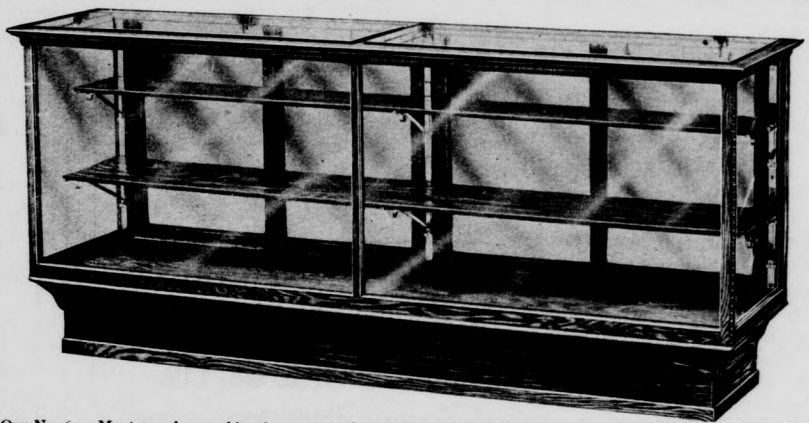
changes that he found in bread produced by toasting at different temperatures. For instance, bread heated for one hour at 212 degrees Fahrenheit lost about 34 per cent. in weight and contained 12 per cent. of material soluble in water. Light-colored, yellow toast, made at about 300 degrees Fahrenheit was practically of the same composition. Brown toast made at 338 degrees Fahrenheit had 1 per cent. less moisture, but the soluble content increased to 26 per cent., while dark-brown toast, made at a slightly higher temperature, had a slightly less soluble content, and brown toast, made by the usual household method—that is, at about 320 degrees Fahrenheit—contained only 22 per cent. of soluble material.

The doctors' contention is, therefore, confirmed to a certain extent by the results of these experiments, but it is probable, according to the conclusions of the author, that the increased digestibility of toast is to be accounted for rather on the supposition that its agreeable flavor stimulates the digestive secretions and possibly its physical condition insures better mastication. The increase in the solubility of the carbohydrates is not relatively great when made by the ordinary household method, since this only affects the outside—that is, penetrating to a very small fraction of an inch.

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

A Lesson on Varnishing

When you buy a new show case, it will look fine—they all do when they're new—varnish does it.



Our No. 63. Most popular combination case on the market. 26 inches wide, 42 inches high. Two adjustable wood shelves. Shipped K. D. Write for catalogue and prices.

Varnish on "Cheap" Cases Is Like Charity

But does not accomplish as much lasting good. Some cases have but one coat of varnish, balance of finish being shellac. Some concerns dry and finish a case in two or three days. Their cheap varnish contains rosin. Should the case get wet at any time the rosin shows through, having a white appearance.

We use three coats of the best varnish we can buy. It takes eighteen days to dry and finish our cases. The varnish will not peel, crack, turn white or scratch easily.

Our cases look good when new—they keep on looking that way, because every part of the work is done by Skilled Workmen who use First-Class Material.

GRAND RAPIDS FIXTURES CO.

New York Office, 724 Broadway

140 S. Ionia St., Grand Rapids, Mich.

Boston Office, 125 Summer St.

WE SET THE STANDARD OF QUALITY FOR GRAND RAPIDS SHOW CASES

HIGH SHELVING

Costs the Loss of Lots of Money Every Year.

The shelving in the average modern store is six feet six inches high. In very many it is seven feet.

The base of the shelving is on a level with the counter and underneath the base is used for keeping reserved stock or for jamming any old thing away.

The top of this shelving has to be trimmed up with merchandise to keep it from looking empty and barren.

In the average store there is usually one clerk entrusted with trimming the shelving, and he puts up a trim that will last from a week to a month.

The goods get dusty and shop worn, and if a customer should see something in the display that she wanted, the trouble to get it down would be so great that average clerk would discourage her from buying it and switch her off on to another article that was easier to get.

It is a foregone conclusion that when goods are put in a display on top of high shelving the sale of them is stopped forthwith.

Salespeople will not climb up to show goods out of a display, and there is no feasible plan to make them do it.

Every part of your store that is available should be used for the selling of goods and the top of your shelving is a splendid place if the salespeople will take the goods off to show them to customers.

There is only one solution to make this valuable space profitable: Lower the shelving.

Five feet, six inches is the highest possible limit that any shelving ought to be except in shelving to the ceiling that has running step ladders.

And ceiling shelving is only practical for various stocks, where duplicates are kept below.

Make the shelving reach clear to the floor and rest on a six inch base.

Stock it with goods all the way down and forever do away with the lot of junk that is now under the base of your shelving.

On the top the clerks can set various merchandise from their stocks, in an attractive manner and owing to the height of the shelving it will be very nearly as handy to sell from as if it were in the shelves or on the counter.

Then the display that sometimes stays up for weeks can be entirely done away with and thus avoid the collecting of dusty, shop worn, unsalable goods from that source. The display can be taken down and put under cover every night, and the top of the shelving can be dusted off in the morning nearly as easily as can the top of the counter.

We dare say that the sales resulting from the top of shelving that is from five feet to five feet six inches, and the saving in shop worn goods, will pay you many times over for any cost you are put to, to make

the alterations. High shelving costs you the loss of lots of money every year.—Butler Brothers Drummer.

The Store That Will Do the Business.

How often one hears a woman express her preference for a store by saying: "It's such a live place."

That's it exactly—the charm of animation which keeps a business growing.

There's no place where slackness of energy will sooner tell in weakened results than in the modern department store. Snappy advertising is good, but the most aggressive type talk will avail little without the right, vigorous policy in the store to back it up.

An up-to-date modern store is a news center for its customers where the most interesting items read saving money.

And the offices of its advertising manager are distinctly those of a press-agent. The oftener he "gets in the papers," outside the advertising columns, the better he's doing for the firm. No little item of a newsy nature escapes his vigilant nose, and the public hears about it all in such a way that the store reaps the benefits.

Every event of timely interest finds reflection in his newspaper advertising, and this is ably seconded by his store and window displays.

No day passes without some special selling feature to induce some new trade to "look in," and once there the pleasurable excitement will bring them back for more.

It's the interesting store that will do the business of to-day and tomorrow.

Portraits on Currency.

A rule of the Treasury Department forbids the use on any banknote or bill of the portrait of a living person. A similar rule of the Postoffice Department keeps the likenesses of living persons off the postage stamps.

Don't be a half-way man. It's time wasted.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of
PURE, HIGH GRADE COCOAS AND CHOCOLATES



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

Walter Baker & Co. Ltd.
Dorchester, Mass.
Established 1780.

Good Old Summer Time

This is the time that your trade will call for those genuine Toasting Marsh Mallows we make. Put up in halver, ones and five pound packages. Best seller on the market. Order early.

STRAUB BROS. & AMIOTTE, Traverse City

Every Customer Likes

Osmun's Pop Corn Confections

Retailers make more profit than on anything they sell. Try this small order of our best sellers.

- 1 box 24 five cent packages Pop Corn Dandy Smack... \$.65
- 1 box 20 five cent packages Pop Corn Fritters..... .50
- 1 box 100 Penny Pop Corn Toasts..... .50
- 1 box 200 Penny Pop Corn Balls 1.25

(All weighs less than 40 lbs.) \$2.90

Order direct or through your jobber. Insist on having OSMUN'S. Manufactured solely by

Detroit Pop Corn Novelty Co.

39 Jefferson Ave.

Detroit, Michigan

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.

Women in Sleeping Cars.

"When a woman passes her first night in a sleeping car she experiences a timidity that is most disagreeable," remarked a member of the gentler sex who travels considerably. "Her first impulse is to remain up the entire night, but as lateness approaches she becomes so fatigued and her eyes grow so heavy that she decides to retire. She goes to her berth, and, after drawing the curtains carefully, starts to remove her clothing. Fearing that some of the other passengers may be able to penetrate with their inquisitive eyes both the dim illumination of the car and also the curtains, she becomes nervous with alarm.

"Thoughts of train robbers likewise flit through her mind, and she hesitates again and again about turning in. Nature at last conquers and she removes a few more of her wraps, but still refrains from undressing and climbs beneath the blanket. Then comes the terrifying thought that someone might by mistake enter her shelf, and really her mind is thrown into a state bordering upon hysterics. At last she quiets down and gradually falls into a troubled doze. Glad the night is over, she is awake at the first streak of dawn and hurriedly replaces a few garments she mustered up enough courage to remove.

"Then she seeks the toilet compartment and awaits her turn at the washbowl. After fooling some time with the oddly arranged faucet she asks for instructions and proceeds with her primping. She always finds she has lost her comb or brush and usually forgets and leaves her engagement ring lying upon the sink. The soap is not the kind she is accustomed to, and between all these dreadful things and the horrid lurching of the train she is certainly relieved when destination is reached. After a few such experiences, however, she becomes accustomed to travel and rather likes it."

The Value of Reputation.

A business reputation is not a creature of a day. Some reputations are built faster than others, but every store that enjoys the good will of a buying public can point back to a hard struggle for recognition, and most determined efforts to retain the popularity gained by years of patient struggle and the expenditure of vast sums of money.

Some stores have reputations that they might well be rid of—the kind of reputation that drives knowing ones away from their doors. These reputations, too, are often a matter of gradual development. Slipshod methods, poor management, irresponsible employes—all these are elements that contribute to the undermining of a store's good name.

"Don't buy it here," says one housekeeper to her companion; "So-and-So are advertising the same thing for 5 cents a pound less."

"But I'd rather buy here and pay more," replies the other, "for then I know it's right. The other store is

not reliable, and I won't give them a chance to fool me again."

Each of these stores has a reputation. Which is preferable?

A reputation for reliability entitles you to larger profits on your merchandise.

Such a reputation has rights that are recognized and never questioned.

When your name comes to be synonymous with reliability, any price within reason will prevail against competition.

Storks Have No Voices.

Storks are not often seen on the American continent, but are commonly found in nearly all the countries of Europe. In Holland, where they are particularly numerous and are protected by law, their nests are generally on the summit of a tall post, put up on purpose for them, on which is fixed an old cart wheel. A Dutch gentleman has one such post in his grounds within sight of his library window, but he improves on the cart wheel by having an iron framework for the reception of the nest. The first year it was put up, toward the end of June, a solitary young stork used to come daily and inspect this framework. He was seen there one day standing in an empty receptacle exactly like a would-be benedict inspecting an empty house, contemplating the view and wondering if the drains are all right.

The verdict was apparently favorable, for next season saw the nest occupied by the newly wedded pair. Their power of wing is very fine, and on hot days they ascend spiral circles, hardly moving their broad, black wings, until they look no bigger than flies. After the young are hatched they appear to be suspicious of one another, and unwilling to leave the nest unguarded.

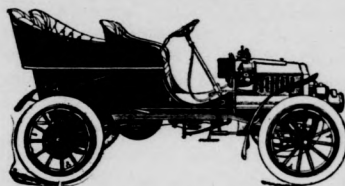
Storks have no voice. The only noise they make is "klapping" (snapping their great red mandibles rapidly and loudly). Thus they greet one another, generally by throwing back the head until the upper mandible rests on the back, but occasionally "klapping" is performed with the head and bill in the former position.

Bees as Weapons of War.

There are at least two recorded instances in which bees have been used as weapons of defense in war. When the Roman general, Lucullus, was warring against the city of Mithridates he sent a force against the city of Themiscyra. As they besieged the walls the inhabitants threw down on them myriads of swarms of bees. These at once began an attack which resulted in the raising of the siege. These doughty little insects were also once used with equal success in England. Chester was besieged by the Danes and Norwegians, but its Saxon defenders threw down on them the beehives of the town and the siege was soon raised.

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

New Oldsmobile



Touring Car \$950.

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

Adams & Hart

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

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.

We Are Distributing Agents for Northwestern Michigan for

John W. Masury & Son's

Paints, Varnishes and Colors

and

Jobbers of Painters' Supplies

We solicit your orders. Prompt shipments

Harvey & Seymour Co.

GRAND RAPIDS, MICHIGAN

AUTOMOBILES

We have the largest line in Western Michigan and if you are thinking of buying you will serve your best interests by consulting us.

Michigan Automobile Co. Grand Rapids, Mich.

BALLOU BASKETS ARE BEST

When the Handles Come Off



and the air gets blue as a consequence, don't you think it would have been much wiser to buy baskets built on honor from top to bottom? Your chances for the future life would be much better and your sojourn here below certainly much pleasanter. Next time follow the example of Uncle Sam and buy Ballou Baskets—from the people who know how to make good baskets and do it.

Ballou Basket Works Belding, Mich.

Measures Worth \$5 per Month



For handling New Potatoes, Green Peas, Spinach, Apples, use the ideal Dry Measure—It's Hocking's.

With them you measure and fill with one stroke. It's so handy, it gets you out of the habit of guessing at measure in paper sacks.

