

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, JULY 6, 1904

Number 1085

**We Buy and Sell
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**WHOLESALE CLOTHING
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28-30 South Ionia Street, Grand Rapids, Mich.

Now showing Fall and Winter Goods,
also nice line Spring and Summer Goods
for immediate shipment, for all ages.
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Credit Co.
LIMITED**

WIDDICOMB BLDG. GRAND RAPIDS.
DETROIT, GRAND ST. BLDG. DETROIT.
WE FURNISH PROTECTION AGAINST
WORTHLESS ACCOUNTS
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R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere—for every trader. C. E. McCrone, Manager.

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.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.

- Page.
2. Window Trimming.
 4. Around the State.
 5. Grand Rapids Gossip.
 6. New York Market.
 7. The Open Forum.
 8. Editorial.
 9. United States Senate.
 12. Butter and Eggs.
 14. Dry Goods.
 16. Clothing.
 20. Hardware.
 24. Compels Success.
 26. Clerk's Corner.
 28. Woman's World.
 30. Shoes.
 32. Railroad Presidents.
 34. Job Lots.
 36. Move Like Waves.
 38. Astounding Audacity.
 40. Commercial Travelers.
 42. Drugs.
 43. Drug Price Current.
 44. Grocery Price Current.
 46. Special Price Current.

SUNSHINE AND ELECTRICITY.

Forty years ago General A. J. Pleasanton, a Pennsylvanian, promulgated a theory of a sunlight treatment for the sick, in which the blue ray obtained by admitting the light through blue glass was held to have remarkable power to heal the sick and wounded of the human and other animal species, and to stimulate vegetable growth.

It received very little attention from the scientific world, but became a sort of fad with a few persons. Since then the X ray, produced by passing an electrical flame through fluor spar, and discovered by the German professor, Roentgen, is claimed to possess curative powers, although they have not been fully developed. In 1893 Prof. Niels R. Finsen, of Copenhagen, brought out a theory of light cure, based upon the claim that certain colors produce inflammation of the surface of the body and other colors soothe and remove such inflammation. Others, still, cure skin diseases by killing the bacteria that cause them.

According to claims made for them, his red-light or negative-light treatment has been adopted in numerous countries with excellent results, more especially for smallpox, although also for other affections; it does not exactly cure the illness of smallpox, but it does away with the most dangerous symptom, the secondary fever, and its outcome, the suppuration.

His positive-light cure, for terrible diseases of the skin, diseases with which science has hitherto been unable to battle, by direct application of chemical rays, is itself a most conservative treatment, as no sound tissue is hurt or damaged. Finsen's great discovery is the killing of the bacteria in the skin by light, or perhaps by the inflammation which the light causes. Perfect clearness has not yet been arrived at on this point,

but Finsen is inclined to believe the latter.

In Finsen's Medical Light Institute, at Copenhagen, there were last year two hundred and ninety-two patients from all over the world; in all, seventeen hundred and ten have been treated there, and yet only seven years ago he could not find a publisher in Germany. What he has done, however, he considers as only the small beginnings of the study of the sun's biological hygienic qualities.

While the entire subject of electric and light therapy is in its infancy, there is no reason to doubt that there are curative powers in the natural forces, infinitely more potential than anything found in the material of the pharmacopoeia, but their value has not been developed beyond what has been attained by a lot of desultory and disconnected experiments. That enormous results will be realized in the future from these sources there is every reason to hope. One of the most interesting facts is that these discoveries are not made by medical men in the sense in which the term is used professionally, and it is to be noted that these new discoveries are first taken up by the quacks and pretenders, and their value is established before professional conservatism will give them the least consideration.

The president of the teamsters' union, who is also president of the central organization of the entire union forces of the city—thus standing for the highest and noblest in unionism—spent Monday night in the county jail on a charge of being drunk and disorderly, in the course of which he engaged in an altercation with his wife on a steambot on Reed's Lake. The union men of Grand Rapids must be very proud of their leader, yet he is but a type of the individual who always gains the ascendancy in union circles and whose advice and guidance are followed, blindly and stupidly, by the poor dupes who are led to believe that there is an inherent antagonism between capital and labor.

It is a rule with Japanese soldiers and sailors to go into battle in their newest and cleanest uniforms. They say, "We fight like gentlemen, die like gentlemen, dress like gentlemen." While this is purely for sentimental reasons it has a sanitary value as well. Often it happens that when men are wounded, portions of their clothing are carried into the wounds, causing blood poisoning before they can be extracted. The cleaner the clothes the less the danger from this cause.

The world owes you a living; but you owe the world a life.

TWO DOLLARS PER YEAR.

When the Tradesman was started, nearly twenty-one years ago, the subscription price was fixed at \$1 per year. The Tradesman then comprised four pages in newspaper form—about the same as eight pages of the present form of the Tradesman. Since then the size of the paper has been increased from time to time until it now comprises fifty-two pages—nearly seven times as large as it was when the subscription price was placed at \$1 per year—and it is now conceded to be the largest one dollar weekly trade journal in the world.

Having still further improvements and extensions in prospect, the Tradesman deems it only fair to itself, as well as to its subscribers, to announce an increase in the subscription price from \$1 to \$2 per year, the change to take effect Jan. 1, 1905.

In keeping with the liberal policy of the publication, however, an opportunity will be given its readers to continue the paper to their address on the present basis so long as they care to pay in advance. A remittance of \$5 will secure a credit for five years and a payment of \$10 will carry a credit for ten years. Likewise, if any one cares to pay \$20, he will receive a receipt for twenty years' subscription. This arrangement will remain open for six months, terminating at midnight Dec. 31, 1904. Many have already availed themselves of this opportunity and enrolled their names far in advance, and others will be welcomed on the dollar basis at any time within the period named.

The increase in the subscription price, which will ultimately double the receipts from that source, will enable the Tradesman to add several new features which have long been under consideration, as well as enlarge and improve other features already in existence. The step is taken advisably, after being under consideration several years, during which time hundreds of the readers of the Tradesman have been consulted.

Countless practical jokes are played on brides and grooms. About the meanest on record is the one practiced on a Brooklyn man. On the morning of his wedding some interested friend caused a notice to be inserted in the newspapers announcing that he had died suddenly. Friends sent messages of condolence instead of congratulations to the bride and many invited guests remained away. Jokes like that ought to be punished as crimes.

Many a fellow has gone hungry with a mouthful of gold fillings in his teeth.



Notable Beeswax Window of Prominent Local Druggists.

Pure Beeswax
and plenty of it
40c lb.

Such is the sign borne by a great stack of beeswax in the east window of Peck Bros., the wholesale and retail druggists at the head of Monroe street, and it would pay the rural man of the mortar and pestle to inspect this very interesting exhibit.

"Plenty of it" is "no lie" (to make use of the vernacular), for the pile of this yellow commodity is both wide and high. It comprises all shapes and sizes, from little round cakes three inches across and an inch and a half high, looking very like the small cakes of maple sugar so pleasing to the youthful tooth, up to a great oblong cake with rounded corners (the grandfather of 'em all), measuring across the top about seven or eight inches and lengthwise about two feet. Some of the cakes are basin shaped, some are just like the oblong custard pie of ye olden time. Most of the latter slope on the sides. The shades of yellow vary, some of the cakes tinging on an orange, others are olive greenish, a few suggest cream, while yet others border on a brown. One of the largest of the cakes looks like—oh, I don't know what! It is all spotted through. With the exception of this last it all looks "good enough to eat," and many a mouth, in passing, "watered" to chew some.

"See, little darling!" exclaimed a mother pedestrian to the child at her side. "You know Mamma has beeswax in her workbasket at home and this is beeswax—all this great pile! Just see!"

But the "little darling" manifested only indifference toward this commercial product of the hive and, with the unappreciative affirmative sound of "Uh-hu"—I can't for the life of me spell it, but you know how it is pronounced—she skipped along, out of hearing of the solicitous maternal explanation.

How different this from the interest displayed by the next comer—a little Arab in happy barefooted dishabille. Her gaze was long and earnest, and I warrant her big bright eyes took in every shape, size and color, and that next time this midget finds a little chunk of beeswax in her mother's workbasket her inquisitive little mind will at once revert to the quantities of it she saw in Peck Bros.' window near the door.

"I didn't know there was so much beeswax in Grand Rapids!" exclaimed an old man of some five and seventy winters. "I never before in all my life saw such a big bunch all at once."

And this was the comment of the majority of those who stopped and made remarks while I was looking at the eye-compelling exhibit.

Other articles in this big east window are "Rexall 93." This seems to be a hair tonic of some value—if one may judge by the smiling face of the old man in the gilt-edged box in the rear of the exhibit. A small child in gay Scotch costume is represented as pouring the stuff on the octogenarian's head, while a smiling little Minnehaha massages his bald pate for him. These "kids" are standing on his shoulders. A look of supreme satisfaction wreathes the old gent's face as he anticipates his—promised—freedom from baldness. Four semicircles of the bottles decorate the window floor in front of him, and then there are others standing around on the boxes. If the stuff will do what is affirmed for it on these bottles, there need be no "bald-headed row" at the local theater in the future. The "row" will be there, to be sure, but its former occupants will need a new appellation!

* * *

"Peck's King of Ointments," for man and beast, occupies a nickel glass-shelfed window fixture at the left of the beeswax. The containers of this remedy are arranged attractively below the fixture, each pasteboard box holding just nine of the smaller ones. I counted fourteen boxes, making 126 of the little ones, and there were many more besides these on the glass shelves.

The nickel of the fixture needs an application of some one of the efficacious metal polishes which this firm doubtless distributes, plus some "elbow-grease," to give it the shine essential to a slick appearance. And the shelf has been broken and mended at some time in its past history. This last-mentioned defect the window trimmer overlooked, probably inadvertently, for he could easily have covered the unsightly repair with a different arrangement of the boxes.

Of course, this is a small matter to speak of, but sometimes in just such little things as this lies the difference between a poor window and a good one. A bedimmed or fly-bespecked fixture gives an air of shabbiness to an otherwise fine exhibit, and the carelessness indicated would seem inexcusable where materials to "polish up the handle of the big front door" are so plentiful and convenient to draw from.

* * *

The west window contains but three sorts of objects—tooth powder, tooth brushes and tooth paste—a whole windowful of very necessary articles of the toilet, if one would be perfectly groomed.

Here also is to be observed a minor mistake in the way the announcement

Tooth Powder
&
Brush
25c

is hung. It is a trifle "skugee" as to the perpendicular, and the cord that holds it attached to the wall at the left is red, while that tied to the right hand upper corner is white—another case of the "shoemaker's wife!"

The powder and the brushes are displayed together, on crepe paper of a deep violet hue. The contrast of this rich color with the white powder (in the white-labeled bottles) and the white-handled tooth brushes is very pleasing. There are dozens and dozens of these articles. The brushes are of three varieties, as to handles, these being square, round and pointed.

The tooth paste containers are enclosed in long pasteboard boxes, bearing the name, etc., of the makers, Peck Bros. The tooth powder referred to also is manufactured by this firm.

* * *

One part of the display in the large east window I forgot to mention. It is accompanied by a large nicely-lettered white card bearing the following inscription:

We are manufacturers of a
full line of highest grade
pharmaceuticals.

The lettering of this placard is extremely neat and strictly up-to-date.

On the bottles—big and little—which are grouped around this announcement I noticed the following words:

Glycerole Heroin Compound;
Uthol, an Alkaline Antiseptic and Germicidal Fluid; Elixir Celery, Kola and Coca; Elixir Digitalis Compound; Syrup Bromides Compound; Elixir Carica, underneath which are the words Carica-Papaya, Paw Paw Juice; Elixir Lactated Pepsin; Fluid Extract Cascara Aromatic; Elixir Aletris Compound; Elixir Phosphate of Iron, Quinine and Strychnia; Elixir Guarana; Phosphoric Compound, and Elixir Saw Palmetto Compound. One bottle reads, Peck's Thymoline Co., slightly differing from the form of the inscriptions employed on all the others. There was also Elixir Anodyne Bromides.

* * *

Of course, disposed at regular intervals are the inevitable mammoth glass receptacles full of clear liquids intense in color. These are variously called show globes, for the plain ones, pineapple globes and Roman vases, according to their shape.