B. Redner & Son, Battle Creek, Mich., tell us, during the high price vegetable season, they consider our measures

worth \$5.00 a month

Gal. Sheet Steel, pk. 1/2, 3/4, \$2.00
Oxidized Steel, pk. 1/2, 3/4, 2 50
Spring Brass, pk. 1/2, 3/4, 4 25



IF YOUR JOBBER DOES NOT CARRY THEM ORDER DIRECT

W. C. HOCKING & CO., 11-13 Dearborn St. CHICAGO

THE CLOSED SHOP

Makes the Liberty of the Individual Impossible.*

"Liberty, equality, fraternity!" was and is the cry of the French. To-day that of the American anarchists, socialists and unionists is "License, egotism and fraud!" License to preach "death and destruction," and to practice what is preached. License to defame, to abuse, to ostracize, to boycott, to maim, to dynamite, to burn, to kill all who will not meekly support and aid the union tyrants and "grafters." License to treat all "buttonless" men as if they have no right to "life, liberty and the pursuit of happiness;" as if they must buy monthly "buttons" or "cards" from tyrants, or die, or "git off the earth."

Egotism which has set up a tyranny more odious and despicable than any of the ancients! Egotism which demands and decrees that both employers and employes shall bow down and worship the "button" god, or be tortured, or die! Egotism which insists that the manufacturer and merchant shall buy high and sell low! Egotism which asserts its right to dictate, whom you may hire, whom you must discharge, what rate you must pay, how many hours your men may go through the form of working, and finally undertakes to dictate the price at which you must sell your goods, and insists on its full right and ability to absolutely manage your business, only leaving you the joyful task of providing and of paying the money demanded!

Fraud which preaches and teaches, year in and year out, that the man or the firm which has a dollar must have stolen it or squeezed it out of "labor!" Fraud which teaches "card" bearers and "button" wearers that the way to success is to do just as little work as possible. Fraud which preaches that short hours, high pay, and a "button" trust in "labor" is to bring fame and fortune to the foolish! Fraud which teaches that "idle idiots" are superior to and must exterminate the "idle rich!" The modern war cry (for we must now recognize that war has been declared by "union" anarchists and socialists) is "License, egotism and fraud!"

The modern apostles of labor, the ones who control unionism, preach and practice the doctrine of compulsory buying and paying. They seek to compel the buying of "button" labor only at a price they set. I any one dare to refuse either to buy or to pay the price, then at once the tactics of highwaymen and bandits are used! There is no difference whatever. Both use clubs and guns and the object of both is to force you to give up your cash or valuables, and, if you dare refuse, then they undertake to kill you, your workmen, or your business.

A few months ago President Eliot of Harvard admonished the unions to abandon their prospective policies, to give up weapons "which saints and angels could not use without being demoralized," and to limit their purposes and methods in accordance

with reason and fairness, and only a few days ago he said, and I think had good ground for saying, that business men were cowards! We surely are, if the live chase for the present dollar makes us dead to the precious prize of liberty and freedom, or careless and negligent of our own rights or the rights of others.

"What are you going to do about it?" "License" will take the place of "liberty," "egotism" of "equality" and "fraud" of "fraternity," unless we at once stop, and stop hard, the compromising with crime which has been going on in so-called "free America" for years. We do compromise with crime every time we "sign" for a "closed" shop, or make an exclusive agreement with any labor union. If it has come to such a pass that any man cannot work unless he wears a "button" or bears a "card," then slavery is with us again. Lincoln said: "I believe this Government cannot endure permanently half slave and half free." Thank God! we are not yet half slave, but unless the people are aroused and "get busy" and "keep busy," "get together and stick together," the present free may become slaves just as about 15 per cent. of the workers are now slaves to the "bosses" of the labor unions, to the tyrants and egotists of unionism who preach and practice "death" to all whom they can not terrorize, and "destruction" to all business which they can not control.

Read "Put Yourself in His Place," by Charles Reade, for a picture of "unionism" as it was in England forty years ago, and as it is in America to-day, and then consider what unionism has done to its membership and to the merchants and manufacturers and to the business and commerce of that country during the last forty years! Do we want to have that history repeat itself here in free America? Certainly not! But we shall, unless we "get busy" and stay so in persistent opposition to the "rule or ruin" policy of unionism, with its bullets and boycotts, billies and brass knuckles.

"We must have peace if we have to fight for it!" We must have the absolutely "open shop." We must see to it that any man, woman or child who wants to work and who needs to work can and shall do so in peace and without fear! We must see to it that anyone who wishes to learn a trade can do so without getting a permit from any "union." We must see to it that anyone may work as long and as hard as he pleases! We must see to it that the old may work and be paid according to their earnings! We must see to it that skill, sobriety, loyalty, ability and industry are rewarded according to merit! We must see to it that all ambition, all wish to win success, is not killed by the constant effort of "unionism" to make a "class," a "caste" without hope, without energy, without industry.

The effort to found a tyranny within a republic, with its slaves all on the same level as to pay, with no hope of reward for merit, must be killed and killed quickly. Men must

be taught that we have laws, and that law and order shall and must be maintained! The modern "salve-drivers," the union "bosses" must be "put out of business" just as they are now trying to "put out of business" all who will not bare their backs to their lashes!

Get at work for freedom, for liberty, for the right! Get at work to stop the dastardly devilry of all who have been, and are still, unlawfully interfering with the rights of others! Get busy with the officers of the law who have not upheld the law and who have not been honestly and earnestly enforcing it and punishing those who violate the law and who have been and are still, as law-breakers and head-breakers, striking at the liberties of man and of our institutions.

Stop being boycotters, for such we are whenever we agree to hire exclusively help of a certain breed or brand. Stop being so timid as not to stand up for your own rights or for the rights of others. Better lose a little money than to lose your liberty or to have your rights invaded. Stop advertising your goods as "union-made." The "union-label" is the badge of slavery, and you build your own destruction in the use of it. Advertise your goods, rather, as "not union-made." I do so—others may. Advertise that you are free and that your workmen are free, rather than that you and your men are under the rule of tyrants. Speak out and tell your men and the world of the awful acts, of the awful speech and intentions of "unionism" as conducted to-day, and for years past. Tell your men the truth and show them your honesty and fairness as an offset to the lies of the anarchists and agitators who continually preach hate and discontent, death and destruction, from one year's end to another.

Come out into the open and fight these enemies of peace and prosperity, these haters of law and disturbers of order, these despots and tyrants who seek to destroy the constitutional liberty and freedom of all the people who do not worship and wear a "button."

Stop arbitrating as to the rate of wages, as to hours, or as to any part of the lawful conduct of your business, unless you are ready to say that you can and feel that others will join you in arbitrating as to the price of your product or as to the price of anything else which you buy or sell. Get rid quickly of the fool idea that you can arbitrate as to prices of things! Let supply and demand decide prices of labor and of all else as has been, and will continue to be, the case for ages.

Let us model our course, conduct and character after that of the leaders of this Association. We have some of the largest little men in this organization that our country has produced—men of whom all real men who love their country and hate its enemies may well be proud! Men to whom the vast mass of the workmen of this country owe a lasting debt of gratitude for their al-

ready partial, and soon to be total and permanent, emancipation from the bonds and buncombe of the walking-talking delegate! Don't ever forget the splendid, tactful and successful work that our Secretary has done for us during the past year. Don't ever forget the great work our little, but very large, President has done for us and for the whole country, for the whole people, since he took office. He, rather more, perhaps, than any other man, has roused the country to a sense of its danger from unionism as now conducted. He is the little man who has dared boldly, openly to tell the full and the exact truth about the awful acts and exactions of "organized mobs." Don't forget that while others were crying "Peace! peace!" when there was no peace and could be none, without a fight to the finish, he has been plainly telling all of us where the policy of "arbitration," of "conciliation," of "compromise," of "temporizing," of "unionizing," with a lot of law-breakers, of peace disturbers, and of liberty destroyers, was leading us to, was leading labor to, namely to stagnation and destruction. He is the little man with a backbone reaching from the crown of his head to the toes of his feet, and it is so stiff that one wonders how he ever sits down! We owe him, the world owes him, a debt for his courage, for his plain, forceful truth-telling, that it can never pay.

Let us uphold the hands of our splendid and capable leaders. Let us show the workman that the ardent eight-hour day man never wins success, never wins more than a "job," and often does not even have that. Let us show our workmen that the poor man to-day is the rich man to-morrow where ambition has full play and where there is a chance for merit to gain its reward, and at the same time show them how unionism, as now conducted, kills all incentive to ambition, to skill, to capacity, to merit. Let us show our employes that no man on earth has ever won success, in any line, and also show that no one ever will, unless he works longer and harder than his fellows. Let us show our men that those who oppose injunctions are, always and ever, lawbreakers or wish to become so. Let us show our men that they can not long maintain their own liberty if they succeed in destroying that of others! Let us set about the work of showing our employes that good work gains good pay, always has and always will. Show them that to follow the lead of the crazy anarchists and socialists who control nearly all unions is but to be led to their own destruction and for the sole benefit of those leaders.

Much of the trouble we are in is due to silent weakness on the part of employers! Workmen have been told constantly the most vicious untruths about employers, and we have kept still, said nothing, let matters drift, compromised and temporized and unionized until we are almost on the rocks. Gen. Horatio C. King said recently:

*Address by George P. Bent, of Chicago, at convention of National Association of Manufacturers.

"If capital transgresses, throttle it; if trades unions defy the law, throttle them! The war of the Rebellion was the result of temporizing with a great and aggressive evil. If we temporize with lawlessness and disorder, the vicious element will grow so bold and strong that it will take another four years of bloody struggle to put them down. The right of the individual to enjoy his lawful privileges without dictation or hindrance was born with the Republic, and it is here to stay."

It has been the history of the world that any man, any organization, any church, any party, having uncurbed power grows despotic, tyrannical and brutal, and unionism has been temporized with until it has become chronically guilty of the most dastardly tyranny to both employers and employees. It must be throttled and at once!

John Mitchell, who is held up as the greatest and best apostle of all the law-breakers and head-breakers of the land, is now preaching the gospel that all wage earners belong to a "class" or "caste" from which there is no escape! Preaches this way to incite antagonism to and to breed hatred of all who pay the wages. What a beautiful doctrine! How it conduces to peace! This comes from the man who says we don't allow violence, but whose followers in the strike of 1902 made this record:

Killed	14
Severely injured	42
Shot from ambush	16
Aggravated assaults	67
Attempted to lynch	1
Blew up houses	12
Burned houses	3
Burned buildings	10
Burned washeries	3
Burned stockades	2
Participated in riots	69
Blew up works	6
Blew up bridges	4
Wrecked trains	6
Attempted wrecks	9
Attacked trains	7
Caused strikes in schools	14

These are only the most aggravated cases, and the list does not include the numerous daily occurrences of lesser note.

With Mitchell preaching peace but practicing war, with Gompers all the time counseling to boycott and to violate law and the peace, is it not high time for us to get busy? "Who would be free, themselves must strike the blow!" Get busy! Get together and stick! Get out your backbone (if you have one), stiffen it up, then stand for the right, for your own rights, and for the rights of others, for the strict enforcement of law, for the maintenance of peace and order, and then, and not until then, will license vanish and liberty reign again!

Natural Inference.

"The last word on this subject has not been said," the speaker declared. "Then I am to infer that some of the women wish to take part in the discussion?" asked the chairman of the meeting.

Hardware Price Current

AMMUNITION			
Caps			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers			
No. 2 U. M. C., boxes 250, per m.	1 60		
No. 2 Winchester, boxes 250, per m.	1 60		
Gun Wads			
Black edge, Nos. 11 & 12 U. M. C.	60		
Black edge, Nos. 9 & 10, per m.	70		
Black edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Drs.	oz.	Per
Powder	Shot	Size	Gauge
120	4	1 1/2	10
129	4	1 1/2	10
128	4	1 1/2	9
126	4	1 1/2	8
135	4 1/4	1 1/2	5
154	4 1/4	1 1/2	4
200	3	1	10
208	3	1	12
236	3 1/2	1 1/2	6
265	3 1/2	1 1/2	5
264	3 1/2	1 1/2	4
Discount 40 per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg.	4 90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60		
Shot			
In sacks containing 35 lbs.			
Drop, all sizes smaller than B.	1 75		
Augurs and Bits			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	6 50		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. Steel	7 00		
First Quality, D. B. Steel	10 50		
Barrows			
Railroad	14 00		
Garden	33 00		
Bolts			
Stove	70		
Carriage, new list	70		
Flow	50		
Buckets			
Well, plain	4 50		
Butts, Cast			
Cast Loose Pin, figured	70		
Wrought Narrow	60		
Chain			
Common	1/2 in. 5-16 in. 3/4 in. 1 in.		
BB	7/8 c. 6 c. 6 c. 6 c.		
BBB	8/8 c. 7/8 c. 6 c. 6 c.		
Crowbars			
Cast Steel, per lb.	5		
Chisels			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	net 75		
Corrugated, per doz.	1 25		
Adjustable	dis. 40&10		
Expansive Bits			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American	70&10		
Nicholson's	70		
Heller's Horse Rasps	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28			
List 12 13 14 15 16 17			
Discount, 70.			
Gauges			
Stanley Rule and Level Co.'s	60&10		
Glass			
Single Strength, by box	dis. 90		
Double Strength, by box	dis. 90		
By the Light	dis. 90		
Hammers			
Maydole & Co.'s, new list	dis. 33 1/2		
Yerkes & Plumb's	dis. 40&10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3.	dis. 60&10		
Hollow Ware			
Pots	50&10		
Kettles	50&10		
Spiders	50&10		
Horse Nails			
Au Sable	dis. 40&10		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanned Tinware	20&10		