As a child, I never ceased to wonder where the druggists got the beautiful colors in "those great big bottles!"

Started by Selling Horseradish and Chestnuts.

Some one once asked Senator Leland Stanford, of California, how he had "earned his first dollar." The Senator smiled and replied:

"I remember it just as well as if it had occurred yesterday, and I do not think there has ever been an event in my life that has given me so much gratification. I was a farmer's son," he continued, "and I lived on my father's farm in the Mohawk valley.

"There were three brothers of us. The eldest was 9 years of age, the youngest was 4, and I was the middle one, about 6 years old at the time. My father was a contractor and was absent from home a good deal of the time, leaving the place in charge of the gardener, who went to the market at Schenectady twice a week

with a wagonload of vegetables to sell at the market.

"One day my brother and myself gathered a lot of horseradish in the garden, washed it clean and sent it to market with the rest of the vegetables. When he came home at night the gardener handed us six York shillings, which was the result of our produce, and we divided it evenly, each of us having two shillings. That was the first money I ever earned and I never see a boy trying to earn a few pennies without feeling a renewed gratification at my success in that endeavor.

"My next financial enterprise," continued the Senator, "was the following winter; perhaps it was in the second winter after—I don't recollect certainly, but it was in 1831 or 1832. We boys were in the habit of gathering a store of chestnuts every fall and putting them in the garret for winter's use.

"We managed that year to get together about five bushels and that year chestnuts were very scarce. One day our hired man told us a bit of gossip, that chestnuts were worth \$5 a bushel in market. We talked the matter over and concluded that they were too expensive for cur use, therefore the next time the gardener went to town we put what we had gathered in grain bags and sent them in by him.

"He sold them for \$5 a bushel and brought us home \$25, which you, perhaps, can understand was a large sum of money for boys of our age in those days, when grown men were working for two shillings a day. It was the most successful speculation of my life."

J. Pierpont Morgan is gifted with a great deal more of humor than is generally known. Not long ago, while in London, he was introduced to a woman who made some pretensions to peerage. "Pardon me," said the woman, haughtily, "to which Morgans do you belong?" "Oh, we are an independent branch," replied Mr. Morgan slyly, "but we date back to the Norman kings." "Ah, then you have a coat of arms?" Mr. Morgan dug down into his pocket and brought forth a shining American \$20 gold piece. "This," he said, "is our coat of arms. A few other families have adopted the same emblem. But," he continued, confidentially, "we are gathering them in as fast as possible."

The proprietor wants you to draw to the store all the trade you can, but that does not mean that he wants your friends to get into the habit of loafing there. Loafing is the bane of many a store. Do all you can to keep it from hurting yours. Find out where things are. Keep looking over the stock until you know just where to get whatever is asked for. That is one of the first ways to make yourself valuable; be able to wait on trade without keeping them waiting.—Window Trimmer.

The man who commands to-day is apt to overlook the possibility of tomorrow's changes.

STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

AROUND THE STATE

Movements of Merchants.

Belding—Chas. Moore will shortly open a new meat market.

Lansing—Barnes & Schuon have opened a grocery store at 109 Franklin avenue.

Vicksburg—Geo. R. Baker has bought a drug store in the Masonic Temple, Chicago.

Detroit—The Detroit Dry Goods & Notion Co. has reduced its capital stock from \$40,000 to \$16,000.

Belding—Henry Gildemeister has engaged in the hay and feed business. He will add coal and wood later.

Cheboygan—The Enterprise Tea Co. has established a store here under the management of S. F. Daggett.

Empire—R. W. Burke has sold his drug stock to D. W. Reynolds, who was formerly engaged in the hotel and livery business at Grawn.

Traverse City—A. S. Fryman, who has been in the retail shoe business in this city for the past eight years, has moved to Petoskey.

Mancelona—A. M. Eastman has retired from the grocery firm of Eastman & Charles. The business will be continued under the style of R. H. Charles.

Port Huron—C. E. Barrett has retired from the wholesale notion and millinery firm of J. W. Goulding & Co. The new firm will be known as Goulding & Co.

Lansing—Smith, Young & Co. are erecting a warehouse which they will utilize for their bale tie business, which has become an important adjunct of their hay and straw business.

Lake Odessa—The new elevator being erected by the Lake Odessa Elevator Co. at this place is nearly inclosed and ready for the machinery. The company will enter the field for all kinds of grain.

Battle Creek—The Sickles Fuel & Feed Co. has been organized with a capital stock of \$2,100—all paid in in cash—to deal in seeds, grains, flour and feed. The stockholders are Wm. J. Ryder, A. S. Blumenberg and F. E. Sickles, each of whom holds seven shares of stock.

Albion—Nathan Davis, a veteran of the civil war, a prominent Mason and the oldest grocer in Albion, died after a short illness with typhoid pneumonia. In 1873 Mr. Davis opened a grocery in Albion, when but two of the present merchants of the city were in business.

Fowlerville—The State Bank of Fowlerville has been organized with a capital stock of \$25,000, all subscribed and paid in in cash or its equivalent. John C. Ellsworth holds \$21,000 of the stock and J. L. Cooper, S. L. Bignall, L. F. Peit and Alex. McPherson each hold \$1,000.

Hillsdale—Chas. H. Smith died July 4, aged 60. Mr. Smith came to this place in 1863 and engaged in the drug business, and had been engaged in that business continuously since. He was the oldest druggist in years

of continued business in Southern Michigan. He left a widow and adopted daughter.

Charlotte—George B. Collins, the pioneer druggist of this city, died July 5, at the age of 75 years. He left three sons and one daughter, all residing here. Mr. Collins is supposed to have been longer continuously in the retail drug business than any other man in the State, having kept a drug store here since 1857.

Muskegon—The grocery firm of J. D. Klont & Co., which for three years has been doing business at 50 Mason avenue, has been dissolved. Miss Catherine Lulofs has retired and her interest has been acquired by the other members of the firm, J. D. Klont and Thomas Sikkenga. The firm will now be known as Klont & Sikkenga.

Lansing—Harry L. Stone has filed a petition in bankruptcy in the United States Court at Detroit. The petitioner was a co-partner in the lumber firm of W. B. Stone & Son, of Lansing, and also in the private banking firm of Stone & Hemingway, of Sheridan. The amount due the creditors as fixed by the schedule aggregates \$41,839.41.

Detroit—The fight between rival Detroit butchers who want to enforce the law providing for the observance of Sunday and the butchers who insist in keeping open shop Sunday morning has reached a novel situation. Tuesday morning the first mentioned butchers obtained complaints against eight butchers for keeping open last Sunday, but in retaliation two of the butchers complained against Anthony Barlage, of 41 Cadillac Square, and W. H. Kelleher made complaints against butchers Lewis Stahl, Ferdinand L. Savallich and Henry Pieper, charging them with "doing detective work on Sunday contrary to the form of the statute made and provided." "These butchers whom we have charged with violating the law by doing detective work on Sunday are officers of the Master Butchers' Association," says Kelleher. "They are determined that no butcher shall keep his place open Sunday morning, either in hot or cold weather. They came spying around our shops and worked Sunday the same as we did. Now we have organized another association of butchers known as the Experienced Meat Dealers' Association, and we have decided to fight these fellows to the finish. They haven't any more right to go around getting evidence against us and working on Sunday than we have to keep open. I guess we will show them a thing or two before we are through with them."

Manufacturing Matters.

Traverse City—Geo. Haner has engaged in the manufacture of cigars.

Detroit—The Reinke & Shirray Manufacturing Co. has filed notice of increase of capital stock from \$10,000 to \$15,000.

Filmore Center—The Filmore Center Creamery Co. has been organized with a capital stock of \$4,000, of which \$2,600 is subscribed and \$1,000 is paid in.

Eastlake—Thomas Chevalier has arranged with the Butler Lumber Co. and the Crane Lumber Co. to raise all their deadhead logs in Frankfort Lake.

Detroit—The Robinson Manufacturing Co. has been organized with \$20,000 capital to manufacture and sell Delmonico griddle cake mixers and droppers.

Grand Ledge—The Grand Ledge Electric Power Co. has been organized with a capital stock of \$50,000, of which \$25,000 is subscribed and \$20,000 paid in in cash.

Adrian—The Lion Fence Co. has been organized with a capital stock of \$150,000, of which \$100,000 has been subscribed, paid in by \$8,750 in cash and \$73,750 in property.

Hancock—Geo. C. Bentley has been selected by the creditors of Henry Key to operate the sawmill at Arnheim. The mill was placed in commission a few days ago.

Pequaming—Hebard & Son's shingle mill has been in operation a few weeks. The sawmill is running with the usual force and the cut will be about the same as last year.

Lansing—The Michigan Maple Sugar Co. has been organized with a capital stock of \$30,000, of which \$10,000 is preferred and \$20,000 is common. The common is held by Chas. L. Haight, Edgar J. Curtis and Herbert P. Choate.

Pontiac—The Pontiac Bending Co. has bought half a million feet of oak, whitewood and ash logs, to be used in the manufacture of sleigh runners and wagon felloes, the price aggregating \$11,000. The logs come from Wixom and Northville, in Oakland and Wayne counties.

Ontonagon—Operations have started at the Ontonagon Lumber & Cedar Co.'s new mill. The plant is one of the largest in the Northwest and is modern in every department. The lath machines will be started in a few days and it is expected that the manufacture of shingles will be begun in a month. A stock of nearly 40,000,000 feet of logs is on hand.

Ontonagon—The C. V. McMillan Co.'s sawmill has gone into commission. The product of the plant will be increased one-third this season, a resaw having been added. The company has bought twenty-seven additional logging cars and a machine shop. A woods crew will be

employed all summer peeling hemlock logs and shipping it to a Milwaukee tannery.

Plainwell—Through the efforts of the J. F. Esley Milling Co. Plainwell will soon have an electric power plant. The old Stewart planing mill has been purchased by this company, which will erect an electric power house to be equipped with up-to-date machinery. The water power construction will be similar to that at the Kalamazoo Valley Electric Co.'s dam between Plainwell and Otsego.

Michigan Beet Sugar Merger.

A large combination is reported in the beet sugar industry of Michigan. The companies uniting have a capital of \$6,500,000 and comprise the Alma Sugar Company, Saginaw Sugar Company, Valley Sugar Company, Michigan Sugar Company, Tawas Sugar Company, Sebawaing Sugar Company, Sanilac Sugar Company and the Peninsular Sugar Company. The companies will hereafter be operated under a central board of control, in which each of the eight companies will have one representative. The merger is to further the interests of the culture and manufacture of beet sugar in Michigan. The controlling interest in each of the companies is owned by Havemeyer, and he will therefore dominate the merger.

The no-hat fashion is spreading rapidly in England. It has become so general in some places that men are almost afraid to be seen in the streets with heads covered. It is rather rough on the bald-headed fellows, but they are cheered on by the hope that exposure to the sun, wind and rain may induce their hair to return in all its early glory.

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

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

Wolverine Roofing

Stops Leaks

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

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



The Produce Market.

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

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

Beets—30c per doz. bunches.

Blackberries—\$1.50 per crate of 16 qts.

Butter—Creamery is unchanged from a week ago, commanding 18c for choice and 19c for fancy. Dairy is nominally 9@10c for packing stock and 12@13c for No. 1. Renovated is in moderate demand at 15c. The general tone of creamery is rather firm and a large proportion of the trade look for a still higher range in the comparatively near future than otherwise. They are led to believe this by the increased interest paid to top grade creameries by speculative buyers. They are doing business in a quiet way, but are loading up with a larger amount than would be believed except on a canvass of the situation. Some receivers who believe values have touched bed rock long ago for 1904 are putting away their excess over and above the requirements of their trade, thus backing up their faith in the situation by putting their own money into the goods. Dairies fail as yet to absorb much of the general prevailing firmness, the call being slight, while the demand for current consumption is not what it should be, considering the reasonable prices at which they are now quoted as compared with creameries. Many hundred lots continue to go into storage, not as a matter of speculation, but for lack of other suitable quarters to hold the goods until there is a better enquiry for them. Seconds are frequently going into packing stock channels, as loaders and renovators are frequently inclined to pay a quarter to a half cent premium for a large straight line. Packing stock is really the best seller on the list, as there is an unlimited demand at full quotations.