Iron	
Bar Iron	2 25 c rates
Light Band	3 c rates
Nobs—New List	
Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis
Metals—Zinc	
600 pound casks	7 1/2
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
Casters, Bed and Plate	50&10
Dampers, American	50
Molasses Gates	
Stebbin's Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10
Common, polished	70&10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27.	10 80
"B" Wood's pat. plan'd, No. 25-27.	9 80
Broken packages 1/2 c per lb. extra.	
Planes	
Ohio Tool Co.'s fancy	40
Selota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 75
Wire nails, base	2 30
10 to 16 advance	Base 5
8 advance	5
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	35
Finish 8 advance	25
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	10
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	30 00
Sheet Iron	
Nos. 10 to 14	\$3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over	30
inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	6 00
Second Grade, Doz	5 50
Solder	
1/2 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	\$10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	\$ 9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 & 9 boilers, per lb.	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 00
Barbed Fence, Painted	2 70
Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Baxter's Adjustable, Nickeled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70&10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	52
10 gal. each	66
12 gal. each	78
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal., per gal.	6 1/2
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 10
Jugs	
1/2 gal. per doz.	60
1 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	36
No. 2 Sun	48
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per Gross. 4 25
Quarts	4 50
1/2 Gallon	6 50
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each chimney in corrugated carton	
No. 0 Crimp	1 30
No. 1 Crimp	1 78
No. 2 Crimp	2 78
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 85
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
2 gal. galv. iron with spout, per doz.	1 44
3 gal. galv. iron with spout, per doz.	2 28
5 gal. galv. iron with spout, per doz.	3 15
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tiltling cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 1 B Tubular	7 25
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	13 50
No. 3 Street lamp, each	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx, 10c.	50
No. 0 Tub., cases 2 doz. each, bx, 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dz. e'ch	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/8 in. wide, per gross or roll.	24
No. 1, 1/2 in. wide, per gross or roll.	33
No. 2, 1 in. wide, per gross or roll.	46
No. 3, 1 1/4 in. wide, per gross or roll.	75
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	75

DRY GOODS

Weekly Market Review of the Principal Staples.

Prints—The question of prices for fall prints is attracting a fair amount of attention at the present time, but no active buying movement is in progress, although the number of buyers in the market is greater than a week ago. It is quite generally believed that no marked change in prices will occur, but retailers are not in any hurry to come into the market.

Sheetings and Drills—Have come in for a movement of moderate proportions during the week in review, and it is reported that in many instances stocks have been pretty thoroughly depleted by quiet buying. Taking this into consideration, the belief that higher prices for these lines are a probability is meeting with considerable support.

Dress Goods—The duplicate orders continue to come in in fair numbers for dress goods, but generally of small size individually, yet the agents feel no uneasiness on this account. There is, of course, more uncertainty in regard to dress goods than there is with men's wear fabrics, which accounts for the slower development in this direction. The dress goods market promises to live up to its reputation by dragging out its existence this season for a considerable period. The jobbers have placed orders to some extent on fancy goods, but at the same time by far the greatest part of the business is yet to be done and the same is true of cloakings. In fact, in this line it is even more evident, for the styles for cloakings change even more rapidly and are more uncertain than for dress goods. There are many who claim that fancy cloakings are promising considerable more prominence and if this is the case the buyers can not place their orders any too soon, because this would mean that the mills would make only on orders to be delivered as made and those that placed orders late may get deliveries too late to be of any use to them. Most of the duplicate orders that are coming in for dress goods are for plain fabrics and in lighter weights than have been known for many seasons past.

Carpets—Notwithstanding that the decline in the demand for high-grade goods has been more noticeable than in previous seasons, except when offered at a reduction, many distributors report a larger business during the past week than for the corresponding week last year. The increase has come through a larger demand for low and medium grade goods and the increased demand has been sufficiently large to compensate for the decrease in the sales of the higher grade goods. This decrease in demand for the higher grade has been growing during the last four years, and many distributors believe

that a thorough analysis will show that it is due to other causes than a decrease in the purchasing power of the people. Among the various causes assigned for this decreased demand are change in fashion and a growing belief among consumers that when high-priced carpets are purchased they do not always get their money's worth. For generations body Brussels has been a standard high-grade floor covering. Twenty years ago very few houses had hardwood floors. Gradually people of moderate means began to introduce them first into a single room of their houses, until now it has become the fashion to finish all the principal rooms of a house in hardwood floors. In order that the beauty of their highly polished surfaces might be displayed, carpets were discarded and rugs and art squares were substituted. The people who now have polished hardwood floors were the largest purchasers of body Brussels, and as a consequence their change from carpets to art squares and rugs has increased the demand for these fabrics at the expense of the Brussels manufacturer. Then, again, the art of manufacturing tapestry Brussels has so improved in recent years that many consumers who can afford to purchase the higher priced body goods prefer to buy the tapestry when assured that the fabric is of a standard quality.

Curtains—Summer curtains and draperies continue in good demand. One of the latest designs, which sells at a low price, is in stripes of various colors interspersed with broad stripes of white or cream. The warp and filling are far apart so that the fabric has a light, gauzy appearance, which is somewhat modified by the filling used in the white or cream stripes. The filling is two-ply, one strand having a nub and the other plain. The effect of the nubs is to impart a more substantial appearance in spots to the white or cream stripes. The new lines of tapestry samples are in the hands of the drummers, and some jobbers and manufacturers report orders at about the same prices as last year.

How Odors Move.

That odors move with the air or diffuse through it like gases and do not pass through it in waves, as sounds do, or in swiftly moving particles like the radium emanations, seems to be conclusively shown by recent experiments on the propagation of scents through small tubes. In such tubes there can be no general motion of the air and the rate of travel of an odor is extremely slow. That of ammonia took over two hours to get through a tube a yard and a half long. The presence of ammonia could be detected chemically at about the same time its smell was noticed. It seemed to make little difference in the speed whether the tube was held horizontally or vertically, or whether the odor moved up or down.

Might as well try to start a fire with damp wood as to show goods unwillingly.



Wrappers

We still offer our line of fancy mercerized Taffeta Wrappers in reds, indigos, light blues and blacks; also full standard Prints and Percalés; best of patterns in grays, blacks, indigos, light blues and reds, sizes 32 to 44, at \$9.

Also a line of fancy Print Wrappers in light colors, Simpson's and other standard goods, lace trimmed, at \$10.50.

Our usual good line of Percale Wrappers in assorted colors, \$12.

We solicit your patronage.

Lowell Manufacturing Co.

87, 89 and 91 Campau St.

Grand Rapids, Michigan

S O C K S



We have a line of Fancy Socks that will prove a winner to retail at 10c per pair.

Also better ones to retail at 15c, 25c and 50c per pair.

Ask our agents to show you their line.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

We have bought



A lot of those nobby, new style Rain Coats for men's and ladies' wear. The men's coat we selected is a medium priced garment—only \$6.00 each; but it is exceptional value for the money. Sizes are 34, 36, 38, 40, 42 and 44.

In ladies' coats we give you a choice of two grades; one at \$2.50 and the other at \$12.00 each. Sizes are 34, 36, 38, 40. All of these are packed one garment in a box. Our salesmen are showing the samples.

**Grand Rapids
Dry Goods Co.,**

Grand Rapids, Mich.

Exclusively Wholesale

SHORT ENDS.

One Way of Preventing Their Accumulation.

Preventing the accumulation of short ends in a stock of dress goods is a difficult proposition, but not impossible. Easy, of course, if the department manager is willing to take heavy losses on the "ends," as some managers do, considering that they have made their profit on the piece of goods sold, and whatever they get for the remnant is clear gain. Not so with us, for "All's grist that comes to this mill," and we try to make a profit on every yard that is sold.

I have carefully studied this question in its various phases, and under different conditions in prominent Eastern cities and also in the West, and I find that remnants can be sold as successfully as piece goods and as profitably, if properly handled.

A liberal premium or PM. to the salespeople for the remnants they sell, and thoroughly capable and carefully trained salespeople, are two requisites to consider in selling remnants at a profit. Anybody can sell remnants at a loss.

There was a time when I was not in favor of giving PM.'s, believing that to do so was but paying twice for the same work. I think differently now. This is a time of perquisites in all kinds of labor, and the stipulated amount of compensation in the bare bond is not always a generous pay for faithful service rendered. People in most every vocation can and do earn more than the exact amount of their salary, and if a PM., a tip, a premium, or whatever you wish to call it, brings forth an additional effort, the result is worth the compensation.

In my department once every month the entire dress goods stock is thoroughly gone over by the salespeople in charge of the various sections, and all odd lengths, remnants or short pieces are culled out and slid aside. These are carefully measured up, put into yard folds, and then refolded into uniform and convenient widths, and on the outside we pin our remnant ticket, on which the salesperson marks the number of goods. I use a pliable, but tough, cardboard ticket for remnants, on which are the firm name and location, the words "per pattern," and "yards."

When the remnants are measured up and ticketed they are then ready for me. I mark the price per pattern, what it figures out by the regular yard piece, sometimes a few cents less to bring it to odd cents, and then in a private mark familiar to the salespeople I mark the amount of the PM. to be given for selling the remnant. This averages 5 per cent. of the selling price. For instance, a four-yard remnant of 50-cent goods is marked \$1.98 per pattern, and the PM. is 10 cents; a pattern that comes to \$1.69 is given an 8-cent PM.; a \$2.98 pattern a 15-cent PM., allowances being made for damages, imperfections or soiled pieces and the ticket is so marked

to show that the remnant is not entirely perfect and must not be sold to the customer as perfect goods.

The remnants are kept in an accessible and convenient location when not on special sale, usually a lower shelf, so they can be gotten at easily and at the same time not mar the attractive appearance of the general stock. Black remnants are kept in the black dress goods section, and colored remnants with the colored dress goods.

Our salespeople are encouraged to introduce and suggest to the customers the purchase of a remnant on every opportune occasion. To do this successfully they must be as familiar with the remnant stock as they are with the regular line of goods. After having shown to the customer several pieces of goods from the regular stock, to draw out his idea of what she wants, the color preferred, quantity desired, etc., the trained and tactful salesperson suggests a possible remnant that he has in stock which may be just what is desired, and in an easy manner extracts this particular remnant from the others and attractively displays it.

The mere mention of "remnants" in nine cases out of ten appeals at once to the purchaser, and she is easily prevailed upon to choose from the half dozen or more choice patterns that are shown for her inspection. At other times, after a sale of regular goods has been made the trained salesperson suggests that, "We have on hand some choice remnants. Will the lady please take a moment to look them over?" "Here are some nice remnants suitable for a waist, skirt or child's dress." And almost before you know it a remnant, or perhaps several, have been selected and ordered sent up, thereby increasing the amount of the sale possibly by a half or more, and at the same time adding a few extra dimes to the salesperson's weekly pay envelope.

Frequently during the week, for a day or so at a time, the remnants are given a bargain table in the aisle, and this invariably increases the sales, but I never leave them out more than one or two days at a time, and during the busiest season of the year I seldom ever give them a bargain table, relying on the efficiency of the salespeople to sell them as fast as they accumulate, by introduction. With this system, worked out more fully in detail than I have here given, I keep the short ends in my stock down to a minimum, and they show me almost within 5 per cent. of the profit of the regular goods.

I frequently mark remnants by cutting off a skirt or dress length from a slow piece of goods. This freshens up the stock outside of this piece, and if it happens to be a large bolt, it reduces the size so as to be more attractive to the customer and more easily handled. I find that customers do not take so kindly to a bulky piece of dress goods as they do to one that shows that it has been cut from and is a seller.

It is always easier to sell remnants of black goods than colors, and easier to sell remnants of plain colors than of fancy or striking design materials, while cream remnants are hardest of all to sell, for they become soiled so easily.

We try, of course, not to leave "ends" when it comes to the last of the piece, and when a customer is buying, say, six yards, and it leaves one or two yards, she can frequently be prevailed upon to take the entire piece if an allowance is made, usually one-quarter of a yard is sufficient to effect the sale. There is no PM. given in a sale of this character. I only give PM.'s when the remnant is measured and marked in the regular way, but I find that the right kind of salespeople will conscientiously use every effort to effect the sale of the whole piece.

Of course, there will be some losses to take on slow remnants, the same as on slow piece goods, when stock-taking time comes. We take stock twice a year, the end of January and end of August, and it is the policy of this firm to take up stock very cheap; what remnants remain on hand at this period are

taken up at a reduced price, the slow ones and stickers being heavily reduced, the same as slow-selling piece goods. This enables us to sell the left-overs cheaper, and still show us a profit on the incoming season's business.

It requires efficient and trained salespeople to sell remnants successfully, just as it does to sell any other kind of goods. And right here is where a mistake is frequently made in giving the remnants over to an incompetent person to sell. My best results with remnants come from my best salespeople.

In a word, my experience teaches me that to successfully prevent the accumulation of short ends in a stock of dress goods, it requires system and the careful personal attention of the department manager, thoroughly trained and capable salespeople, a liberal PM. to the salespeople as an inducement to them to take the extra time required to sell remnants, and that the remnant stock must be given the same care and attention, in order to keep it clean, neat and attractive, as are given to the regular shelf goods.—Charles H. Collins in Store Life.

W. F. Wurzburg Jewelry Co.

46, 47 and 48 Tower Block
Grand Rapids, Mich.