Cabbage—Home grown commands \$1 per doz., but will go lower before the end of the week. Large crates of Missouri command \$2; Florida has declined to \$1.75, Mississippi to \$2.50 and Cairo to \$1.

Carrots—18c per doz. bunches for home grown.

Celery—20c per bunch for home grown.

Cherries—Sour, \$1@1.10 per 16 qt. case; sweet, \$1.40@1.60 per case. In bushels sour command \$2 and sweet about \$2.50. The crop of sour will be large. The crop of sweet will be small.

Cucumbers—30c per doz. for home grown.

Eggs—Receipts are liberal, but the demand is so strong that prices are considerably higher than a week ago. Local dealers pay 15c on track, holding candled at 16@17c.

Gooseberries—\$1.15 per 16 qt. crate.

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

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

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

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

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

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

Maple Sugar—10@11½c per lb.

Maple Syrup—\$1@1.05 per gal.

Musk Melons—\$2.50 per crate of 1½ bu. Texas grown.

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

Oranges—Late Valencias command \$3.75; California Seedlings fetch \$3; Mediterranean Sweets, \$3@3.25.

Parsley—35c per doz. bunches.

Peaches—Six basket crate of Triumphs, \$1.50@1.75. Four basket crate of Albertas, \$1.50.

Pie Plant—50c per box of 50 lbs.

Pineapples—Cubans have advanced to \$3.75@4.75 per crate, according to size.

Potatoes—\$3.75 per bbl. for new.

Pop Corn—90c per bu. for either common or rice.

Poultry—Receipts are too small to meet even the consumptive demands of the market. Spring chickens, 20@22c; fall chicks, 11@12c; fowls, 9@10c; No. 1 turkeys, 12½@14c; No. 2 turkeys, 10@12c; Nester squabs, \$1.50 per doz.

Squash—50c per box of summer.

Radishes—Round, 10c; long and China Rose, 15c.

Raspberries—\$1.50 per crate of 12 qts. for red; \$1.50 per crate of 16 qts. for black.

Tomatoes—\$1 per 4 basket crate.

Watermelons—20@30c apiece for Georgia.

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

Lester J. Rindge has sold the W. H. Wheeler & Son general stock, at Cedar Springs, to Wm. E. Gustine, of New Lothrop, who will continue the business at the same location, at the same time continuing his general store at New Lothrop under the style of the W. E. Gustine Mercantile Co. The proceeds of the sale will enable Mr. Rindge to disburse between 75 and 80 per cent. among the creditors. The accounts, which amounted to \$774, were taken by Wheeler & Son in lieu of their exemptions.

Geo. H. Reeder & Co. have purchased the stock of Hood rubbers carried by the Lacy Shoe Co., at Caro, and also assumed all the orders obtained by that house. This arrangement gives the Reeder Co. the exclusive sale of the Hood line in the Saginaw Valley, as well as in Western Michigan.

Flint—J. L. Simmons, of Lansing, has been engaged by A. W. Hixson as manager of the drug and prescription departments of his store.

The Grocery Market.

Sugar (W. H. Edgar & Son)—Since we wrote you on June 20 there has been a marked strengthening throughout the entire sugar situation. While spot quotation for centrifugals is still 3.94c, very heavy purchases up to equal 4.05c duty paid have been made for shipment from Cuba. Europe has also participated in the advancing tendency, being today at a parity of 4.01@4.03c with 96 deg. test. Refined has advanced only 5c per hundred, leaving the present working margin between raw and refined about 80@85c per hundred, whereas the customary difference at this season is about \$1.10 per hundred. Consumption is at its height and the past week has been marked by very heavy business, overselling refiners two days to two weeks on their deliveries. The situation in this respect will naturally become worse, rather than better, and is likely to lead to a general marking up in list prices at any time. The impression is becoming general that before we reach the end of the campaign refined sugar will be selling at the full marginal difference of at least 1c per pound above raws—and the raw situation is such as must lead to still higher prices. Altogether, the position is exceedingly strong and, owing to the oversales referred to, we believe all dealers will do well to get liberal supplies in hand well in advance of requirements.

Teas—The market lacks features, the conditions of last week holding good up to date. Local stocks have not been cut into to any great extent, there being light buying reportable.

Coffee—Actual coffee is dull, but firm. Milds are unchanged and steady, and Javas and Mochas are in the same position. A notable feature of the coffee market at present is the very high price of low grades compared with the ruling price of high grades.

Canned Goods—The asparagus pack in California is ended. The total output of all the canneries on the coast will not exceed 150,000 cases, while the ordinary requirements of consumption will be fully 350,000 cases. The California Canners Company will not deliver much over 65 per cent. of its sales. Under the influence of these conditions asparagus tips have advanced to \$2.75 a dozen, and asparagus is advancing very rapidly. Pea canning will begin in Wisconsin this week. It is expected that the output will be about an average. Indiana packers will have the best crop they have ever had. Canning has begun in Western New York, and a fair crop is reported. The Southern pack is ended, with the exception of cheap grades, which are usually the last put up. Tomatoes are practically unchanged. The spot market may be a trifle stiffer, but not much. Futures are slow. The aggregate demand for tomatoes, in fact, is just now very light. Corn is quiet at unchanged prices. Probably there will be little if any change before the new season opens.

Dried Fruits—Late advices from California say that the total crop of

prunes this year will be 140,000,000 pounds in California and 18,000,000 pounds in Oregon, or approximately 160,000,000 pounds. The carry over from 1903 was 600 cars California and 150,000,000 pounds of Oregon, making a total for this season of 170,000,000 to 175,000,000 pounds. The effect of the shortage of lemon cling peaches is shown in the prices for raw fruit this year as compared with last season. Packers have paid \$50 to \$55 a ton for fruit similar to what cost \$15 to \$22 a ton last year. This year canners are paying \$27.50 to \$32.50 a ton for apricots; last year the fruit cost \$20 to \$25 a ton. Bartlett pears are cheaper, the crop being 40 per cent. heavier than a year ago.

Syrup and Molasses—No change has occurred in glucose during the past week. Compound syrup is dull at steady prices. The demand for sugar syrup is better than the demand for mixed goods. Prices are unchanged. Molasses has been retired by the hot weather. The demand is light and the price unchanged. Reports from the new crop are that the cane looks well in certain sections and bad in others.

Rice—The range of values continues on a very low basis. Supplies are liberal, and there is no encouragement offered toward bracing asking prices. There continues to be fair buying for manufacturing purposes on the low grades, but otherwise there is a notable lack of activity in the situation.

Nuts—Advices from California regarding the coming crop of nuts are rather conflicting, but it appears that walnuts look fairly well, and that almonds will be generally a poor crop, with the exception of a few districts, where the yield will be abundant. No sales for future delivery have yet been made.

Provisions—The past week in the provision market has been marked by sharp advances, caused by the continued firmness of hogs and an excellent demand. Skinback and picnic hams are ¼c higher, regular hams remaining the same. The demand is excellent. Barrel pork has advanced 50c per barrel, and the demand has improved. Lard, both pure and compound, has advanced ¼c and the demand is good. Dried beef is 1c higher and in good demand.

Fish—Prices of shore mackerel have shown no change during the past week, but the market is firm. The demand is fair, but the trade seems pretty well filled up. The catch of sardines is still very poor, but better luck is hoped for later in the season. Stock is scarce on spot, but prices are not materially higher. The demand would take more than it can get. Cod, hake and haddock are in the usual summer demand. Down East, prices are tending downward, and by the time the season reopens, values will probably be on a normal basis again. Salmon is in fair demand. The market is firm, and even on large lots sellers refuse to concede very much. The catch of Columbia River salmon has been small up to the present time and the situation is strong.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, July 2—Yesterday began the grand exodus of people "and others" to escape from the city until Tuesday, and the action is one that appeals so strongly to business men that many of them have folded their tents and will be gone three or four days, and to some extent, of course, local trading will feel the effect of the Fourth.

Coffee shows a little improvement over the conditions of a week ago and, while sales are, as a rule, of rather small lots, there is something doing all the time. Buyers are quite free bidders, but they do not quite reach the ideas of sellers and, as a result, business at the moment is halting. At the close Rio No. 7 is quotable at 7 3/8@7 3-16c and fairly firm at these figures. In store and afloat there are 2,764,636 bags, against 2,383,628 bags at the same time last year. The crop year is now up and it is found that the receipts at Rio and Santos since July 1, 1903, amount to 10,381,000 bags, against 12,292,000 bags for the twelve months ending July 1, 1903. From now on the crop of the coming year will be watched with interest, but the chances of low-priced coffee are increasingly favorable. Mild grades this week have met with fair call and good Cucuta is steady at 9c. Good average Bogotas, 10 1/2c. East Indias are steady and unchanged.

The amount of new business in sugar is not very large, but a good trade has existed for withdrawals under old contracts and, upon the whole, the situation is growing better with every day. Canning operations are calling for good lots and it would seem as though some advance would be justified.

There seems to be a little stronger undertone in the tea market, but it would be impossible to say there is pronounced improvement. Sales are mostly of small lots. There is a feeling in the trade that it will be the part of wisdom for grocers to make pretty liberal purchases. It will occasion no surprise if Japan puts an export duty on teas and, of course, this will have the effect of stiffening prices.

There is nothing doing in rice, although some claim to see a better feeling. Prices are on a very low level and show little tendency to advance.

There is little doing in spices, but, owing to light stocks here and firmer reports from abroad, quotations are well sustained and at the close the condition is fairly satisfactory—for midsummer. Prices are about unchanged.

A little business has been done in molasses on a basis of about 18@27c for good to prime, but, as a rule, the condition is listless and will likely

remain so for some time to come. Syrups are steady and prices are fairly firm.

In canned goods a pretty good trade has been done in California products. At the moment fresh fruits are so much in evidence that tinned stock has to take a back seat. But dealers seem to have a good deal of confidence in the future. High prices are not anticipated, but there will, it is thought, be a steady run of trade if the condition of trade shows improvement. Of course, the discharge of thousands of hands in the various railroad centers is not a cheerful omen, but after harvest things will take a turn. There is every promise of a big yield of peaches.

So far as the butter market is concerned there is a fairly satisfactory trade and speculation has come to the assistance of the legitimate demand. Between the two the top grades have advanced slightly and are firmly sustained at 18@18 1/4c; imitation creamery, 14@15c; Western factory, 12 1/2@13 1/2c; renovated, 14@15c.

Little interest is shown in cheese this week and prices are hardly as firmly maintained as might be wished. Full cream fancy stock, 8 3/4@8 7/8c.

The egg market shows more firmness than last week and choice Western stock will fetch 18@18 1/2c; average best, 17@17 1/2c, and from this down to 13c for dirty stock. Many out-of-town orders have been received and the whole situation seems to favor the seller.

The Puff of Fame.

Justice Brewer, of the United States Supreme Court, is from Kansas, and his State is justifiably proud of him. Soon after his elevation to the Supreme bench a cigar manufacturer in Topeka dedicated a ten-cent "domestic" cigar to the jurist, named it "Our Justice," and on the cover of each box pasted a portrait of Mr. Brewer.

A few years ago the Justice was in Topeka on a business trip. The hotel clerk recognized him, and the negro bell boy, although he had no idea who the newcomer was, knew from the way he was ordered about that the patron was of some consequence. Going up in the elevator the negro stared constantly at the tall, dignified man.

Suddenly the black face was wreathed in smiles, and the boy said: "Scuse me, boss, but ain't you de gemmen dat invented dem 'Ouah Jestice' cigars?"

This reminds one of the man who was recalling famous persons who "parted their names in the middle."

"And then," he said, "there is 'E Pluribus Unum,' the man that makes the bass drums."

No Feathers for Her.

"My wife never wears feathers on her hats."

"Ah! Does she belong to the Audobon Society?"

"No. They charge more for flowers than for feathers at the place where she gets goods."

"If a man can write a better book

preach a better sermon or make a better mouse trap than his neighbor, though he build his house in the woods, the world will make a beaten path to his door." We are not writing books, preaching sermons or building mouse traps, but we are making a better flour—

VOIGT'S BEST BY TEST CRESCENT

"The Flour Everybody Likes"

than the world ever knew, and the woods are full of anxious ones waiting to carry it to their homes. It is just such flour as the people want, and the path is well beaten and crowded to the door of those who have it for sale.

You will find it to your interest to

Cater to the Crowd

Voigt Milling Co.

Grand Rapids, Mich.

We Have Been Looking For

a long time for a good twenty cent coffee.

We have found it and call it

Trojan Coffee

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

It is a trade getter and a repeater.

Our salesmen will show it on their next trip.

WORDEN GROCER COMPANY

Grand Rapids, Michigan

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

**THE OPEN FORUM,
In Which to Make Enquiries and
Ventilate Complaints.**

Elkhart, Ind., July 5—We are careful readers of your valued journal. We are interested somewhat directly in chain stores. We would be interested indirectly if we had but one store. We believe many of your readers would be alike interested, directly or indirectly. As there are many concerns that control from half a dozen to several hundred in the grocery and market line, we would suggest that an article on that line would be popular. If you think so, trust you will be able to secure necessary data and information for same. Fulton Market Co.

This subject was discussed at considerable length by the editor of the Tradesman in his annual talk to the Kalamazoo Retail Grocers' and Meat Dealers' Association three years ago, which was published in the Tradesman at that time. As the Fulton Market Co. conducts five markets—four in Elkhart and one in Goshen—the Tradesman suggests that it start the ball rolling by detailing its own experience in the matter.

* * *

New York, July 2—In the Tradesman this week is a sketch of six long tedious columns relating to Charles Netcher, and if a young man or an old one can gain any inspiration from such a life it will be because they, like Netcher, would seem to sell their very souls for money. His motto was, "No man ever died from overwork, but bad habits have killed many." And yet he was only 51 when he died! There is not a sentence in the whole article to show that he ever took a vacation or wanted anyone else to. Bad habits? What is a bad habit if it is not one to put upon the human system eighteen hours of hard work day after day? The writer says his life was "successful" and the only proof of this "success" was that at 51 he was worth a lot of money and died when he should have been in his prime and so strong was the habit that he wants all his children and children's children to go through the same mill. He probably quit smoking more to save the money than because it injured his health.

No, sir. Judged from a broad standpoint his life was a wretched failure, if we take only the account in the Tradesman. His one god was money and he worshipped it as the African does his fetish. We hear not a word that he ever gave a cent to deserving charity. We are told that he was considerate of his employes, but as if to offset this the next sentence is that he demanded "a full day's work for a full day's pay."

Did he have a large and cheerful funeral? Doubtless. F. J. Root.

Mr. Root may be right in his conclusions, but the Tradesman prefers to adhere to its established policy of always speaking well of the dead. As the world estimates success, Mr. Netcher was a successful business man, because he managed to accumulate several million dollars and firmly established a business which employs several hundred people. That he did not build on the broad lines established and maintained by Marshall Field and John Wanamaker is to be regretted, but even though he denied himself all enjoyment and may have driven hard bargains with his employes and those who came in contact with him, he left behind a splendid business which his successors may so shape that it will be brought more

in harmony with modern ideas and progressive methods.

* * *

Kalamazoo, July 2—Seeing a sermon published in full in the last issue of the Tradesman causes me to enquire if the Tradesman will become a religious paper. Candidly, I am proud of the Tradesman, because it is so broad and cosmopolitan. It seizes upon anything the merchant ought to know and publishes it in extenso, which is not true of any other trade paper in the country. The Tradesman never stops half way—it exhausts the subject, leaving nothing unsaid or undone to complete the discussion and comprehension of the topic under consideration. I have often tried to compute the value of the Tradesman to me—in my store and in my home and to my clerks—and I have never been able to see where I could do without it for less than \$10 a year. I was discussing the matter with my wife the other evening and she insisted that we could better afford to do without our summer vacation than to part company with the Tradesman—and I never think of spending less than \$50 during our vacation period. I hear, indirectly, that you propose to increase the subscription price from \$1 to \$2 per year, which I think you should have done years ago, because even at \$2 per year it will be the cheapest and best and most readable trade paper in the United States. Nemo.

* * *

Lansing, July 1—I have a clerk who thinks as much of reading the Tradesman as I do, but instead of taking the paper into the front end of the store, where he can see customers as soon as they darken the doors, he goes into the back end of the store and sometimes gets so wrapped up in the Clerks' Column and other features which interest him that he does not see a customer until he registers a kick or calls out loudly for some one to wait on him. Presuming other merchants meet the same experience, I take the liberty of writing you, in hopes you can sometime say something which will remind the clerk that, while it is his privilege and duty to read the Tradesman—because it will make him a better clerk and a better merchant—he should use due discretion in reading it at times and places which will not embarrass his employer or inconvenience his employer's customers. Capitol.

Possibility of a Crude Rubber Famine.

Constant increase in uses for rubber is fast bringing about a condition which, unless a remedy is provided, will bring consternation and disaster to many manufacturers who are today doing a profitable business. The condition referred to is the alarmingly small difference between production and consumption. It is only a short while ago that the production exceeded the consumption by 8,000 to 10,000 tons yearly. It is only a however, a steady increase in production and a likewise steady increase in consumption, but the latter has been catching up on the former until 1903 witnessed a difference of only 2,000 tons, the production being 77,000 and the consumption 75,000 tons. Correspondingly, there has been a steady increase in the price. Manufacturers have accommodated themselves to this condition by marking up the prices of their manufactured goods; but there is a time coming when unless a new source of supply is found crude rubber will be so high in price as to effectually bar its use in many lines of manufacture

where to-day it is the basis of a large and profitable business.

The indications of this condition are on every side. One is the frantic but fruitless search for substitutes and the enormous use of adulterants. Another striking illustration is the recent effort of the largest manufacturer of rubber goods in the country to secure the rubber-producing territory of the King of Belgium, in Africa. Another is in the use of old rubber, which was once discarded but is now remanufactured. According to the United States Government Bulletin importation in 1903 of old and scrap rubber, fit only for remanufacture, was 24,659,394 pounds as against 19,000,000 in 1900, 9,000,000 in 1898, 3,000,000 in 1896, and less than 1,000,000 pounds in 1893, only eleven years ago.

In 1892 crude rubber sold at 60c per pound, and the production was over 78,000,000 pounds. Each year has shown an advance until now the price ranges between \$1.10 and \$1.15 with a production of 154,000,000 pounds. It will be seen that both price and production have almost doubled in the last ten years.

The search for new rubber-producing territories has now extended so far from the borders of civilization that the getting out of the product when it is found has become a serious problem. It is said that every ton of rubber that comes down the Amazon means a human life.

All these conditions present unanswerable arguments in favor of cultivation, and particularly in Mexico, where the planter enjoys every commercial advantage and is thousands of miles nearer the market. The variety of tree which is indigenous to Mexico produces a gum of fine quality, suitable for many uses and commanding a high price, but the land in Mexico which is adapted to the cultivation of the rubber-tree is of a comparatively small area, and even were it all planted to rubber now it would not begin to meet the increased demand that will exist ten years hence.

The only reasonable relief seems to lie in the systematic cultivation of the rubber-tree, and it is only logical that this should be done by American energy and capital in the rubber belt of Mexico. J. M. Thomas.

Thermometer for the Range.

One of the newest articles to be added to the kitchen equipment is the cooking thermometer. The cooking thermometer registers a scale of temperature that somewhat exceeds 400 degrees. It indicates at what temperature different meats should

be cooked—mutton at 300 degrees, beef 310, whole pork and veal each require 320. Cakes are on the list of its indications, and in boiling water, "trying out" fat, and in boiling eggs the thermometer can be used also to advantage.

Better Take His Word For It.

An explorer who has often by compulsion eaten the flesh of animals not generally used as human foods, says that grilled lion steaks are delicious, and much superior to those of the tiger; that the flesh of the rhinoceros, properly prepared, has all the good qualities of pork; that the trunk and feet of young elephants resemble veal; and that the stewed boa-constrictor is a splendid substitute for rabbit.

Advertising the shortcomings of others does not help us to dispose of our own.

He cannot have right thoughts of God who refuses to take thought for men.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - JULY 6, 1904

WIRELESS TELEGRAPHY.

Wireless telegraphy has been cutting a figure in the Japanese-Russian naval operations in Oriental waters which forms a basis for the determination of its status and value for practical purposes. The subject is discussed at some length in the Berlin Continental correspondence. In the marine operations before Port Arthur it has been demonstrated, for example, that in forwarding wireless messages disturbances by neighboring stations can not be prevented and the messages transmitted may be received and read on other receivers unless special precautions are taken. And, even in the event of the adoption of the latter, positive secrecy is not assured, as apparatus with an extended scale capable of an elaborate variation in the length of the electric wave is liable to intercept the message or create enough atmospheric disturbance to destroy its value. It is claimed that the suitability of an apparatus for transmission depends upon being able to rapidly vary the wave-length within wide limits and upon being able to produce a very comprehensive scale for such a purpose. But success in hindering a watchful opponent from detecting that secret telegrams are being sent has not yet been achieved.

This was demonstrated in the sea of Japan on the occasion of the first sortie made by the Vladivostok fleet in those waters to raid on the coast commerce of Japan. Under cover of a dense sea fog, during the temporary absence of the Japanese blockading fleet from the entrance of the harbor, the Russian squadron emerged into the open sea. The first knowledge of its escape was acquired by the Japanese when it appeared off the harbor of Gensan and sent a destroyer inside to sink a merchantman swinging at her moorings there. When the Russian ships were returning to Vladivostok under the cover of another fog the Japanese squadron located them through the sensitive telemeters with which they are equipped. The wireless telegraph of the Japanese vessels was then brought into action for the purpose of surrounding the Russian fleet. But the Russian wireless equipment intercept-

ed the Japanese signals and, without being able to interpret their meaning, they notified the Russians of their danger and they succeeded in breaking through the cordon without being seen. So far as the Japanese were concerned the wireless service was thus rendered worse than useless, for its operation actually defeated their plans and enabled the enemy to escape. Again, off Port Arthur, the Japanese blockading fleet has prevented communication between the fortress and Chefoo, on the Chinese mainland, by confusing the Russian messages whenever their transmission has been attempted. These have been invariably detected by the instruments on board the Japanese ships and then promptly made unintelligible by the discharge of counter currents into the atmosphere.

Until something essentially new in the domain of wireless telegraphy is discovered, secret telegrams can not be sent without being detected. The technical difficulties center in the production of an absolutely trustworthy wave measurer, as the regulator and controller of all stations of a system, and in the installation of transmitting and receiving instruments which shall be precise and capable of great variation. Marconi's system relies upon three standard wave lengths which can be alternated in telegraphing; but in the demonstration made before the Royal Society of Arts in London about a year ago Nevil Maskelyne proved that the interception and confusion of Marconi messages were easy processes by introducing the mocking word "rats" with painful regularity on the paper strips of the Marconi receiver, which should have shown nothing but the Marconi telegram. He also published the Marconi telegram sent from Poldhu across the Atlantic which was supposed to be impossible to tap. The admiralties of Austro-Hungary, Germany and Sweden and the Navy Department of the United States have adopted a system which depends for secrecy on complex variations of the wave lengths and the 300 stations which they control are, therefore, said to be relatively safer from treachery than all others. But there yet remains much to be discovered and developed before any system of wireless telegraphy can be relied upon as perfectly secure from interference with its operations.

The newspaper correspondents in the field with the Japanese army are dissatisfied because they are not allowed as much freedom as they would like and because they are not even allowed to send all the information that they are enabled to gather with their limited facilities. They have made a protest to the Japanese staff, which may or may not secure a modification of the restrictions. The Japanese generals may say they are doing more than anybody else to furnish the world with news and that there is much more reason to complain of the Russians.

Vain pretensions will carry only a certain distance before being brought to humiliation.

BACK TO THE LAND.