Our salesmen will call on you early with our new Fall Samples, showing the best and most complete line of Jewelry and Novelties ever offered from this market. We want your business and will make prices which should get it.

W. F. WURZBURG JEWELRY CO.

Our own make

Kangaroo Kip

Heavy 1/2 D. S.

Full Bellows Tongue

\$1.60

Without Bellows Tongue

\$1.50

Hirth, Krause & Co.

Grand Rapids, Mich.

COMMERCIAL TRAVELERS

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

United Commercial Travelers of Michigan
Grand Counselor, J. C. Emery, Grand Rap-
ids; Grand Secretary, W. F. Tracy,
Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, S. H. Simmons; Secre-
tary and Treasurer, O. F. Jackson.

Eleventh Annual Convention of the Grand Council, U. C. T.

The Tradesman is indebted to the Jackson Patriot of last Saturday for the following account of the meeting and the accompanying features:

Over six hundred members of the United Commercial Travelers of America and of the Ladies' Auxiliary were in Jackson yesterday in attendance upon the eleventh annual convention of the Grand Council of Michigan. They are the guests of the city again to-day and the healthy effort of the local commercial travelers and citizens to entertain which was put forth yesterday is being continued to-day, as well it should be.

The business blocks of the city are gayly decorated with flags and bunting in a manner seldom seen; and with an Otsego, an Elks' temple, a guild house, the people of the city feel a deep satisfaction in entertaining. The front of the White block, in which is the large Maccabee hall, where the business session was held, never appeared so glorious in glad clothes. The front was festooned with flags of heroic size.

Grand Secretary W. F. Tracy, of Flint, was on hand early and established himself in one of the rooms at the convention hall, where incoming members of the order registered. The ladies were escorted to the hotels and cared for there.

The Grand Rapids delegation had planned to come upon a special train, but the Grand Rapids people became separated and came upon two different trains, one party having a special car attached to the Grand Rapids and Detroit flyer. The Detroit delegation came early and among them were Michael Howarn, Grand Page of the Grand Council, and also President of the Michigan Knights of the Grip, and H. A. Marks, a member of the Supreme Council. Other delegations came upon morning trains.

The whole membership of Jackson Council and of the Ladies' Auxiliary served as a Reception Committee and the happy scenes about the passenger waiting room and hotel lobbies were not unlike the good cheer surrounding a family reunion of large size.

It is a large family of travelers present, too. From out of town came over 200 commercial travelers and almost as many ladies. In Jackson there are 100 commercial salesmen, and including their ladies there are in Jackson enjoying the business and social session about 600 people.

Thirteen Councils are scattered over the State as follows: Marquette, Petoskey, Bay City, Saginaw, Flint, Detroit (Cadillac Council and No. 9 Council), Hillsdale, Kalamazoo, Grand Rapids, Jackson, Owosso and Battle Creek. Every Council was represented at the morning session, which was called to order at 11 o'clock and organized by the appointment of the following committees:

Financial Committee—J. A. Hoffman, Kalamazoo; Amos Kendall, Hillsdale, and Frank Streat, Flint.

Credentials—F. M. Thompson, Hillsdale; Geo. Randall, Bay City; F. M. Page, Jackson; J. G. Kolb, Grand Rapids.

Press Committee—F. L. Day, C. L. Anzel, A. W. Stitt, all of Jackson.

Mile and Per Diem—W. R. Holden, Grand Rapids; J. M. Shields, Petoskey; E. F. Waldó, Kalamazoo.

Resolutions—W. S. Burns, Grand Rapids; L. M. Persons, Bay City; J. M. Cook, Jackson.

Charities and Dispensations—F. L. Nixon, Kalamazoo; A. G. McRachman, Cadillac; M. J. Moore, Jackson. State of Order—C. M. McKee, Hillsdale.

Mortuary—F. H. Clarke, Battle Creek; I. Marks, Detroit; D. Chase, Owosso; F. Hill, Saginaw.

The Grand Council met again at 1:30 at White block hall with Grand Counselor J. Emery, of Grand Rapids, presiding. Frank Ganiard, of Jackson, was the man at the door. The session had only called to order when Mayor W. W. Todd and a committee from the Jackson lodge of Elks appeared with hearty handshakes. The members of the Elks who came were Exalted Ruler W. M. Palmer, J. C. Richardson and Robert Lake.

Mayor Todd was introduced to the Council and he gave the traveling men a chatty talk full of welcome. "There is a similarity," said he, "between the politician and the traveling man. I have occasion to meet many commercial travelers. They, like the politician, have a way of coming to see you which begets your hospitality; they extend the glad hand and the face rounded with smiles; they always call you by the right name and make you feel you are the very man they have been traveling miles to see.

"We have a city which we feel is among the best, and, in fact, some come here and are so taken up with the place they do not go away," and every one thought of the State Prison and smiled and applauded.

W. S. Burns, of Grand Rapids, responded to the Mayor in behalf of the travelers in a happy strain. Mr. Burns is a candidate, and consequently the references of the Mayor to a politician were applicable to Mr. Burns. He is a candidate for the office of Treasurer of the Grand Council. He said a number of bright things in responding to the Mayor and put stress upon the point that the travelers knew that there was no sham about the welcome which the city and its officers are extending to them.

Through some misunderstanding the party was escorted from the hall. Then they were escorted back again, for the Elks had a glad word to say in turning over to the freedom of the travelers the handsome Elks' temple, of Jackson.

Robt. Lake was the first to speak and the sentiments expressed left no doubt that the Jackson Elks as a body wanted the travelers to share the pleasures of their temple while in the city. Referring to the traveling fraternity, Mr. Lake mentioned the value of the traveling man as his friend. "The traveling man," said he, "is one of the best factors in business. I like to have them call, and even if I can not buy, I find they are filled with wisdom upon matters of business. Our visits are frequently of business value to me and I hope that there is frequently a reciprocity of information."

W. M. Palmer, Exalted Ruler of the Elks, said he had begun to believe that in a way he and his party were fortunate in that they were leaving the hall under cover of the Mayor, without being called upon. This brought good nature to the assemblage and Mr. Palmer continued, saying that he wished every Elk who was a member of the commercial travelers would appoint himself a committee of one to bring their traveling brothers to the temple and there enjoy what home-like and club-like features the temple afforded.

J. C. Richardson, who for several years was a traveling salesman, recalled recollections of Nick Flews, a traveling man who gained a great reputation as a story teller, which the traveling men enjoyed. He told a story of Daniel Webster and his older brother, Ezekiel. It appears that the father had set them hoeing corn before leaving for the day. Upon returning the corn field had not been touched, and the father called upon Ezekiel for an accounting. "What have you been doing to-day?" asked the father in a somewhat stern voice.

"Nothing," was the rather weak reply of Ezekiel.

The father paused for a moment, then asked, "Daniel, what have you been doing?"

"Helping Ezekiel," was his reply. Mr. Richardson concluded, "That is what I have been doing here," and

LIVINGSTON HOTEL



The steady improvement of the Livingston with its new and unique writing room unequaled in Mich., its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.
Cor. Fulton & Division Sts., Grand Rapids, Mich.

Western Travelers Accident Association

Sells Insurance at Cost

Has paid the Traveling Men over \$200,000

Accidents happen when least expected
Join now; \$1 will carry your insurance to July 1.

Write for application blanks and information to

GEO. F. OWEN, Sec'y

75 Lyon Street, Grand Rapids, Michigan

More Than 1,500 New Accounts
Last Year in Our Savings Department Alone

The Kent County Savings Bank

Has largest amount of deposits of any Savings Bank in Western Michigan. If you are contemplating a change in your banking relations, or think of opening a new account, call and see us.

3½ Per Cent.
Paid on Certificates of Deposit

Banking By Mail
Resources Exceed 2½ Million Dollars

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

GOLD IS WHERE YOU FIND IT

The "IDEAL" has it

(In the Rainy River District, Ontario)

It is up to you to investigate this mining proposition. I have personally inspected this property, in company with the president of the company and Captain Williams, mining engineer. I can furnish you his report; that tells the story. This is as safe a mining proposition as has ever been offered the public. For price of stock, prospectus and Mining Engineer's report, address

J. A. ZAHN

1318 MAJESTIC BUILDING
DETROIT, MICH.

took his seat amid the laughter and applause of the commercial travelers.

Thereafter the Grand Council settled to the grind of a busy session. The matters considered were mostly of a strictly lodge nature, the election of officers being the most important. The officers were promoted or moved up a notch in most cases. The Secretary was re-elected, however. The officers elected were as follows:

Grand Counselor—L. Williams, Detroit.

Junior Grand Counselor—W. D. Watkins, Kalamazoo.

Grand Secretary—W. F. Tracy, Flint.

Grand Treasurer—W. S. Burns, Grand Rapids.

Grand Past Counselor—J. C. Emery, Grand Rapids.

Grand Conductor—M. Howarn, Detroit.

Grand Page—F. D. Ganiard, Jackson.

Grand Sentinel—F. H. Clark, Battle Creek.

Executive Committee—F. W. Thompson, Hillsdale; L. D. Page, Jackson; G. H. Randall, West Bay City; J. W. Schram, Detroit.

It was decided to hold the next convention at Hillsdale.

The Jackson & Battle Creek Traction Co. offered the travelers and their ladies a train to run special to Battle Creek and return as a pleasure trip and as an opportunity to discover the smooth, rapid service of that electric line. The commercial travelers greatly appreciated the manifestation of good will, but owing to the press of business the offer had to be respectfully declined, which was gracefully accomplished by F. L. Day, of Jackson, over his official signature as General Chairman.

The ladies were less pressed with business, yet very busy in a social way. When the Consolidated Traction Co., through Manager Clark, tendered them a trolley train for an excursion to Wolf Lake it was accepted by the ladies, and Mrs. James H. Russell, General Chairman of the Auxiliary, in a pleasing note expressed the appreciation of the Auxiliary for this assistance in entertaining the guests of the city.

There were about 150 ladies who boarded two summer cars and traveled to Wolf Lake. After a short stop at the lake the return trip was made. The ride was thoroughly enjoyed, and upon reaching the city the company were escorted to the Guild house of St. Paul's Episcopal church. The Lunch Committee of the ladies, of which Mrs. Phillip Carlton was Chairman, had a fine lunch arranged, and this was served amid social delights. The ladies were well organized to entertain. Mrs. Walter Mest was chairman of the Reception Committee; Mrs. Fred E. Maxon, Registration; Mrs. James Cook, Badges; Mrs. F. L. Day, Souvenirs, and Mrs. Horace Rockwell and Mrs. Henry Hogue, Transportation. "The Jackson ladies are jolly and knew well how to entertain," said a lady from Kalamazoo, "and I think they have set a mark for hos-

pitality which will require other cities to hustle to equal." Favors were given the ladies by Foote & Jenks, of this city.

The real society event of the gathering of the members of the United Commercial Travelers and their ladies occurred at the Elks' temple last evening, and between four and five hundred were happily entertained. The preparations were perfect, and if there is anything that Chairman Day and his busy corps of helpers did not do to make it pleasant for the guests, it is not on the lips of any one who was present. A canopy was pitched, protecting the entrance to the temple from the curb of the street. It did not rain, but it was satisfactory to know that the local committee had been thoughtful. Just inside the first door there was an improvised barricade which narrowed the entrance and permitted a door-tender to do his work well of admitting only those with a passport. The barricade was dressed with flags and made pretty with palms and potted plants. The parlors were given a trim which brightened them and gave them, to the local people at least, a gladsome hue. The handsome lodge room needed but little decoration. The stage was banked with palms and the high window ledges held flowering geraniums and hanging vines.

Upon the arrival of the guests at 7:30, they were nicely cared for and then escorted to the audience room and seated. The entertainment was in the nature of a musical and it is Jackson's pride that within its borders are such accomplished artists as afforded the rare program of last evening.

At the conclusion of the entertainment the guests were escorted to the parlors and the audience room was quickly cleared for the ball. Boos furnished the music, and in that inimitable style which sets people with music in their soles most enthusiastic. The ballroom scene was one of animation and happiness, for who could imagine a more genial, good natured gathering than of commercial travelers and their ladies.

Pretty gowns were so numerous the scene would have bewildered even a modiste. The men were in evening dress and also in business suits, but all bent upon a delightful evening. A long program was carried out, and it was essayed with zest to the end.

Upon the floor below the dance, in the banquet room, there was arranged a continuous lunch. The bowling alley was utilized as well. It was richly decorated with the colors of the Council, yellow, blue and white. The counter portion of the arrangement was mounted with a floral crescent of heroic size. The crescent was yellow and within was a floral grip of blue, and upon the side of the grip was white lettering, "U. C. T." The flowering plants, distributed, and the rails of the bowling alley and other portions were covered with yellow.

The counters and the many tables

in the bowling alley were white as snow with pure linen, and the table decorations gave the banquet halls a pretty appearance. The plan of the lunch was to pass along the counter with plates and be served with the food of the person's fancy and then repair to the tables. There were ten colored waiters to care for the needs of all and colored women served the punch from the punch bowls.

It is a matter of general satisfaction to the whole city that its own traveling men fairly outdid themselves in entertaining. The guests all feel that they need only an invitation to bring them to Jackson again.

One firm sent favors to the members of the commercial travelers and their ladies. The ladies were given a nickel-plated little pocket case, containing a chamois and a supply of face powder. The men were given jack-knives. Another firm gave the ladies boxes of face powder, and another a pack of playing cards in a leather case.

"Bunty" Clark, who travels for the Verdon Cigar Co., of Kalamazoo, made a hit early in the morning. He took a ride in the police patrol wagon. "Bunty" and Frank Watson, the loop-the-loop driver of the police ponies, were once working a detective stunt together, when "Bunty" was deputy sheriff under Sheriff Snow, of Kalamazoo, so they "cooked up" a dish for the other traveling men. It was planned that "Bunty" should make a demonstration in front of the convention hall and a confederate was to call the police wagon. "Bunty" started out to imitate a crazed Indian, and down the line came the patrol wagon with the horses upon the jump, and Driver Watson putting on his best decorum as a fast driver. Watson and "Bunty" were soon having apparently a serious struggle. The first score was made upon Thomas Reardon, patrolman of that beat, who rushed up to give his fellow policeman assistance. "Bunty" became so threatening that Tom nearly swung on him with his club. Then the wagon took "Bunty" to police headquarters. In passing the Otsego, "Bunty" was observed riding in the police wagon by several traveling men.

"That won't do," they said. "What, run in one of our men to-day?" and they all started for the wagon with the idea of giving "Bunty" assistance. They chased the wagon to the station and remonstrated with the officers. This was the second good joke. The police put the whole crowd behind the bars. That was the third joke. In a few minutes all were liberated, and the boss of "Bunty" passed a box of cigars which he makes. That was not a bad idea. "The whole stew cooked up for us was good," said one jolly traveler.

Warden Vincent extended an invitation to the visitors to visit the prison this morning, and many accepted the hospitality.

Gripsack Brigade.

Frank W. Hadden, until recently with H. Leonard & Sons, has taken

a position as traveling representative for the W. F. Wurzburg Jewelry Co.

J. C. Seving has taken the position of Western Michigan traveling representative of H. W. Dudley & Co., Chicago. Mr. Seving will reside in Grand Rapids.

W. D. Downy, the well-known traveling salesman, now covers Southwestern Michigan for H. W. Dudley & Co., of Chicago. He will continue to make his headquarters at Benton Harbor.

A Frankfort correspondent writes: Frank L. Carter has entered the employ of the John A. Tolman Co., of Chicago, and will travel in Northern Michigan. Mr. Carter will continue to reside at Frankfort.

A Negaunce correspondent writes: Mr. Baldwin, a salesman who has represented Rony, Peckham & Co., of Milwaukee, for about twenty years past, most of the time in this region, was here yesterday on his final business visit. He retires from the road and will soon engage in the lumber business in Utah.

The Reads—who have the happy faculty of making everyone feel at home at the Read House, Ludington—have completed the alterations on their building and have now one of the most complete hotels in the State, including hot water, steam heat and electric light.

Petoskey Independent: Thomas Travis, the well-known traveling salesman for the Musselman Grocer Co. of Grand Rapids, with his family, has recently moved from Traverse City and is now comfortably situated in a flat of the Koepke apartment building on North Howard street.

Port Huron Merchants Active.

Port Huron, May 23—At the last business session of the M. and M. Association it was decided that all stores should close all day on Memorial day this year.

A communication from Lansing inviting the M. and M. Association to hold its annual excursion there this summer was referred to the Excursion Committee.

An invitation to the barbecue to be held the early part of August in Flint was referred to the butchers of the city.

A committee consisting of Charles Wellman, A. R. Ballentine and E. N. Akers was appointed to enquire of the Grand Trunk Railway why morning trains do not stop at Emmett, Capac and Goodells.

The matter of getting telephone service for a number of farmers and berry growers who live a short distance west of Port Huron was discussed. M. D. Baldwin and a number of other men of the vicinity claim that the telephone company agreed some time ago to get service to these people upon certain conditions. The men are willing to do almost anything to get the line out into their district and they say that the company absolutely refuses to extend the service. The matter was referred to a committee consisting of Charles Wellman, Lew McCarther, W. J. Johnson and William Canham.



Michigan Board of Pharmacy.
 President—Henry Helm, Saginaw.
 Secretary—John D. Muir, Grand Rapids.
 Treasurer—Arthur H. Webber, Cadillac.
 C. B. Stoddard, Monroe.
 Sid A. Erwin, Battle Creek.
 Sessions for 1904.
 Star Island—June 20 and 21.
 Houghton—Aug. 23 and 24.
 Lansing—Nov. 1 and 2.

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

Cultivating Iron in Spinach.

Interesting experiments are being conducted at the agricultural bacteriological station of Vienna. It is a well known fact that salts of iron are of great importance for the human system. The artificially prepared foods containing iron which are introduced into the human body have not always the desired effect because the quantities of iron contained therein, even if considerable, are not completely assimilated.

According to modern ideas, the human body may also supply its want of iron from vegetable foods, and it is expected that by increasing the quantity of iron in certain vegetables it will be possible to procure a natural means of supplying the human system with a nutriment rich in iron and easily assimilated. The first experiment was made with spinach, by adding hydrate of iron to the soil. The spinach from this seed showed a percentage of iron seven times as great as ordinary spinach, without injury to the plant. This is considered a very favorable result, as the iron contents are perfectly sufficient for medicinal purposes and in a form which possesses none of the defects of best artificial iron preparations. It is presumed that other ferruginous plants rich in iron will yield similar results, so that not only the science of medicine will be benefited but the gardeners will also find their cultivation a source of profit. Manganese and other minerals might also be worked in.

Improved Whipped Cream.

Special machines have been constructed for whipping cream, but most dispensers prepare it with an ordinary egg-beater. Genuine whipped cream is nothing other than pure cream into which air has been forced by the action of the different apparatus manufactured for the purpose; care must, however, be exercised in order that butter is not produced instead of whipped cream. To avoid this the temperature of the cream must be kept at a low degree and the whipping must not be too violent or prolonged; hence the following rules must be observed in order to produce the desired result:

1. Secure pure cream and as fresh as possible.
2. Surround the bowl in which the cream is being whipped with cracked ice, and perform the operation in a cool place.
3. As rapidly as the whipped cream arises, skim it off and place it in another bowl, likewise surrounded with ice.
4. Do not whip the cream too long or too violently.
5. The downward motion of the beater should be more forcible than the upward, as the first has a tendency to force the air into the cream, while the second, on the contrary, tends to expel it.
6. A little powdered sugar should be added to the cream after it is whipped, in order to sweeten it.
7. Make whipped cream in small quantities and keep it on ice.

Rules For a Sanitarium.

The object of this sanitarium is to make people think about themselves. Remember that if you think about anyone else but yourself, you are likely to be expelled.

Eat as little of the food we provide as possible. At our rates, which are only double the rates of an ordinary hotel, we can not afford to pamper the stomachs of our patrons.

A full line of medical books will be found in the library. If you have any ideas that you are getting well, read them and be cured—of the idea.

Our sun parlors are provided for the purpose of allowing our patients to tell each other of their ailments. That everyone may have a chance, no patient will be allowed to tell the history of his trouble more than once in twenty-four hours.

Do not ask the resident physicians foolish questions, such as what he is prescribing for you or when you can escape. We get a rake-off on all medicines used and you can depend upon it that we shall keep you under our fostering care as long as possible.

The management requests that all letters written home should be written on the regular sanitarium paper, which contains an impressionate picture of the way our place ought to look.

Our motto: "While there's Cash, there's Hope."—Puck.

Fireproof Paint.

The following has been recommended by the Commissioner of Buildings of Chicago for its fireproofing qualities:

Dissolve in a suitable vessel one and one-half pounds of acid ammonium phosphate (diammonium phosphate) in a gallon of hot water. In another vessel mix three ounces of starch with thirty grains salicylic acid. Then add to this powder mixture enough hot water to make a thick paste, stirring the mass. Then add the ammonium phosphate solution, gradually, to the starch paste, so as to obtain a homogeneous liquid. Of this solution not less, or not much less, is to be applied than the material (cloth or wood) is capable of absorbing.

Tact is a most excellent lever for prying open a close shut purse.

The Drug Market.

Opium—Is very dull at unchanged price. Prospects are now for very large crop. Low prices will probably rule for a year.

Morphine—Is unchanged.

Quinine—On account of lower price for bark at the sale at Amsterdam last Thursday quotations have been reduced in price by both American and foreign manufacturers 3c per ounce.

Balm Gilead Buds—On account of small stocks, have advanced and are very firm.

Cocaine—Is very firm and an advance is expected.

Norwegian Cod Liver Oil—Has declined and is tending lower.

Lycopodium—Advices from abroad show an advance and the article is very firm in this market.

Menthol—Is still selling at \$1 per pound less than importation, owing to competition among holders.

Naphthaline—Both ball and flake show a small advance and are tending higher.

Sugar Milk—Is in a very firm position and tending higher.

Oil Cedar Leaf—Continues scarce and has again advanced.

Oil Cloves—Is very firm and tending higher.

Oil Peppermint—Continues high. Advices from the 1904 crop are conflicting.

Oil Wintergreen—Is in small supply and has advanced.

Gum Camphor—Is very firm abroad, but is unchanged in our market.

Preparation of Homeopathic Tinctures.

The original tinctures, made according to the Homeopathic Pharmacopoeia, are called "Mother Tinctures;" their dilutions are called "potencies," and are known as 1x, 2x, 3x, etc., in the decimal state. For instance, the first or 1x potency is prepared by adding 1 minim of the mother tincture to 9 minims of pure alcohol and shaking thoroughly. The second or 2x potency is prepared by mixing 1 minim of the 1x with 9 minims of alcohol. The 3x potency is made in a similar manner, etc.

In preparing the centesimals 1 drop of mother tincture is added to 99 drops of alcohol, this is called the first centesimal dilution and marked 1 or 1c. Again, a drop of number 1 is mixed with 99 drops of alcohol and marked 2 on the second dilution, and so on up to number 30, etc. (which is the highest recommended by Hahnemann), a decillionth. The very high potencies, running up in the hundreds, are often made by a quicker process, about which there have been much controversy and difference of opinion.

Thos. Willetts.

How Soap Cleanses.

Prof. H. W. Hillyer reviews at considerable length the reasons heretofore advanced as to why soap cleanses. He considers such theories as the alkali set free by the hydrolysis of the soap acts on the fat to remove it by a process of saponification and refutes this and other less common ideas by logic, by experiment

or by both, and finally concludes that the cleansing power is largely or entirely to be explained by the power which it has of emulsifying oily substances; of wetting and penetrating into oily textures; and of lubricating texture and impurities so that they may be removed easily. It is thought that all of these properties may be explained by taking into account the low cohesion of the soap solution and the strong attraction, adhesion or affinity to oily matter, which together cause the low surface-tension between soap solution and oil.

Carbolic Acid Poisoning.

A poisoning case with two very remarkable features is reported from Allegheny, Pa. A physician of that town in broad daylight went to his cabinet to take a dose of essence of pepsin for relief of dyspepsia, and by error swallowed a dose of carbolic acid. After taking the fatal dose he apparently became panic stricken, and rushed to a drug store and swallowed a dose of ipecac as an antidote. This was ineffectual, and death followed in twenty minutes after taking the acid.

Yellow Santonin.

Yellow santonin, like red carbolic, continues to be a perplexing question and to receive much investigation at the hands of the chemist. A recent report from a laboratory indicates that there is no change in weight nor in the results of combustion of santonin after it has turned yellow. It is suggested that yellow santonin is an isomer of white santonin. It will probably develop that the yellow is, for all practical purposes, just as good as the white.

Long Time Waiting.

"Grandpa, how old are you?"
 "I am eighty-seven years old, my little dear."
 "Then you were born eighty years before I was?"
 "Yes, my little girl."
 "What a long time you had alone waiting for me!"

WAIT FOR THE BIG LINE

FIREWORKS



Flags,
 Torpedo
 Cans

and all Celebration
 Goods

No other line is
 so complete.

Wait for travel-
 er or order by
 mail.

Prices right.

PUBLIC DISPLAYS for any amount supplied on short notice.

FRED BRUNDAGE

32-34 Western Ave. MUSKEGON, MICH.