In the eyes of the world the Seventh Day Adventists seem rather simple-minded folks. Most of us think of them about as Christ and his disciples were probably regarded by the men of their generation. We see no reason to expect the early beginning of the millennium and can not understand why any body of professing Christians should consider it an essential matter to observe the seventh instead of the first day of the week as a day of rest. Nevertheless there are a good many who think the Seventh Day Adventists' theology very much awry who yet rejoice to see still existing in the world real faith in anything, reverence for anything and fidelity to conscience at whatever inconvenience. The model Christian is one fervent in spirit, diligent in business, serving the Lord. There is no doubt of the fervency of the spirit of the Adventists. Last autumn a lady who thought herself a good Christian stopped one Sunday on her way from church to talk with a woman whom she knew to be a good Adventist, and who, having faithfully rested the day before, was picking cherries with her children. Conversation happening to take a theological turn, the lady remarked that she had profound respect for all who lived according to their religious convictions, whether they agreed with her own or not, and added that she had some relatives who were Catholics, and that if by any chance the children of that family should come under her care she should see to it that they were reared in the Catholic faith, though she herself was a Protestant. "Well," said the cherry-picker, simply, "you will go to hell."

There was the fervent expression of a conscientious belief and it was respected as such by the lady to whom it was addressed, regardless of the unhappy fate predicted for herself. It was not spoken offensively or even argumentatively, but simply stated as one of the eternal verities, of interest to whom it might concern, and particularly as a warning which the fervent spirit of a Christian woman constrained her to give to one in the gall of bitterness and the bonds of iniquity. The fervency of spirit, however, which the Adventists possess is less obvious to the world than their diligence in business. That is patent to all men. Wherever they are the Adventists are hard workers and thrifty. Their products, which they will on no account deliver on Saturday, are good, and their sanatoriums are celebrated in all parts of the country. Whatever we may think of their theology, one must confess that they excel most people in plain common sense in business affairs and in the art of getting on in the world by the non-speculative and therefore un-American method of diligence in earning and prudence in spending.

The level-headed men and women who control the affairs of the denomination realize that the gospel of work is the true gospel in worldly affairs, that the joy of accomplishment is the greatest earthly blessing, and

that the sturdy independence begotten of honest manual labor is the most certain assurance of earthly happiness and content. There are certain facts which we may as well face. The children who are brought up in habits of industry, who are not afraid of hard jobs, do not clamor for short hours and don't get them if they do clamor for them, and who absorb the vigor only to be acquired by daily contact with mother earth, will be, or become the parents of, those who in the next generation will direct the affairs of mankind. In the main it has always been so. In the main it must always be so. Only by contact with the earth from which we sprang can the human race escape degeneration. It is noble to be a mudsill, for it supports the whole structure of society. This the Seventh Day Adventists perceive, just as Booker T. Washington perceives it in Alabama, and they are going back to the land.

CRISIS AVERTED.

A crisis in the domestic glove trade has been averted by the humiliating surrender of the union glove makers at Gloversville and Johnstown, N. Y., where practically the entire domestic glove trade is centered. Had the strike gone on for another week the entire season's business would have gone out of the country, and much of it would have undoubtedly remained with the foreign manufacturers.

The strike had been in progress for more than six months, and was over the "open shop" issue, against which orders for large quantities of goods for the fall season have already gone abroad, but it is thought that the bulk of the business can now be saved, and the work turned out in time for fall delivery. Practically nothing but men's gloves are made by the domestic manufacturers. This is a result of a compromise with the importers, arrived at after a long tariff fight. It was then agreed that the domestic men should control the men's glove trade, while the field in women's gloves was left open for the importers.

President Schurman of Cornell University joins the long list of wise men who agree that it is not good for man to live alone. "I feel deeply," he said in addressing the graduating class, "that every young man should look forward to providing for a wife and family, which is beyond doubt the chief blessing vouchsafed to man in this earthly career. I have no patience with the college graduates who deliberately elect bachelorhood, whose social circle is the club, and whose religion is a refined and fastidious epicureanism. It would not be worth while maintaining colleges and universities for the production of froth like that." Calling the bachelors "froth" is pretty severe. Of course President Schurman meant only those who are bachelors from choice. There are some quite substantial citizens who are bachelors through no fault of their own.

Ability is sure to bring recognition if backed up by perseverance.

UNITED STATES SENATE.

Personal Observations Made by Chief Clerk Rose.

To every American who takes pride in his country and her institutions the Senate of the United States is the highest law-making body on earth. To the student of American history the body is in no manner degenerating. It possesses to-day as many great men in proportion to its membership as it ever possessed at any period of our history. True, there have been times when momentous questions touching our liberties, the emancipation of a race from slavery and the threatened dismemberment of the Union itself have brought to the front in the Senate men of great hearts, strong minds, giant intellects and eloquent lips, until we are wont to look back upon those times and those men and conclude our country will never see their like again. Instinctively we think of Oliver Ellsworth, Roger Sherman, John Quincy Adams, Jonathan Trumbull, Henry Clay, John C. Calhoun, Daniel Webster, Arthur P. Hayne, Lewis Cass and others, and are quick to conclude the present generation has none such. We fail to recall that but two or three of these illustrious men were in the public forum at the same time and that the Senates in which they served contained proportionately as many mediocre or unheard-of men as the Senates of more recent years. We fail, I often think, to give the statesmen of to-day—the men who are living and acting—their just mead of praise because of this tendency to magnify and revere the giants of other days. We fail to recall that while Massachusetts in the critical formative days of our Nation had her Mason, and Adams, and Lloyd, she has also been represented in the Senate by a Webster, and Sumner, and Dawes, Everett, Wilson and Boutwell, and that to-day she is as ably represented by George F. Hoar, chairman of the great Committee on the Judiciary, who is serving upon his twenty-seventh year, and by Henry Cabot Lodge, the brilliant scholar, able historian and constructive legislator, who stands at the head of the Committee on the Philippines and second upon the Committee on Foreign Relations. These men have measured full up to every responsibility and to every great opportunity in equal ratio with their illustrious predecessors. If anything has been wanting to make the fact apparent it has been the lack of an equal opportunity.

It is quite as apt to be true of legislators as of other men that their usefulness to mankind shines out the more resplendent after they are dead. By the light of the inverted torch we discover in them the true worth we were unable to find by the full light of the noonday sun while they yet lived.

I have only given Massachusetts as an example. Other states afford examples equally as striking. In more recent years there have not been as many great opportunities to

try the mettle of men. During the Civil War period the names of Blaine and Conklin, of Sherman and Ingalls, and Chandler and others were emblazoned upon the records of the Senate and upon the hearts of men. In later years, during the Spanish-American war, the epoch of rapid expansion and of Titanic undertakings, we have not lacked for splendid leaders in the upper house of Congress to draft the necessary legislation and to champion the cause of our country. It would be invidious in me, and wholly out of place, to specify acts and give names. I believe you will pardon me, however, for again expressing the belief that the United States Senate of to-day is as strong in its makeup, that it contains as large a number of truly great men in proportion to its membership, as any Senate this country

measures, he has gradually and gracefully settled down to the usages and amenities of his elders, and has later on found himself begging for recognition within the rules, and for an opportunity to participate in the proceedings.

I have known a new member to come into the Senate possessed of a voice like the mad bull of Bashan, the locks of a veritable Sampson and the daring of a Napoleon, who vowed he would smash senatorial rules and customs into smithereens, who would enter at once into the debates and who would put what he called "life and fire" into the body. Then I have seen this same man retire from the Senate at the close of a single term of service and in his valedictory address make apologies for his rashness and acknowledge his mistakes.



Henry M. Rose

has ever had. There are magnificent leaders upon both sides, men who can measure up to great emergencies and unseen responsibilities, and who will leave splendid names for the encomiums of generations to come after.

The Senate is a cosmopolitan and yet a most conservative and dignified body, and the membership is always greatly disturbed when anything happens to lower the standard of its dignity. The placid sea has been somewhat ruffled in these later times by the acquisition of members who seem disposed to disregard ancient and time-honored customs and traditions. I have observed, however, that where a new member has come in with the avowed purpose of breaking down these traditions, of being heard upon all subjects at all times and of forcing a vote upon his

A one-term Senator cuts but little figure in the body, while length of service counts for much. Generally speaking, the state is the best served and the Nation's interests best promoted when good and able men are sent to the Senate and kept there. The rule is, of course, equally applicable to the membership in the lower House, and it is a refreshing fact that the "two-term" idea, as applied to a member of Congress, is fast going out of favor, while there is a marked tendency for stability in public life. The States of Maine, Vermont, Massachusetts, Connecticut, Illinois and Iowa were foremost of the states at the North to recognize the immense advantage that length of service gives one man over another in Congress, other things being equal. Michigan has given, as in the case of Senator Burrows, who

has rounded out more than a quarter of a century of congressional service, some recognition to the principle. She is just awakening to a realization of the power, prestige and influence she can exert in national councils by keeping good men long in Congress. Of the State's delegation in the lower house, our own Wm. Alden Smith and Congressman Bishop, of the Ninth district, are serving upon fifth terms and have been renominated. Had these men not been thus returned does anyone believe they would have attained to committee chairmanships, while one stands high on the great Committee on Foreign Affairs and the other near the head of the splendid and useful Committee on Rivers and Harbors? Mr. Hamilton, who has just been renominated for a fifth term, already stands at the head of the important Committee on Territories, that has now confronting it possibly the most important question before Congress—the admission of the remaining contiguous territories into the Union. I could multiply these illustrations in support of the contention. Anyone who has at all observed national legislation can not fail to see that the Michigan delegation has taken first rank and that, for the very fact I have named, it is able and does wield an influence and power that the more changeable delegations can not possibly exert.

The Senate, by reason of the length of the senatorial term, is more stable than the House and yet the changes come all too rapidly. I have heard Senator Stewart, of Nevada, say there are but two men now living who served as his first colleagues in the body, and neither of these men is now a member. Senator Stewart is just rounding out his sixth term, but it has not been a continuous service. Senator Allison, of Iowa, is the Dean of the Senate so far as continuous service is concerned and is now upon his sixth term or thirty-first year. He should, and undoubtedly will, be permitted to serve so long as he lives, for it would be difficult to name a man who has rendered more valuable service to his country. He has been for years the head of the Committee on Appropriations and is a wise, sagacious, conservative and popular leader. I could give many illustrations to prove the wisdom of returning able Senators for term after term. I will give but one:

George F. Edmunds began his public career in the Legislature of Vermont as early as 1854 and served in the upper and lower houses of that body seven years out of the twelve preceding his election to the United States Senate in 1866. He served continuously in the Senate for twenty-five years up to October 31, 1891, when he resigned.

Justin S. Morrill entered the House of Representatives in 1855, served twelve years in that branch, was elected to the Senate in 1866 and served in the higher body nearly thirty-one years, or up to the time of his death, December 28, 1898, when he was 88 years of age and had just entered upon his sixth term.

Vermont's record in these two men is without a parallel. She was represented by them in the Senate for a continuous period of twenty-four years with the result that the State, that had a population at the time of less than 333,000 souls, or less than one-seventh of the present population of Michigan, had the chairmanships of the two greatest and most important committees in the Senate—the Committee on Finance and the Committee on the Judiciary. Hence, I say, it pays to send good men to Congress and to keep them there.

Senator Morgan, of Alabama, is the senior member of the Senate in years and is now in his 80th year. Senator Bailey, of Texas, is the junior member and is in his 41st year. He was elected Senator at 38 and after he had served five terms in the lower house. Senator Beveridge, of Indiana, is but one year older than Senator Bailey. He was elected to the Senate when 37 years old.

During my connection with the Senate, covering a period of ten years, I have observed that the most useful and successful member is not always the one who talks the most, who is the most brilliant orator or who is the most in evidence. The quiet Senator, who is attentive to the duties of the office, who is constant in the work of the committee room and who pays close attention to the routine, is often quite as potential in shaping and passing constructive legislation. Senator Aldrich, of Rhode Island, at the head of the Committee

on Finance, that has so much to do with the fiscal policy and management of the Government, is a quiet man. He seldom talks at length upon the floor and makes no pretensions at oratory, and yet he is generally regarded the floor leader upon his side and therefore the most potential man in the Senate. The man quick and ready and powerful in debate is quite apt to say things that will provoke opposition and such as will endanger the legislation in which he takes a special interest. If he is sarcastic or at all personal in dealing with measures of general interest he is quite apt to hear from it when pressing some measure that is local in character.