FOR SALE

Soda Fountain, good as new. Cost \$450.00—will sell for \$60.00 and ship on approval. Address

"Soda"

Care Michigan Tradesman

WHOLESALE DRUG PRICE CURRENT

Advanced—		Declined—	
Acidum		Exechthitos	4 25@4 50
Aceticum	6@ 8	Erigeron	1 00@1 10
Benzolcum, Ger.	70@ 75	Gaultheria	3 00@3 10
Boracic	26@ 27	Geranium	oz. 75
Carbolicum	26@ 29	Gossypil, Sem gal	50@ 60
Citricum	35@ 40	Hedeoma	1 40@1 50
Hydrochlor	3@ 5	Junipera	1 50@2 00
Nitrocum	3@ 10	Lavendula	90@2 75
Oxalicum	12@ 14	Limonia	1 15@1 25
Phosphorium, dil.	12@ 15	Mentha Piper	4 35@4 50
Salicylicum	42@ 45	Mentha Verid.	5 00@5 50
Sulphuricum	14@ 15	Morruhuac, gal.	2 00@3 50
Tannicum	1 10@1 20	Myrcia	4 00@4 50
Tartaricum	38@ 40	Olive	75@3 00
Ammonia		Picis Liquida	10@ 12
Aqua, 18 deg.	4@ 6	Picis Liquida gal.	3@ 35
Aqua, 20 deg.	5@ 8	Ricina	90@ 94
Carbonas	13@ 15	Rosmarini	oz. 1 00
Chloridum	12@ 14	Rosae, oz	5 00@5 00
Aniline		Succini	40@ 45
Black	2 00@2 25	Sabina	90@1 00
Brown	80@1 00	Santal	2 75@7 00
Red	45@ 50	Sassafras	85@ 90
Yellow	2 50@3 00	Sinapis, ess, oz.	6@ 65
Baccas		Tigili	1 50@1 60
Cubebae	po. 25 22@ 24	Thyme	40@ 50
Juniperus	5@ 6	Thyme, opt	oz. 1 60
Xanthoxylium	30@ 35	Theobromas	15@ 20
Balsamum		Potassium	
Cubebae	po. 20 12@ 15	Bi-Carb	15@ 18
Peru	oz. 1 50	Bichromate	13@ 15
Terabin, Canada	60@ 65	Bromide	40@ 45
Tolutan	45@ 50	Carb	12@ 15
Cortex		Chlorate po 17@19	16@ 18
Abies, Canadian	18	Cyanide	34@ 38
Cassiae	12	Iodide	2 75@2 85
Cinchona Flava	18	Potassa, Bitart pr	30@ 32
Euonymus atro.	18	Potass Nitras opt	7@ 10
Myrica Cerifera	20	Potass Nitras	6@ 8
Prunus Virgini	12	Prussiate	23@ 26
Quillaja, gr'd.	12	Sulphate po	15@ 18
Sassafras, po. 18	14	Radix	
Ulmus .25, gr'd.	45	Aconitum	20@ 25
Extractum		Althae	30@ 33
Glycyrrhiza Gla.	24@ 30	Anchusa	10@ 12
Glycyrrhiza, po.	28@ 30	Arum po	6@ 25
Haematox	11@ 12	Calamus	20@ 40
Haematox, 1s.	13@ 14	Gentiana	po 15 12@ 15
Haematox, 1/2s.	14@ 15	Glychrrhiza pv 15	16@ 18
Haematox, 1/4s.	16@ 17	Hydrastis Cana.	oz. 1 50
Ferri		Hydrastis Can po	oz. 1 50
Carbonate Ferrip.	15	Hellebore, Alba.	12@ 15
Citrate and Quinia	2 25	Inula, po	18@ 22
Citrate Soluble	75	Ipecac, po	2 75@2 80
Ferrocyanidum S.	40	Iris plox	35@ 40
Solut. Chloride.	15	Jalapa pr	25@ 30
Sulphate, com'l.	3	Maranta, 1/2s	6@ 30
Sulphate, com'l, by	80	Podophyllum po.	22@ 25
bb'l, per cwt.	7	Rhel	75@1 00
Sulphate, pure	7	Rhel, cut	oz. 1 25
Flora		Rhel, pv	75@1 35
Arnica	15@ 18	Spigella	35@ 38
Anthemis	22@ 25	Sanguinari, po 24	oz. 22
Matricaria	30@ 35	Serpentaria	65@ 70
Folia		Senega	75@ 85
Barosma	30@ 33	Smlax, off's H	oz. 40
Cassia Acutifol.	20@ 25	Smlax, M	oz. 25
Cassia, Acutifol.	25@ 30	Scilla, po 35	10@ 12
Salvia officinalis.	12@ 20	Symplocarpus	oz. 25
1/2s and 1/4s.	12@ 20	Valeriana Eng.	oz. 25
Uva Ursi.	8@ 10	Valeriana, Ger	15@ 20
Gummi		Zingiber a	14@ 16
Acacia, 1st pld.	oz. 65	Zingiber j	16@ 20
Acacia, 2d pld.	oz. 45	Semen	
Acacia, 3d pld.	oz. 25	Anisum	po. 20 @ 16
Acacia, sifted sts.	oz. 28	Apium (gravel's)	13@ 15
Acacia, po.	45@ 65	Bird, 1s	4@ 6
Aloe, Barb.	12@ 14	Carul	po 15 10@ 11
Aloe, Cape.	oz. 25	Cardamon	70@ 90
Aloe, Socotri	oz. 30	Coriandrum	8@ 10
Ammoniac	55@ 60	Cannabis Sativa.	7@ 8
Assafoetida	35@ 40	Cydonium	75@1 00
Benzolcum	50@ 55	Cheopodium	25@ 30
Catechu, 1s.	oz. 13	Dipterix Odorate.	80@1 00
Catechu, 1/2s.	oz. 14	Foeniculum	oz. 18
Catechu, 1/4s.	oz. 16	Foenugreek, po	7@ 9
Camphorae	75@ 80	Lini	4@ 6
Euphorbium	oz. 40	Lini, gr'd	bb'l 4 3@ 6
Galbanum	oz. 1 00	Lobelia	75@ 80
Gamboge	po. 1 25@1 35	Pharlaris Cana'n	6 1/2@ 8
Guaiacum	po. 35 60@ 65	Rapa	5@ 6
Kino	po. 75c 75	Sinapis Alba	7@ 8
Mastic	oz. 60	Sinapis Nigra	9@ 10
Myrrh	po. 45 40	Spiritus	
Opil	3 10@3 15	Frumenti W D.	2 00@2 50
Shellac	60@ 65	Frumenti	1 25@1 50
Shellac, bleached	65@ 70	Juniperis Co O T.	1 65@2 00
Tragacanth	70@ 1 00	Juniperis Co	1 75@3 50
Herba		Saccharum N E	1 90@2 10
Absinthium, oz pk	25	Spt Vini Galli	1 75@6 50
Eupatorium oz pk	25	Vini Oporto	1 25@2 00
Lobelia	oz pk 25	Vini Alba	1 25@2 00
Majorum	oz pk 25	Sponges	
Mentha Pip oz pk	23	Florida sheeps' wl	carriage 2 50@2 75
Mentha Vir oz pk	25	Nassau sheeps' wl	carriage 2 50@2 75
Rue	oz pk 39	Velvet extra shps'	wool, carriage @ 1 50
Tanacetum V.	22	wool, carriage	@ 1 25
Thymus V. oz pk	25	Grass sheeps' wl	carriage @ 1 00
Magnesia		Hard slate use	@ 1 00
Calcined, Pat.	55@ 60	Yellow Reef, for	slate use @ 1 40
Carbonate, Pat.	18@ 20	Syrups	
Carbonate K-M.	18@ 20	Acacia	oz 50
Carbonate	18@ 20	Auranti Cortex	oz 50
Oleum		Zingiber	oz 50
Absinthium	3 00@3 25	Ipecac	oz 60
Amygdalae, Dulc.	50@ 60	Ferri Iod	oz 50
Amygdalae Ama.	3 00@3 25	Rhel Arom	oz 50
Anisi	1 75@1 85	Smlax Off's	50@ 60
Auranti Cortex.	2 10@2 20	Senega	oz 50
Bergamii	2 85@3 25	Scillae	oz 50
Caajputi	1 10@1 15	Scillae Co	oz 50
Caryophylli	1 60@1 70	Tolutan	oz 50
Cedar	35@ 70	Prunus virg	oz 50
Chenopadii	oz 2 00	Tinctures	
Cinnamoni	1 10@1 20	Aconitum Nap's R	60
Citronella	40@ 45	Aconitum Nap's F	50
Conium Mac.	80@ 90	Aloes & Myrrh	50
Copaiba	1 15@1 25	Arnica	50
Cubebae	1 30@1 35	Assafoetida	50
		Atrope Belladonna	60
		Auranti Cortex	50
		Benzoin	50
		Benzoin Co	50
		Barosma	50
		Cantharides	75
		Capsicum	50
		Cardamon	75
		Cardamon Co	1 00
		Castor	1 00
		Catechu	50
		Cinchona	50
		Cinchona Co	60
		Columba	50
		Cubebae	50
		Cassia Acutifol	50
		Cassia Acutifol Co	50
		Digitalis	50
		Ferri Chloridum	35
		Gentian	50
		Gentian Co	50
		Guaiaca	50
		Guaiaca ammon	60
		Hyoscyamus	50
		Iodine	75
		Iodine, colorless	75
		Kino	50
		Lobelia	50
		Myrrh	50
		Nux Vomica	50
		Opil, compound	50
		Opil, deodorized	1 50
		Quassa	50
		Rhatany	50
		Rhel	50
		Sanguinaria	50
		Serpentaria	50
		Stromonium	60
		Tolutan	60
		Valerian	50
		Veratrum Veride.	50
		Zingiber	20
		Miscellaneous	
		Aether, Spts Nit 3	30@ 35
		Aether, Spts Nit 4	34@ 38
		Alumen, gr'd po 7	3@ 4
		Anatto	40@ 50
		Antimon, po	4@ 5
		Antimon et Po T	40@ 50
		Antipyrin	oz. 25
		Antifebrin	oz. 20
		Argent Nitras, oz	oz. 48
		Arsenicum	10@ 12
		Balm Gilead buds	45@ 50
		Bismuth S N	2 20@2 30
		Calcium Chlor, 1s	oz. 9
		Calcium Chlor, 1/2s	oz. 10
		Calcium Chlor, 1/4s	oz. 12
		Cantharides, Rus.	oz. 1 20
		Capsici Fruc's af.	oz. 20
		Capsici Fruc's po.	oz. 22
		Cap'i Fruc's B po.	oz. 15
		Caryophyllus	25@ 30
		Carna, No 40.	oz. 30
		Cera Alba	50@ 55
		Cera Flava	43@ 42
		Crocus	1 35@1 45
		Cassia Fructus	oz. 35
		Centraria	oz. 10
		Cetaceum	oz. 45
		Chloroform	55@ 60
		Chloro'm, Squibbs	oz. 1 10
		Chloral Hyd Crst.1	35@1 60
		Chondrus	20@ 25
		Cinchonidine P-W	33@ 40
		Cinchonid'e Germ	38@ 48
		Cocaine	4 05@4 25
		Corks list d p ct.	75
		Creosotum	oz. 45
		Creta	bb'l 75 @ 2
		Creta, prep	oz. 5
		Creta, preclp	9@ 11
		Creta, Rubra	oz. 8
		Croci	1 60@1 70
		Cudbear	oz. 24
		Cupri Sulph	6@ 8
		Dextrine	7@ 10
		Ether Sulph	78@ 92
		Emery, all Nos.	oz. 8
		Emery, po	oz. 6
		Ergota	po 90 85@ 90
		Flake White	12@ 15
		Galla	oz. 23
		Gambler	oz. 9
		Gelatin, Cooper	oz. 60
		Gelatin, French	35@ 60
		Glassware, fit box	75 & 5
		Less than box	70
		Glue, brown	11@ 13
		Glue, white	15@ 25
		Glycerina	17 1/2@ 25
		Grana Paradisi	oz. 25
		Humulus	25@ 55
		Hydrarg Ch Mt.	oz. 95
		Hydrarg Ch Cor	oz. 90
		Hydrarg Ox Ru'm	oz. 1 05
		Hydrarg Ammo'l	oz. 1 15
		Hydrarg Ungue'm	50@ 60
		Hydrargyrum	oz. 85
		Ichthyobolla, Am.	90@1 00
		Indigo	75@1 00
		Iodide, Resubi	3 85@4 20
		Iodoform	4 70@4 20
		Lupulin	oz. 50
		Lycopodium	75@ 80
		Macis	65@ 75
		Liquor Arsen et	Hydrarg Iod @ 25
		Liq Potass Arsenit	10@ 12
		Magnesia, Sulph.	3@ 3
		Magnesia, Sulh bbl	oz. 1 1/4

Drugs

We are Importers and Jobbers of Drugs, Chemicals and Patent Medicines.

We are dealers in Paints, Oils and Varnishes.

We have a full line of Staple Druggists' Sundries.

We are the sole proprietors of Weatherly's Michigan Catarrh Remedy.

We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medical purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day received. Send a trial order.

Hazeltine & Perkins
Drug Co.
 Grand Rapids, Mich.

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER
Jaxon Brand



1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60

Royal



10c size. 90
1/4 lb cans 135
6 oz cans 190
1/2 lb cans 250
3/4 lb cans 375
1 lb cans 480
3 lb cans 1800
5 lb cans 2150

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 16 oz ro'd, p gro 9 00

BREAKFAST FOOD

Grits

Walsh-DeRoo Co.'s Brands



Cases, 24 2 lb pack's..2 00

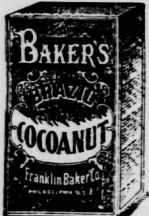
CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 500.....33 00
500 or more.....32 00
1,000 or more.....31 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case..2 60
35 1/2 lb pkg. per case..2 60
38 1/4 lb pkg. per case..2 60
16 3/4 lb pkg. per case..2 60

FRESH MEATS

Beef

Carcass 6 1/2 @ 8
Forequarters 5 @ 6
Hindquarters 8 @ 9
Loins 10 @ 12 1/2
Ribs 9 @ 12
Rounds 7 @ 7 1/2
Chucks 5 @ 6
Plates @ 4

Pork

Dressed @ 5 1/2
Loins @ 9
Boston Butts @ 7
Shoulders @ 7
Leaf Lard @ 7

Mutton

Carcass @ 7 1/2
Lambs 9 @ 11 1/2

Veal

Carcass 4 1/2 @ 7



CORN SYRUP

24 10c cans1 84
12 25c cans2 30
6 50c cans2 30

COFFEE

Roasted

Dwinell-Wright Co.'s Bds.

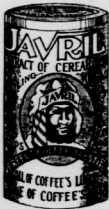


White House, 1 lb.....
White House, 2 lb.....
Excelsior, M & J, 1 lb...
Excelsior, M & J, 2 lb...
1 up Top, M & J, 1 lb...
Royal Java
Royal Java and Mocha...
Java and Mocha Blend...
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

COFFEE SUBSTITUTE

Javril



2 doz. in case 4 10

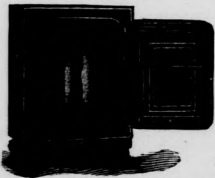
CONDENSED MILK

4 doz in case



Gail Borden Eagle6 40
Crown5 90
Champion4 25
Daisy4 70
Magnolia4 00
Challenge4 40
Dime3 85
Peerless Evap'd Cream.4 00

SAFES



Full line of the celebrated
Diebold fire and burglar
proof safes kept in stock
by the Tradesman Com-
pany. Twenty different
sizes on hand at all times
—twice as many safes as
are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SALT



Jar-Salt
One dozen
Ball's quart
Mason jars
(8 pounds
each)85

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50
Black Hawk, five bxs.2 40
Black Hawk, ten bxs.2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Place Your
Business

on a
Cash Basis

by using

our

Coupon Book
System.

We

manufacture
four kinds

of

Coupon Books

and

sell them

all at the

same price

irrespective of

size, shape

or

denomination.

We will

be

very

pleased

to

send you samples

if you ask us.

They are

free.

Tradesman Company

Grand Rapids

Our Special

4th of July Goods

Catalogue has a two-color cover that looks like this



Of course, you may choose to buy your supply elsewhere but—better get this catalogue anyway so you'll know what the "yellow label" goods (the best, mind you) CAN be bought for from us—three houses, you know, and we buy and sell FIVE (5) times as many 4th of July Goods as the next largest jobber.

OUR JUNE DRUMMER

ask for that, too—there are reasons—some very special—why you'll be interested in it. Our say-so, we know. But risk a postal card on our word for it, this once.

It's different—our monthly is. The "Resultful Plans" and the "Solutions of Store Problems," alone, will pay for your cent and the trouble of writing—several times over. As for the goods—the prices (guaranteed net prices) will do the talking for them. The June Drummer is No. J506.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only

NEW YORK

CHICAGO

ST. LOUIS

INDIVIDUAL TRADING STAMPS

Our Individual Stamp System, which is controlled by the merchant handling it, not only costs less to operate than any other, but offers the public greater inducements to trade at your store.

The premiums given in exchange comprise the same assortment as handled by the stamp companies and can be secured for one-half the number of stamps.

Why lose your individuality through outside stamps, when you can be your own stamp company at smaller cost and with greater results?

Our system is a "Cash Getter" and "Trade Winner" and only one in a section can have it.

Full particulars for the asking.

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.

Wanted—Will pay cash for an established, profitable business. Will consider shoe store, stock of general merchandise or manufacturing business. Give full particulars in first letter. Confidential. Address No. 519, care Michigan Tradesman. 519

For Sale—A good clean stock of hardware, about \$3,500, in good live town of 3,000 inhabitants. Write or call on O. F. Jackson, 14 North Union St., Grand Rapids, Mich. 518

For Sale—Small stock of groceries, shoes, crockery and fixtures at a bargain; best location in copper country; rent reasonable. Coon & Rowe, Laurium, Mich. 516

For Sale—A \$4,000 stock of hardware in Lee county, Illinois. Trade commands a large territory. Address No. 517, care Michigan Tradesman. 517

For Sale—\$4,500 stock of groceries, with meat market, in Illinois mining town of 8,000 population; annual sales \$45,000. Address No. 515, care Michigan Tradesman. 515

If you are desirous of buying a nice clean stock of general merchandise, fixtures and building in lively town of 500, address H. L. C., care Michigan Tradesman. 520

Vehicle and Implement Business for Sale—Small stock on hand. Hold agency for all the best lines. Will sell or rent buildings. One of the best locations in Shiawassee county. Reason for selling, have other business. Address No. 521, care Michigan Tradesman. 521

For Sale—\$5,000 stock general merchandise in town of 1,500 in Central Michigan; clean stock; cash trade; sales \$18,000; must sell on account of sickness. Address C. G., care Michigan Tradesman. 522

For Sale—The best paying drug store in Upper Michigan; terms to suit purchaser; best of reasons for selling. Address H. N. Meloche, Ishpeming, Mich. 514

For Sale or Exchange—Full roller swing sifter, steam flour mill, 30 barrels capacity; good town; large territory. Or will take partner. Address Box 183, Stockbridge, Mich. 523

For Sale—Stock of dry goods, clothing, hats, caps, shoes and groceries in town of 1,800; business established twenty-five years; leading store in town; clean stock, invoicing about \$12,000 to \$13,000; failing health reason for selling. Address Opportunity, care Michigan Tradesman. 512

Wanted—To buy a furniture business for cash. Address X. L., care Michigan Tradesman. 512

A Golden Opportunity—Party desires to retire from business. Will sell stock and building or stock, consisting of clothing, boots and shoes, and rent building. Only cash buyers need apply. Write or call and see. T. J. Bossert, Lander, Wyoming. 529

For Sale—Stock of general merchandise and country store; in one of the best locations in Southern Michigan. Also good farm, 120 acres. Address Walter Musselwhite, Kinderhook, Branch Co., Michigan. 447

For Sale—Bazaar and soda fountain; splendid business; hustling town; brick store building; reasonable rent; good location; no opposition. H. M. Dutton, No. Branch, Mich. 510

For Sale or Exchange—Drug store in city of 3,000; invoices about \$3,500; good reasons for selling. Address No. 506, care Michigan Tradesman. 506

For Sale—\$2,000 stock groceries and fixtures in hustling town; two railroads; No. 1 farming country; right price. Reason for selling, other business. Address No. 497, care Michigan Tradesman. 497

For Sale—On account of the death of the owner, a small stock of fine millinery must be sold immediately. Write or call on Milton J. Zavitz, Shelby, Oceana Co., Mich. 494

For Sale—A modern eight-room house Woodmere Court. Will trade for stock of groceries. Enquire J. W. Powers, Houseman Building, Grand Rapids, Mich. Phone 1455. 498

For Sale—Stock consisting of bazaar goods, crockery, glassware, lamps and groceries; also fixtures; invoices \$1,300; centrally located in thriving town of 900 inhabitants; rent low; good trade and paying business. Ill health reason for selling. Address No. 499, care Michigan Tradesman. 499

For Rent—A good two-story brick store on a good business corner, in a good business town; city water and electric lights. Address P. O. Box No. 298, Decatur, Mich. 115

If you want a first-class business, come to Wyoming and buy the Commercial Hotel, property and furniture; it's a money-maker and only first-class hotel in the city; I also have a building attached which has been used for a saloon and first-class. Address Commercial Hotel, Wyoming, Ill. 500

For Sale—Small stock of general merchandise in a live town. Will sell at a bargain and rent building; good two-story brick. Address Box 387, Portland, Mich. 484

Wanted to Exchange—120 acres improved land, good buildings, good location, or 120 acres wild land, good location, near schools; also eighteen-room hotel and store building in a hustling town on the Pere Marquette Railroad for stock of merchandise or drug stock. Address Lock Box 214, Marion, Mich. 485

For Sale—Our stock groceries and dry goods. Invoice \$1,500. Established trade. Write, Barger & Son, Martin City, Mo. 472

For Sale Cheap—Drug stock in Northern Indiana; invoices about \$800. Address No. 471, care Michigan Tradesman. 471

Sixty-six and two-thirds cents on the dollar buys stock of general merchandise in town of 1,000; cash trade. Address G. L. Thornton, Marion, Mich. 469

I desire to sell outright at cost my stock of general merchandise and store building. Stock in fine shape. Will inventory about \$6,000; good buildings valued at \$3,000; no good general store within eight miles; might exchange for unincumbered productive block or city residence. E. C. Inderled, Rock Rift, N. Y. 475

For Exchange or Sale—A highly improved 240 acre farm in Whiteside county, Illinois. James A. Hill, Mechanicsville, Iowa. 481

For Sale—22 room hotel, newly furnished, with first-class restaurant; best business in Eastern Oregon; failing health reason for selling. Enquire Granstrom's Cafe and Oyster House, Baker City, Ore. 482

Rare Opportunity, sacrificing sale. Well selected stock drugs, invoicing \$2,409 for only \$2,000 cash; two-story frame building valued at \$3,000; balance secured \$2,100 one-third cash; balance secured by mortgage; both together or separate. Will rent building if preferred at reasonable rate. Reason for selling, retiring from business. Address Warner Von Walhausen, 1345 Johnson st., Bay City, Mich. 461

For Sale—At a bargain, an up-to-date stock of groceries in a good town, with good patronage; also, an A No. 1 two story nine-room residence. Address Lock Box 250, Linnecs, Mo. 450

For Sale—Paying drug business; prosperous town Southwestern Michigan; average daily sales in 1903, \$27,000; invoices about \$3,000; stock easily reduced and no old stock; rent, \$20; location fine; poor health reason for selling. Don't write unless you mean business. Address John, care Michigan Tradesman. 463

First-class business chance for clothing, men's furnishings and tailoring. Box 90, St. Charles, Mich. 440

Wanted—To sell grocery and bakery in Cadillac; doing good business. Address Lock Box 368, Cadillac, Mich. 438

For Sale—An eight room house with four lots in Torch Lake village, an ideal place for a summer home. 437

For Sale—\$2,200 to \$2,500 grocery stock and fixtures. Reason for selling, other business. Write or call for particulars F. F. Gates, Port Huron, Mich. 428

For Sale—One of the finest 100-barrel flour mills and elevators in the State. A good paying business. Address, H. V., care Michigan Tradesman. 453

For Sale—Oak stumpage, from three to six million feet. For particulars address F. V. Idleman, Scherr, W. Va. 380

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

For Sale—First-class furniture stock, centrally located. Rent store three or five years. Also elegant home; finest corner in the city. A great bargain. Going to California. H. N. James, 21 River St., Aurora, Ill. 374

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

For Rent—Large store building and basement. Good town, fine location. Address No. 971, care Michigan Tradesman. 971

For Sale—Good elevator and feed mill in Michigan, in first-class condition. Paying business for the right man. Address, No. 454, care Michigan Tradesman. 454

For Sale—Farm implement business, established fifteen years. First-class location at Grand Rapids, Mich. Will sell or lease four-story and basement brick building. Stock will inventory about \$10,000. Good reason for selling. No trades desired. Address No. 67, care Michigan Tradesman. 67

For Sale—One of the best stocks of general merchandise in Central Michigan. Reason for selling, other business. Invoices \$10,000. Address C. O. D., care Michigan Tradesman. 357

Cash for Your Stock—Or we will close out for you at your own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 577 West Forest Ave., Detroit, Mich. 2

Geo. M. Smith Safe Co., agents for one of the strongest, heaviest and best fire-proof safes made. All kinds of second-hand safes in stock. Safes opened and repaired. 376 South Ionia street. Both phones. Grand Rapids. 926

POSITIONS WANTED.

Wanted—A position on the road with wholesale grocery house by experienced salesman; age 25. Address Box 140, Marshall, Ill. 528

Experienced Clerk wants position in third-class postoffice. Competent to take full charge. Best of references. Address L., care Michigan Tradesman. 505

Experienced drug clerk, not registered, wants a position at once. Good references. Address No. 483, care Michigan Tradesman. 483

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

AUCTIONEERS AND TRADERS

Merchants, Attention—Our method of closing out stocks of merchandise is one of the most profitable either at auction or at private sale. Our long experience and new methods are the only means, no matter how old your stock is. We employ no one but the best auctioneers and salespeople. Write for terms and date. The Globe Traders & Licensed Auctioneers, Office 431 E. Nelson St., Cadillac, Mich. 445

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

HELP WANTED.

Man—Energetic, willing to learn, under 35, to prepare for Government position. Beginning salary \$800. Increase as desired. Good future. L. C. L., Cedar Rapids, Ia. Enclose stamp. 526

Wanted—Experienced suspender salesman to handle our line of men's belts and suspenders in Ohio, Indiana and Illinois. None but experienced men need apply. Exclusive territory given. Commission only. Novelty Leather Works, Jackson, Mich. 525

Wanted—A hustler with \$3,000 to take charge of the best general store in Thompsonville. I am going West. J. E. Farnham. 527

Wanted—Bright, active shoe salesman for up-to-date shoe store. State experience had and salary wanted. Address Lock Box 28, Alma, Mich. 530

Wanted—Good all-round man in men's furnishings, shoes, hats or in general stores; give reference and wages. Address C. L. N., care Michigan Tradesman. 509

Wanted—A lady clerk for general store, middle-age preferred. Good salary to right person. Address No. 504, care Michigan Tradesman. 504

Wanted—Registered or registered assistant pharmacist. State salary and experience. Address No. 487, care Michigan Tradesman. 487

Wanted—A registered pharmacist or assistant. In replying give references and salary. N. Abbott, Moorestown, Mich. 480

WANTED—STOCKS

100 cents guaranteed for your stock

Correspond with me.