In this connection it is but just to say there are few enmities created by debates in the Senate, and when they arise they are generally between members of the same political faith. There are sharp passages, brilliant cross-fires if you please, back and forth between the political divisions, but they are seldom of the sort that leave wounds or lasting enmities. I have seen the waspish Chandler and the irascible Tillman pouring a hot volley of words back and forth in such manner as to surprise the galleries and lead to the belief they could scarcely become reconciled; then, shortly after I have seen the two lock arms and retire to the lounging room for a social smoke. The only really disgraceful encounter I ever witnessed in the Senate, and that brought a blush of shame and sense of regret to all who saw or

afterwards heard of it, was between Senators of the same political faith and representatives of the same state. The differences between the two remain unreconciled.

The United States Senate is the most deliberative body on earth. There is no limit to debate in the body, no cloture rule, and nothing that can prevent a Senator's taking the floor on the first Monday in December next and holding it until March 4th following, if only he have the powers of endurance. No measure need be crowded through the senatorial mill half-ground and half-weighed! In the Fifty-sixth Congress the great Rivers and Harbors bill, that contained a broad scheme for improvements aggregating millions of expenditure, was killed during the closing days by Senator Carter, of Montana, who held the floor during two days and the greater portion of one night, and up to the very hour named in the Constitution for the adjournment of the Congress.

By reason of this freedom of debate there have been inaugurated some notable filibusters, including the killing of the statehood bill in the last Congress. No time could be fixed for a final vote and whenever the measure was pressed for a vote some Senator would take the floor and talk, not always upon the measure itself, but upon anything and everything that pleased his fancy. Generally, however, the rule of unlimited debate works well in the body and is productive of good results. It is the boast of the Senate

that no vicious or unjust legislation ever passes the body for want of full and free discussion.

Senators are unfailingly patient, deferential and considerate of each other and, as their relationships usually extend over a term of years, it can be imagined how strong, lasting and sincere the friendships are that are here made. Great deference is always shown the member of long service or whose years or infirmities are cause for special consideration.

I have seen a Senator of ripened years stop while reading a speech, erase or mark out certain words or lines, take up a pen with great deliberation, write in other words or lines, slowly draw up a blotting pad that dangled from the side of his desk on a string, blot the undried ink, let out the pad again, then stand and read the corrected sentences to himself, and then, after the Senate had waited in silence upon him for at least five minutes, proceed as though his own convenience were the only thing to be considered. This spirit of courtesy is marked in other ways. To-day there is a chairman of a leading committee, and one that handles a great appropriation bill, who by reason of his infirmities and declining years has not been able to attend a session of his committee or of the Senate for the past two years, and yet who is permitted to nominally remain chairman. I refer to Senator Joseph R. Hawley, of the Committee on Military Affairs. Senator Hawley has been an exceedingly useful man, a brave and splendid soldier

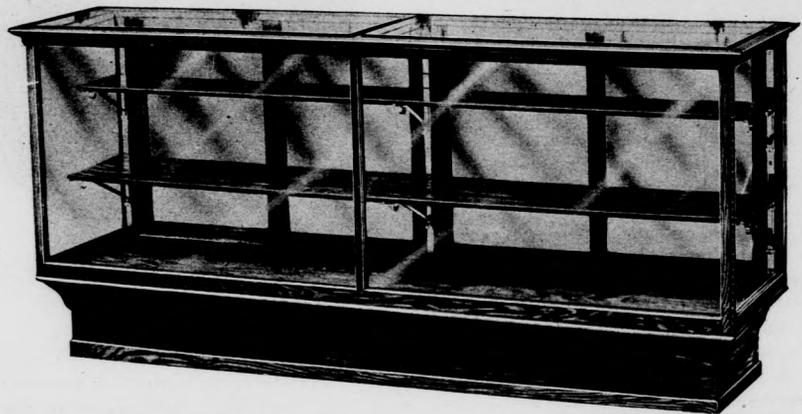
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and commanding officer in our army, the President of the Philadelphia Centennial Celebration Commission and an able statesman. His State has paid him a justly-deserved compliment by re-electing him to the Senate even when his prospects of active service were so small.

There is now a member of the Senate who is so deaf that, although he occupies a seat in the front row and is near the desk, he can not hear his name when the clerk is calling the roll, although the clerk calls it unusually loud. Some member near him always goes to him and informs him what is taking place and indicates to him how his vote should be recorded. Out of deference to his condition I have frequently noted how the kind-hearted presiding officer of the Senate has given him first recognition when a dozen others were up to present bills or to call up bills for final consideration, and have also noted how universally courteous the waiting Senators have been and how seemingly pleased that they were permitted to stand while their deaf colleague held the floor.

I hope I will not offend my Democratic friends by saying that the upper house of Congress is quite liable to be controlled, so far as numbers and committee organization are concerned, by the Republican party throughout the next presidential term. There are now in the Senate, since the death of Senator Quay, fifty-six Republicans and thirty-three Democrats, giving the Republicans a majority of twenty-three out of a total of eighty-nine. There are, of course, thirty Senators whose terms of service expire with the legislative day of March 3, 1905, and thirty whose terms expire at the conclusion of each Congress thereafter. It is possible, however, to look ahead with reasonable accuracy to judge of the political conditions in the Senate for the coming four years, and I give it to you as my candid opinion from a forecast of this period that nothing short of an unprecedented political upheaval can change the control of the Senate during the next presidential term.

On account of the preponderance of Republican members, a number of them are obliged to take sittings in the chamber upon the Democratic side and thus Senator Dick, of Ohio, the latest accession, is obliged not only to sit upon the Democratic side, but must be content, for the present, to occupy a seat in the back row. It is the custom of members having back seats or such as are regarded undesirable to file applications with the Sergeant-at-Arms for some seat that is expected to become vacant by the ending of a senatorial term or by death. As Senator Quay was occupying the seat of Senator Frye, of Maine, who, since the death of Vice-President Morton has been President pro tempore of the Senate, Mr. Frye will, probably, resume the seat by common consent in the Fifty-ninth Congress.

Speaking of the death of Senator Quay recalls a peculiarly interesting moment in the Senate—an incident

almost dramatic, if the mere calling of a roll and the responses can thus be considered. Mr. Quay was appointed Senator by Governor Stone, you will remember after a legislature of his State had met and balloted and failed to elect a Senator. The right of Mr. Quay to a seat in the body under such an appointment was challenged and Senator Burrows, alone of the Republican members of the Committee on Privileges and Elections, joined with the Democratic minority of the Committee and thus made a majority report against the seating of Mr. Quay. The debate following this report was one of the warmest and most brilliant as between the legal members of the body the Senate had witnessed in many years. A day was agreed upon for a final vote and the galleries were crowded. Nearly every Senator was present in his seat. Employes and others having the privilege of the floor were present. The roll call was begun. Senators and press representatives and others held duplicate sheets and kept tally. The question was upon the adoption of the minority report which, of course, was favorable to the seating of Senator Quay. First one Senator answered "Aye" and then one answered "No." The call proceeded in this manner while the Senate was absolutely quiet, save for the responses alone. In the intervals you could fairly hear a pin drop. The last name on the printed call had been responded to and the vote was a tie. Just then there was a rustle at the door of the Democratic retiring room and Senator Vest, of Missouri, entered upon the arm of his valet, "Jimmy" Edwards. He was pale and feeble and tottered to his seat in the front row and stood for recognition. Everyone knew the bond of friendship that had existed between Quay and Vest; how they had gone tarpon fishing together in Florida, and everyone supposed Vest's vote would be for the seating of his friend. No one knew what it would be. The presiding officer recognized "the Senator from Missouri" and the clerk called his name. Senator Vest answered "No" so emphatically and loudly as to fairly shatter the glass in the ceiling and you could hear the exclamations of surprise from those in the galleries, they were so marked. It settled the question and Mr. Quay was not seated. The Legislature of Pennsylvania, at its next session, elected him in the regular way and he resumed his seat.

Senator Vest, whose vote decided this question, had a remarkable and brilliant career in the Senate during twenty-four years of service and his speeches were always finished and fairly classical. Many of them were remarkable for their sarcasm. I will never forget one he delivered during the administration of President Cleveland. Vest had fallen out with the President when he and Secretary Morton, of the portfolio of Agriculture, declared for the gold standard. No invective seemed too bitter for the Missouri Senator in his denunciation of these leaders of his party.

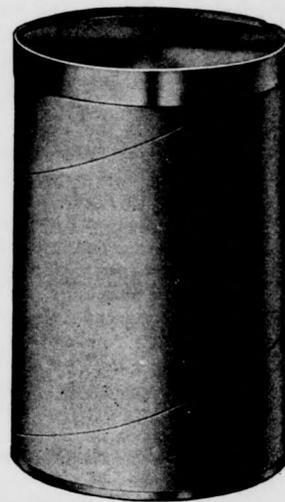
The Agricultural Appropriation bill was under discussion. Vest addressed himself to it, but chiefly to Morton's attitude upon the financial question. After fairly flaying the President and his bureau chief with his cutting words of sarcasm, Vest rose on tiptoe, straight as an arrow, and, pointing an index finger to the ceiling, fairly yelled as a climax of his disgust, "And the Devil owed Grover Cleveland a grudge and he paid him in the Secretary of Agriculture!"

There are some ancient customs and traditions that still have favor in the Senate. For instance, at the desk of each Senator, sunken like an ink well in a school desk, there is the old-fashioned sand sprinkler for the drying of ink. You will be surprised when I tell you I have seen the young and modern Senator Beveridge sprinkle the blotting sand over a written sheet, shake the sheet that the particles might perform their work and then blow the sand off or gently strike the paper against the edge of his desk to remove it!

Then, just inside the Senate doors leading to the lobby, there are two lacquer boxes containing snuff for the use of Senators. The great Government of ours has provided this seeming necessity for the comfort and convenience of its law-makers. I am sure the snuff is of good quality for I have seen the pages filling the lacquer boxes from an earthen jar that proved the article was imported and costly. I am pleased to tell you that snuff is not used by many of our grave and reverend seniors.

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Observations of a Gotham Egg Man.

Coming down Warren street the other day I saw a truck load of butter and eggs backed up in front of one of the prominent butter houses, and the condition of the goods attracted my attention. They looked as if they had been in a wreck. Egg yolk covered the butter tubs with a nasty mess and many of the egg cases were broken and leaking. "What's the matter, Jimmie?" I enquired; "been in a smashup?" "No," answered he, "but they might as well have been. Some people don't know how to load cars," he continued, "and this is the result." Then he explained that the car from which the goods were taken contained 384 cases of eggs and 167 tubs of butter—a total weight of about 32,000 pounds. The butter was loaded in one end of the car—not at all secure, so that the tiers of tubs could not shift—and the eggs were packed both in the other end and on top of the butter. But in the middle of the car, opposite the door, there was empty space and nothing in the world to prevent the egg cases on top of the butter from toppling over during the jolting trip of a freight train. And that is just what happened. Many of the eggs on top of the butter had been thrown over by the swaying of the heavy tiers of butter tubs, and were so badly smashed as to let out the eggs—whole and broken—the result being as first described. There is no excuse for such carelessness, but it ought to bring its own penalty of loss to those responsible.

The representative of one of the big houses interested in collecting and distributing eggs said to me the other day: "I see you are constantly advising shippers of eggs to candle their stock before sending it to the market, but I don't see where the profit comes in for we find that the difference in value between candled and uncandled is not enough to pay for the trouble and the lower price of the rejections."

Now it is certainly to be admitted (as I have frequently mentioned when discussing the subject) that candling eggs don't make them any better, and when a shipper gets stock that is practically all heated he can't get a full price no matter how closely he may candle. The object in candling, however, is two-fold: first to secure an even quality in the different lots and second to avoid packing and freight expenses on worthless eggs. When the quality of collections, although irregular, is such that a fair proportion of full, strong, sweet eggs is present, I am very confident that it pays to candle the goods and pack these fine eggs, selected also as to size and cleanness, by themselves. Even when the stock is so generally affected by heat as to contain none fine enough for first class trade, it can be sold to much better advantage

if the different qualities are separated and packed each by itself. I have seen many a lot of ungraded Southwestern eggs arriving here during the past couple of weeks for which it was impossible to exceed 15@15½c, and which would doubtless have realized more money had they been candled and graded before shipment even although the first grade would have been unsalable above, say 16½c.

The extent of consumptive demand has a manifestly important bearing upon the egg situation, and it is worth while to search the statistics of receipts and accumulations in order to get a line on the rate of consumption. Last year we had an unusually large consumptive trade during the spring and summer, but the present demand seems to be falling a little behind it. It is hard to account for this in view of the constantly increasing population and the fact that June prices have been about the same as in June last year, although it is probable that the great increase in supply of green vegetables as compared with last year, and the greater abundance of berries, has something to do with it. Last year in June our storage accumulations were probably not increased by more than 60,000 cases, and with receipts for the month of 352,000 this would indicate an outlet in current trade channels of about 67,000 cases a week. This June our receipts from June 1 to June 25 were about 342,000 cases and we have, during this time, added to our storage stocks about 105,000 cases; this indicates a weekly use of about 66,000 cases in current trade—only a little under last year; but any reduction is unfortunate in view of the larger supplies. The natural tendency is now toward a reduced consumption as the summer advances. Last year the estimated trade output fell from 67,000 cases a week in June to 60,000 a week in July and to 57,700 a week in August. This deduction is of course incident to the usual summer exodus of many of our citizens and to the poorer quality of eggs in trade channels. Our receipts have been decreasing considerably since early in June, but they are still considerably in excess of those of last year and in excess of current consumptive needs. If the egg receipts should continue during July and August to show the same percentage of increase as they have shown in June the rate of consumption noted last year will not be sufficient to absorb them all, so that while the natural decrease in the proportion of fancy eggs may draw some of the fine storage eggs onto the summer market, there is likely to be no reduction in aggregate holdings until September.

A gentleman in whose ability to find out facts I have much confidence wires me from Chicago that the storage accumulations there now amount to about 750,000 cases against about 500,000 cases last year. This, in connection with other facts of the egg situation, strongly reminds me of the season of 1899 and its disastrous consequences.—N. Y. Produce Review.

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Why Washed Eggs Are Generally Condemned.

There are washed eggs and washed eggs. Some are washed with water and some are washed with water and acids or various chemicals. Plain cold water will not harm eggs to any considerable extent for cold storage purposes if the eggs are thoroughly dried before placing in the cases. Chemicals or acids may cause "black rots," "white rots," "spot rots," "white and yolk mixed" or most any other trouble. There was a time a few years ago when an egg washing craze was going around and the fakir with his secret process was getting big money from some of the egg men for his method of washing eggs which would make them keep better in cold storage than strictly fresh eggs. It is more than probable that some of the now prevalent ideas regarding washed eggs originated from this source. Water or moisture will cause must or mold on the eggs in cold storage and is to be guarded against, but washing eggs with clean, pure, cold water and drying them thoroughly before packing in cases will not cause bad results.

One reason why washed eggs are not as good for storage as clean, unwashed eggs, and the chief reason so far as known to the writer, is that there are a larger proportion of bad or musty eggs among the dirty eggs than among clean eggs. The reason for this is that the dirty eggs are many of them stale and old, and this is very often the reason they are dirty. A large number of dirty eggs have been broken out of the shells, and whites and yolks separated for freezing under the direct supervision of the writer, and the loss from defective eggs of various kinds is much greater on the dirty than on the clean stock.

The custom of washing eggs is far more prevalent than the cold storage end of the business has any idea of. The farmer also washes his dirty eggs when they are objected to by the storekeeper, at least one case of this kind being known to the writer. I wish to reiterate that as near as I am able to judge at least 10 per cent. of the eggs which go into cold storage have either been washed with water or wet in some way.

It is desirable to settle this point for individual satisfaction, and I would suggest to packers having their own cold storage plants that they take a sample case of straight run eggs, remove one-half of same and wash each egg separately (as if dirty) with clean water and a soft cloth or brush, rinse and lay on a rack to dry thoroughly before putting in the case. Take also a case of dirty eggs and treat likewise. Put these cases in cold storage in the regular way. It would not be a fair test to take half a case of dirty eggs and wash them and put with a half case of clean eggs, for the reason already suggested, that dirty eggs are naturally poorer than clean stock. In this way each packer can determine for himself the result of washing. At the old fashioned temperature of 35 to 40 deg. Fahrenheit washing might

produce different results than at our present low temperature of 29 deg. Fahrenheit, and present ideas may be based on what was done ten or more years ago.

It is far from the writer's intention to recommend a practice which would interfere with successful results from the use of cold storage, as he is too much an interested party in getting as near perfection as possible in carrying eggs in cold storage. Facts are what we are after, and let us try to be liberal and not bound by the ideas of the past. Margins are smaller and smaller on all classes of goods, and if a little can be saved by washing dirty eggs and no one injured, it is certainly the correct thing to do.

Madison Cooper.

Coal Diet for Pigs.

An English agricultural paper says that in a wild state the pig obtains the greater part of his food by rooting and grubbing in the ground, and during the process a large quantity of soil, grit, and earthy matter finds its way into its stomach. This is Nature's provision, and must not be overlooked. The domesticated animal, on the other hand, living probably in a paved sty, and being rung to prevent rooting, is unable to obtain grit unless it is supplied by the attendant. Young animals consequently become weak and stunted, being unable to obtain the full amount of nourishment from their food, while older stock suffer from digestive troubles. In all such cases an allowance of coal slack will be found highly beneficial. A small heap should be found in every sty, and kept constantly renewed as it is eaten by the animals. A few sods of turf should also be thrown occasionally into the sty. The animals will enjoy rooting at them, and the alkaline properties of the earth, some of which they will certainly eat, will tend to correct any acidity of the stomach.

Hog Raising in Oklahoma.

Farmers in Oklahoma are paying more attention to raising swine, believing it will prove more profitable than cattle raising. Hog cholera and like diseases seldom appear there, owing to the free range given the animals, the only drawback being the lack of corn to finish for market. In place of corn farmers are growing barley, wheat, sugar beets, milo maize, and sugar cane, which are fat-producing and grow readily on their soil.

Some thirty years ago a young Indiana farmer told his bride on their wedding day that he intended to put \$1,000 away until they needed it. Apparently they never needed it, for when he husband died a year ago the money had not been used and the widow did not know what he had done with it. Recently, however, she found it effectually hidden away in an old family Bible. Neglect of the Bible is one of the shortcomings of the present generation. Nothing left in a Bible thirty years ago would have long escaped attention.

Warner's Oakland County Cheese

Not always the cheapest,
But always the best

Manufactured and sold by

FRED M. WARNER, Farmington, Mich.

Send orders direct if not handled by your jobber.

Sold by

Lee & Cady, Detroit

Lemon & Wheeler Company, Grand Rapids

Phipps-Penoyer & Co., Saginaw

Howard & Solon, Jackson

Butter

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

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

E. F. DUDLEY, Owosso, Mich.

We want more

Fresh Eggs

We have orders for

500,000 Pounds Packing Stock Butter

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

Grand Rapids Cold Storage Co.
Grand Rapids, Mich.

DRY GOODS

Weekly Market Review of the Principal Staples.

Silks—The silk department of the wholesale houses continues to be a center of interest. No other department has been in such a satisfactory condition as has the silk stock. The number of silk garments seen this summer is surprisingly large. In the large cities a number of the people take an outing on Saturday. It is interesting to consider the number of silk garments worn even by the women taking Saturday outings. The popularity of silks for general wear is demonstrated conclusively in this particular. This summer must be conceded by all to be a silk season. Silks hold first place in the affections of shoppers. There have been seasons in the past when silk waists were popular—almost omnipresent. The shirt-waist suit is causing shoppers to leave a good part of their cash at the silk counters. All reports and observations demonstrate the popularity of the shirtwaist suit, as indeed they do the favor with which silks are accepted by the shopper who seeks the most attractive costume this summer. Practically all the expressions of opinion are that the shirt-waist suit will be acceptable to the trade for another season at least, and some buyers even express a belief that this very popular costume is a permanent vogue. Silk buyers are certainly willing to accept the shirt-waist suit as a standard garment. The number of yards of silk required for this costume increases greatly the yardage of silks sold. For this reason it is a favorite with merchants who sell silks. The subject of width is also a consideration of more than passing interest with silk people. The style of waist worn has favored narrow silks, and the talk about wide silks seems to be inopportune and unnecessary. The advocacy of silks 27 and 36 inches wide is not recommended for the reason that an endorsement of this will mean a reduction in the yardage of silk sales, a contingency not to be invited. Silk manufacturers are to be congratulated upon the attractiveness of the silks which they have produced this year. Patterns are artistic and the effects very rich and pleasing. Much of the favor accorded silks is due without doubt to the success of the silk manufacturers in the attractiveness of their output.

Umbrellas—The views of several manufacturers in the umbrella trade are interesting. They say this season has been one of the worst they have ever had. They attribute this partly to the general depression in nearly all lines of business, which has affected the umbrella trade along with the rest, and also to certain evils peculiar to the trade which have recently sprung up. It was not so very long ago when the dealer picked out his handles at such and such a figure;

likewise the silk, and ordered so many of each. Later on he nearly always duplicated his orders, as many of the handle patterns were stock numbers. But of late this order of things has been materially changed. Many small manufacturers have started, who get hold of job lots of handles and slap them together, the finished article being termed an umbrella. So it has come to pass that instead of ordering from a staple line of handles the dealer is now looking for job lots. The big retailers, moreover, are making money at the expense of the unsuspecting public and the manufacturer.

Hosiery—The curtailment of production has not been so great as in the underwear mills. The high prices of raw material have affected only the smaller mills. The larger mills could not afford to stop their machinery. Even if the manufactured product is sold at a loss, the large hosiery mills prefer to continue their production rather than to shut down. Whenever the large mills close their factories the loss is severe. It is estimated that not over 20 per cent. of the hosiery mills have closed from scarcity of raw material. At the present time the hosiery market is in a very healthy condition. Many cheap lines have been cleaned up and the general condition and feeling are excellent. The prices of hosiery compared with a year ago show an advance of approximately 12½ per cent. This, of course, applies chiefly to cotton goods. All plain colors in hose are selling well. Blacks are always the standard and are accepted as a staple. There is a sudden demand all over the country for tans. This demand is expected to continue and increase. It may be designated as a fad of fashion due to the growing popularity of tan shoes. Last year tan shoes were only accepted by the ultra dressers. A few exclusive shoppers selected tan shoes, but the demand was small. This summer the tendency is to a more general use of tan shoes. They are to be seen quite a good deal in the large cities. Brown has always been a desirable shade in half-hose. This season, however, it is a leading one, and the various tints, from tan to seal, are all desirable. Tobacco brown, embroidered in self, white, blue and gold, is new and going well. Salmon tan, having colored vertical silk stripes on the instep, is also a novelty; and medium browns with self silk figures, forming stripes, are being shown, all of which are taking well with the trade. Hand-embroidered clocks are conspicuous on fine stockings. Some of them are worked out in small lily-of-the-valley designs. Brown stockings are shown in open work and embroidery designs. Sometimes the touch of pale blue is added to the instep.

Underwear—The outlook is for higher prices in woolen underwear. Some authorities are disinclined to consider higher prices, claiming that it is only the sympathetic influence of cotton prices on wool. They say cotton will be lower, due to an increased acreage, and when prices re-

WE SHALL use this space for some little time. We shall not attempt sermonizing or grow very chesty, but we shall from time to time give such corset information as we believe will be valuable both to merchant and saleslady.

Puritan Corset Co.

Kalamazoo, Mich.

\$3.50



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

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

Grand Rapids Dry Goods Co.