S. J. STEINHART

Suite 845, Chicago Stock Exchange Building
CHICAGO, ILL.

Traveling Salesmen Wanted to sell our goods on commission outside of Michigan. Ready sellers everywhere. State territory, experience and references. Vanator Edge Tool Works, Grand Ledge, Mich. 503

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, Ohio. 458

MISCELLANEOUS.

Are You Satisfied—With your present position and salary? If not, write us for plan and booklet. We have openings for managers, secretaries, advertising men, salesmen, book-keepers, etc., paying from \$1,000 to \$10,000 a year. Technical, clerical and executive men of all kinds. High grade exclusively. Hapgood (Inc.), Suite 511, 309 Broadway, New York. 37

Preserve eggs for high prices or home use; receipt 50 cents; satisfaction guaranteed. Isaac Rohrer, Sparta, Mich. 524

Wanted—Half interest in drug or furniture stock. Particulars and price first letter. Address No. 531, care Michigan Tradesman. 531

Store decorating, store advertising, window trimming and all the latest ideas and methods in store management, with profuse illustrations, designs, etc., in the Window Trimmer and Retail Merchants' Advertiser, Chicago and New York. Subscription \$1 per year; sample copy 10 cents. Publication office, Mt. Vernon, N. Y. You want it. 511

Wanted—Agents to handle our duplicating sales books and credit system. Write for particulars, Battle Creek (Mich.) Sales Book Co., Ltd. 508

Wanted—Partner, I want a sober, energetic man with \$250 to manage business in Grand Rapids; \$15 per week wages, and half interest in the business; this is a good business chance, permanent situation; reference required. Address H. Willmering, Peoria, Ill. 502

Wanted—Partner. Manufacturer of ladies' muslin underwear; plenty of orders; wants party who can assist in factory or on the road; can furnish best of references. Address, C. T. Gorham, Kalamazoo, Mich. 507

Reduction Sales conducted by my new and novel methods draw crowds everywhere. Beats any auction or fire sale ever held. Cleans your stock of all stickers. Quickly raises money for the merchant. A money maker for any merchant. Every sale personally conducted; also closing out sales. For terms and references write to-day. Address W. A. Anning, 86 Williams St., Aurora, Ill. 495

The Puzzle solved at last. Hamilton's Patent Charge Slip Separator, greatest time saver in bookkeeping ever invented. All using charge slips should have one. Retail grocers especially. All name segregated for the month. Used again for another month, etc. Small business, only book required. Best of references. Separator holding 3,000 slips \$6; 6,000 slips, \$9; 15,000 slips, \$17, etc. Last ten years. We are retailers, have no agents. Address the R. W. Hamilton All Co., 333 Fifth St., San Diego, California. 492

Send stamp for latest catalogue Michigan fruit farms. Elkensburg, South Haven, Mich. 489

To Exchange—80 acre farm 3/4 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house, good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501

Manufacturing Matters.

Rockford—Chauncey Porter has leased the Rockford Roller Mills.

Evart—The Evart Tool Co., Ltd., has increased its capital stock from \$10,000 to \$12,000 and Geo. R. Tummonds has taken an interest.

Coloma—Wm. H. Ball, Oscar Pitcher and Geo. W. Grant have formed the Coloma Creamery Association. The capital stock is \$4,700, all paid in.

Ann Arbor—The Michigan Milling Co. has purchased two new 350 horse power Leffel water wheels, which it will install at its dam on Huron River.

Three Rivers—Wm. Wolf and Ed. Mellon have made arrangements for the establishment of a flouring mill at this place, providing the city will assist with a bonus of \$2,000.

Port Huron—The G. B. Stock Xylite Grease & Oil Co. will erect a large steam tallow plant at this place. This company has recently purchased the plant of the Cross Lubricating Co., at Chicago.

Benton Harbor—Ed. Shaw has sold his cigar stock to Harry Trentman, who will continue the business under the style of the Harry Trentman Cigar Co. Several new brands of cigars will be manufactured.

Detroit—The Newland Hat Co. has been organized with \$50,000 capital to engage in the manufacture of hats. The incorporators are George Peck, John A. Gleeson, Alexander I. Lewis, Charles C. Jenks and James P. Standish.

Detroit—Sigmund Hofman and Sam Rose have formed a copartnership to manufacture hats and caps under the style of Hofman-Rose. Bernard M. Morris is the special partner and contributes \$20,000 of the capital stock.

Delray—John H. Voss, of Cincinnati, Hoyt Post, of Detroit, and H. E. Smith, of this place, have organized the John H. Voss Co. to manufacture and deal in soda products and other chemicals. The authorized capital stock is \$10,000.

Detroit—The Currie Cement Construction Co. has engaged in the manufacture of cement and cement products. The company is capitalized at \$5,000, the shares being held by Wm. H. Holden, 248; Geo. E. Currie, 1, and A. P. Fox, 1.

Detroit—The Michigan Gas Mantle & Supply Co. has incorporated its business under the style of the Michigan Gas Mantle Co. The authorized capital stock is \$10,000, held by W. E. Brown, 700 shares; Mary J. Brown, 100 shares, and Jennie E. Brown, 100 shares.

Detroit—The Detroit Cement Tile Co. has been formed to engage in the tile roofing and cement roofing manufacturing business. The authorized capital stock is \$25,000, held by H. T. J. Fuehrman, 6,245 shares; H. Hoenke, 6,245 shares, and G. Story, 10 shares.

Grand Ledge—The Grand Ledge Manufacturing Co. has recently been organized to manufacture the Benson grain separator. They will also make bag holders, bag trucks and interior finish for residences. The active man-

agement is under the supervision of Elmer E. Edwards.

Detroit—The Detroit Umbrella Co., Limited, has been organized to engage in the manufacture of umbrellas. The new company has an authorized capital stock, owned as follows: Joseph Pulte, 600 shares, and John Mannbach, T. H. McNamara and Alice Gnacke each 200 shares.

Cadillac—The Cadillac Chemical Co. has been organized to engage in the business of carbonizing wood and making refining products therefrom. The authorized capital stock is \$300,000, held by W. W. Mitchell, 1,125 shares; F. J. Cobbs, 1,125 shares, and D. F. Diggins, 750 shares.

Detroit—The Day-Peoples Manufacturing Co. has been formed to manufacture laundry tubs, bath tubs, tile flooring and roofing. The authorized capital stock is \$50,000, held as follows: Alpha C. Peoples, 4,730 shares; Eugene R. Day, 250 shares, and Roney Roberts, 20 shares.

Mt. Morris—James Russell, D. Kurtz, P. T. O'Hara, J. F. Russell and W. F. Curtis have established a cheese manufacturing plant at this place under the style of the Mt. Morris Cheese Factory Association. The authorized capital stock is \$2,000, held in equal amounts by the stockholders.

Detroit—H. M. Elwell & Co., manufacturers of picture frames, have merged their business into a corporation under the style of the Elwell Company. The new organization has a capital stock of \$25,000. The stockholders are H. M. Elwell, 625 shares; Geo. R. Brandt, 625 shares, and S. J. Colby, 5 shares.

Concord—Smalley Bros., proprietors of the Concord Roller Mills, will remodel their plant, putting in the latest and best flour-making machinery. When completed the mill will have a capacity of ninety barrels of flour per day. It is expected that the business will remain under the management of the present miller, Fred C. Groger.

Saginaw—Articles of incorporation of the McCormick, Hay Lumber Co. have been filed, showing a capital stock of \$10,000. The members of the company and the shares held by each are as follows: Walter J. McCormick, 333; Wm. G. Hay, 336 and Martha Hay Ayres, 333. The business of the company will be carried on at Little Rock, Ark.

Marlborough—The Marlborough Mercantile Co. has been organized by the managers of the Great Northern Portland Cement Co. at this place. The authorized capital stock is \$25,000 and is held by the following persons: H. H. Parsons, Detroit, 623 shares; F. E. Farnsworth, of this place, 623 shares, and C. B. Parsons, of Detroit, 4 shares. The new company will engage in the general manufacturing and mercantile business here.

You can't advance your own business by running down the other fellow's.

A customer saved is a customer earned.

Jackson Business Men Decide to Touch Elbows.

Jackson, May 23—About 100 men, representing most of the important interests of the city, were present at the meeting of the Jackson Business Men's Association. P. H. Withington presided, and he submitted a draft of the articles of association, which were discussed section by section. The discussion was principally over the amount of the membership fee. The committee reported in favor of a \$5 fee, and \$3 annual dues. E. J. Ryerson wanted a larger fee and moved that it be made \$10 and the annual dues \$2.

Some objection was raised to this on the ground that the membership of the smaller business men, who perhaps felt they could not afford \$10, was essential. This raised a rejoinder from Mr. Ryerson, who spoke straight from the shoulder.

"What Jackson needs is to warm up," he declared. "This meeting is just the same as others—you come here and sit around, but feel nervous about putting in a little money. Jackson is all right if it will just warm up, and go ahead and do something, and you can't do a thing without money. Get busy!"

These sentiments brought out a round of applause which was not a bit lukewarm. The articles of association were then amended, requiring a membership of 100 to form organization.

The following among those present signed the articles, at the close of the meeting: Charles Lewis, F. D. Bennett, F. B. Crego, James R. Mercer, Jackson Sleigh Co., S. E. Wolff, Robert L. Kennedy, Chas. P. Kennedy, E. J. Tobin & Co., A. A. Bennett, E. J. Ryerson, Thomas A. Wilson, W. S. Cobb, P. H. Withington, H. Holton, John Hutchison, Sol. M. Loeb, M. I. Jacobson, W. E. Bellows, Jackson Lumber & Coal Co., Milo W. Whittaker, W. J. Evans, Chas. L. Aird, J. C. Richardson, Jas. F. Eaton, H. S. Hauk, E. J. Weeks, W. M. Palmer, Chas. M. Spinning, A. S. Glasgow, Z. C. Eldred, Jas. J. Keeley, E. J. Van Marter, Hall & Long, E. W. Grinnell.

A committee of ten was named at a preliminary meeting to further the organization. This consisted of F. J. Keiser, Mark Merriman, James Frank, John Hutchison, A. S. Glasgow, W. W. Todd, Harry Hall, F. P. McQuillan, N. S. Potter, Chas. L. Aird. To this committee were added Z. C. Eldred and E. J. Ryerson, and it was constituted a soliciting committee, to secure the membership of as many business men as possible.

Has Secured One Hundred and Twenty-five Members.

Calumet, May 23—At the last meeting of the Calumet Business Men's Association the Committee on Solicitation, consisting of John D. Cuddihy and Fred Guck, for Red Jacket, and F. S. Carleton and Clyde Mackenzie for Laurium, reported having secured almost 125 members from the two villages, the number being about equally divided between the places. From each member the annual dues of \$3 were collected. It is expected

that with but little more effort the membership could be increased to at least 200.

After hearing the report of the Committee it was decided to adjourn until June 1, when another meeting will be held to elect officers and pass upon the by-laws already drawn up. It is hoped that all the members who can possibly do so will attend the next meeting and lend to the organization the moral support which can only be gained by a large attendance. The Calumet Business Men's Association is now assured and it rests only with the members to gain all the good which combined action can obtain.

The United States Supreme Court, in the case of John Turner, the English anarchist, upholds the law passed by Congress last year providing that no person shall be admitted to this country who disbelieves in or is opposed to all organized government. Turner was the first man to be arrested under the law. He was addressing meetings in New York in a most incendiary manner. Pending the decision Turner was released under bail and sailed for England last month, denouncing the proceedings against him as outrageous. It is not likely he will come over again, for he would be deported forthwith. Now that there is a way to bar out foreign anarchists, a way should be found to put out those of native development. These, however, are comparatively few and only become dangerous when exhorted by firebrands from abroad.

Some artists are not half as bad as they paint—and the same may be truthfully said of some society women.

A man's reputation for wisdom depends less on what he really knows than it does on what he doesn't say.

Don't think for a minute that any man is interested in your troubles—unless he is a lawyer.

Business Wants**TOO LATE TO CLASSIFY.****BUSINESS CHANCES.**

For Sale—City meat market; finest in the State; all tile, ice box, tile counter, nickel racks; best trade in the city. Will rent or sell the fine two-story brick building; has all glass front, tile floor; finest location. Good reasons for selling. Also for sale Perkins shingle mill. J. M. Neff & Son, Mt. Pleasant, Mich. 534

For Sale—To close an estate—the Hotel Iroquois at Sault Ste. Marie, Mich. Possession immediately. Address H. T. Phillips, 29 Monroe Ave., Detroit, Mich. 533

On account of failing health I desire to sell my store, merchandise, residence, two small houses and farm. Will divide to suit purchasers. J. Aldrich Holmes, Caseville, Mich. 532

For Sale—On account of death in family, \$4,000 stock of groceries and men's furnishing goods, all staples, located in best manufacturing city of 30,000 on the Lake Shore. Will sell at 65 cents on the dollar if taken at once. Address No. 536, care Michigan Tradesman. 536

For Sale or Will Exchange for an A1 Stock of General Merchandise—My fine farm of 160 acres, together with teams, stock and tools. The farm is located at Coopersville, Ottawa county, thirteen miles from city limits of city of Grand Rapids. Call or write if you mean business. E. O. Phillips, Coopersville, Mich. 535