Exclusively Wholesale
Grand Rapids, Michigan

turn to a normal condition the present strength of wool will disappear. On the other hand there are more authorities who say the advance of wool goods is near. The demand for better goods continues, with fewer of them being manufactured. Everything going into the production of wool garments is higher. This is true of labor, trimmings and even the boxes containing the manufactured product. At least the manufacturer is going to try to get an advance. There is one feature that may prevent this and that is the continued current short demands of the trade. Reports from trustworthy sources are that an advance may soon be expected. Old stocks are supplying the needs of the trade, and no marked improvement is expected until the latter part of the month. Within a week or two some change in the price of raw wool is predicted.

Leather Bags—A well-known leather goods buyer said: "I have no fault to find with the amount of business done up-to-date. The colors which are selling best are black, brown and tan. It is too early to say what is to be the bag for the fall, but in my opinion bags will decrease in size and I believe the pocketbook will come back into vogue. The envelope and vanity bags will probably be very popular as they are more on the order of a pocketbook than any of the other styles. Buyers at present are only interested in new styles, which can be retailed at popular prices." One of the latest envelope bags is made on the carriage shape and has a leather tab which fastens over like an envelope. Seal and walrus continue to be the best selling leathers. The patent leather bag has not met with favor. Leather collar and cuff sets were brought out in the spring, but they did not sell very readily. It is expected, however, in the fall when the women begin to wear their dark woolen waists these sets will be in good demand. In Paris, it is said the women are all carrying either small bags or pocketbooks. The manufacturers who are making this class of goods report that they have done a big business on them. The outlook is very bright for a good trade during the coming season as the stocks of the retailers are in excellent condition. Furthermore, the prices are so low that the woman of limited means can afford to have the new style bags. For example, when the envelope bags first came out they retailed for \$4 and \$5. To-day they can be had for 98 cents.

Fancy Goods and Notions—The import houses are through with their line of samples of toys, dolls, bric-a-brac, and so forth, and are willing to close out at low prices. Manufacturers of belts and bags are also ready to dispose of their spring lines and make up goods at low prices out of the material they have in stock. Naturally all houses are anxious to clean out their spring stocks as quickly as possible to make room for the new goods. Buyers will go to the market about July 15 in search of goods for the coming season. This is the best season of the year for this class of

goods and consequently the houses try to get out as attractive a line as possible. A jewelry manufacturer said: "I think the prong buckle will be the best seller, but the extreme style will not be in vogue. If a woman takes her figure into consideration the smaller buckles look best and the plainer effects the smartest. Fancy silk girdles, which are wide in the back and grow narrower towards the front are also well thought of. These are usually ornamented with fancy shirring. Some buyers report that these have sold better than the ones with buckles and back-pieces. There seems to be a diversity of opinion among the various houses in regard to whether or not the back ornamentation will be in vogue in the fall. Some firms have great confidence in them and others of equally good reputation believe they will not be used." Among the novelties for the coming season is the clock without dial or hands. These clocks tell the time at a glance and as the hours and minutes are shown in figures no mistake is possible. They are wound and regulated and set the same as any twenty-four hour clock and will keep just as good time as the regular clock. The frame is in the latest design in both gold and silver plating. A device, which will be used by many leather manufacturers, is a small box, which holds a large soft piece of chamois. Face powder can be sprinkled from the sliding top, or applied with the chamois. Many houses are substituting these for the vigaigrette bottle in their fittings in the bag. They are sold in the retail stores and are meeting with favor. A box on this order is always convenient to have and is especially necessary in the warm weather. The roulette watch is another novelty. It works on the principle of the regular roulette game, having the various numbers and colors. The hand is made to move by pressing a small button. Hat pins will be shown in a large variety of styles. The crystal pin, which has been so popular this season, will be shown as well as those of gun metal, gilt and silver. Hat pins are always in good request and the new styles of hats require more than the usual number, which makes the call for this class of goods bigger than ever. Some of the best selling beer steins are of cut or fancy glass with the metal tops. Steins are shown with pictures of the different buildings at the St. Louis fair. These are to be had in regular and miniature sizes. Some pretty novelties are to be seen in the retail stores among which is a cigar case of white plaited straw. A Japanese ash receiver in pottery is a round green dish, and upon it, also in pottery, are a half burned cigar in a holder and three coins, one of gold, one of silver and one of copper.

Occasionally a man marries because he imagines a divorce suit is less expensive than a breach of promise suit.

Every time you think of another a million angels think of you.

Take Notice

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

DOMESTICS. Cottons, Calicoes, Gingham, Dress Goods, Satines, Crashes, Shirtings, Ticks, Denims, etc.

NOTIONS. Hose, Socks, Suspenders, Pants, Overalls, Hats, Caps, Corsets, Overshirts, Underwear, Neckwear, Ribbons, Handkerchiefs, Buttons, etc.

P. Steketee & Sons, Grand Rapids

Wholesale Dry Goods

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

Do Not Isolate Yourself

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

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to our system in the state of Michigan.

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

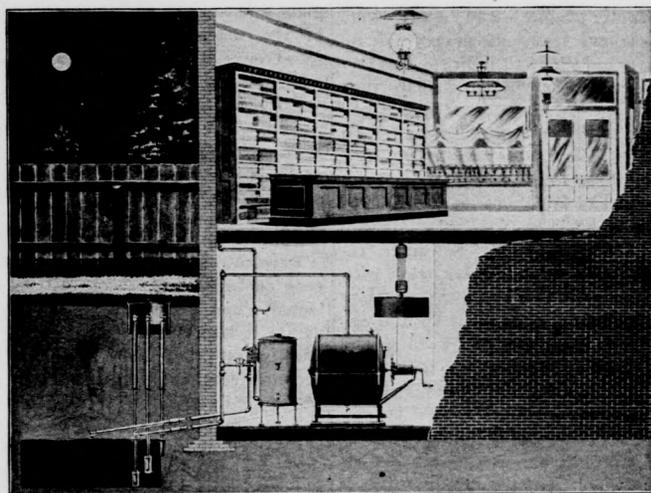
Inquire about our new toll service Rebate Plan

Michigan State Telephone Company,

C. E. WILDE, District Manager, Grand Rapids

We Wouldn't Ask You

To write to us for catalogue and prices of the



Michigan Gas Machine

If we did not know that it is the best and cheapest artificial lighting plant on the market.

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Lane-Pyke Co., Lafayette, Ind., and Macauley Bros., Grand Rapids, Mich. Manufacturers' Agents



New Things in Neckwear for the Fall Trade.

Wholesalers are much better satisfied with their summer neckwear business than they were at this time last year. This year the styles are in much greater variety than they were a year ago, when sales were made on one or two things. This season Rumchundas are selling much better, in fact, it will be a banner season for some of the big houses. There has also been a heavy business on crepes, heavy by comparison, for it is seldom that crepes have run so well as this season. They are splitting honors with the Shantungs. Both of these scarvings are sold in solid colors, and the choice of colors is so good that purchasers take an assortment.

The pattern treatments of the Rumchundas this season are vastly superior to the motifs of former seasons. In addition there is a welcome variety. If one does not fancy the twill weave there are the fancy broken twill and herringbone weaves, which are a trifle smarter and newer, for Rumchundas. The best patterns yet shown are in diagonal effects, white on blue, also on black, and black and blue designs on white or cream grounds, with plenty of solid color. Knotted, these cravats have a rich appearance.

Browns are the hit of the season. Browns in all shades are in request, from the very light golden brown to a dark cinnamon, with all the intermediate shades in light, medium and dark tobacco.

Greens, purples, and many wine shades have met with a very fair reception, sufficient to indicate that colors are in better repute than they have been for several seasons, and might be taken as indicative of a breaking away from staples.

Now that the summer trade with retailers has fairly set in the chances of doing business for fall improve with the wholesalers. Salesmen returned from their summer trips with more encouraging reports than they brought home after their initial visits to the trade. It has been pretty hard sledding right along with most of the manufacturers, although why the neckwear business should be any worse than any other branch of furnishings no one has as yet satisfactorily explained. Sellers say that retailers are buying more and more from hand to mouth. But the same policy is practically pursued in other lines. If retailers are buying conservatively it is because they are having less stock turnovers, and not because they are overloaded. If the retailers were getting the business the neckwear manufacturers would know it. The basic trouble seems to be that the neckwear horizon has been too gray, and beclouded with black and white. For this reason it has lacked snap, although goodness knows that

the sellers have shown varieties enough.

This autumn, however, a strong play will be made on colors, solids and mixtures galore. There is another enlivening feature in fall scarvings that will infuse extra interest and it is to be found in the attractiveness of the new season's patterns. The designs are infinitely more varied than they have been for several years, including large and small units, are effects, all-over scrolls and delicate tracteries combined with units and fancy grounds. Large shapes will rule in the autumn neckwear vogue, and the patterns have been especially designed for large cravats.

Wing collars will be pushed more extensively next fall than they were last, and receive the sanction of the best trade not only for day but for evening wear. During the winter wings were worn by well-dressed men at functional affairs in all the large cities of the country, and were acknowledged to be in good taste for evening dress. For a year or more wings have been the approved full dress collar in England, being good form, according to the English dress chart, for full evening, informal evening and semi-dress wear. In this country the poke will unquestionably remain in best taste, but the fact that the wing is likely to be more liberally considered as in good form for other than strictly business and day dress is significant to the neckwear trade. It means that the custom will establish the vogue of large forms in neckwear, not only for day dress but in larger bows for evening and functional occasions.

The hot days of the month brought retailers better business in washable cravats. New in this style of neckwear is a white cotton four-in-hand reversible in satin and twill weaves, plain and striped with silk, the edges of the scarves being frayed so as to show a fringe of about half an inch in depth.

Rococo designs in scarvings are shown. These are delicate tracings in rococo patterns on mixed color grounds, and very rich in effect.—Apparel Gazette.

Be Prompt in Your Collections.

Beware of giving credit, and if granted be sure that your bill is collected when due, says an old credit man. If it is due on the first of the month, see that your statement of account reaches your customer before that date. Don't send out your statements on the 10th if your bills are due on the 1st. If you are slow, you must expect your customers to be slow, but if you are invariably prompt you will make them feel that you expect like promptness from them. Don't wait too long upon delinquents, but as soon as it is apparent that your own efforts are of no avail, place your accounts in the hands of those whose business it is to get the money and who understand their business.

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

The William Connor Co.

WHOLESALE CLOTHING MANUFACTURERS

The Largest Establishment in the State

28 and 30 South Ionia Street, Grand Rapids, Michigan

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

Spring and Summer Clothing on hand ready for Immediate Delivery

Mail orders promptly shipped.

Bell Phone, Main, 1282

Citizens' 1957

"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.

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

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

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



Clapp Clothing Company

Manufacturers of Gladiator Garments
Grand Rapids, Mich.

Fads and Fashions Which Prevail in Gay Gotham.

We have now had a chance to see many of the fads, fashions and freaks which appear at the beginning of any season, but more particularly in the spring than in the fall, for it seems that then young men's fancies in particular will go to extremes that they do not think of in the autumn.

Many of these new-fangled ideas can only come under the head of freaks. They do not and probably will not reach even the dignity of fads, much less of fashions. It is to be presumed that they were originated by some one with the idea that they might be "a go," that they might touch the popular fancy, and through it the originator would secure more or less glory. I am happy to state, however, that the average American man is altogether too manly to indulge in such flights of fancy collectively, and the efforts are confined to a few feather-brained individuals.

One of the worst freaks that I have seen this season was an outing suit, the trousers, of course, turned up. While the outing suit was of grayish homespun, the turn-up was black. Now the designer of this may have thought he had struck a good thing. The turn-up on the trousers, of course, gets soiled and wears quickest, and if the color or the fabric is different from the balance of the suit, this may be renewed without materially changing the effect, but I do not believe that this feature can possibly become wide-spread.

Another incongruity that I saw worn last month was an outing suit and everything in keeping except the hat, which was a black derby. Now, a derby can not properly be worn with an outing suit, which calls for a straw hat, or at the most, a soft felt or a cloth cap.

In summer the derby is more of a dress hat to be worn with a regular sack suit for business, but when it comes to recreation, a recreation hat, or in other words, a negligee hat should be worn.

Another combination that I recently saw was a sack suit and a top coat cut from the same material. The effect of this was a little peculiar, inasmuch as it was of a grayish mixture. At the first glance it seemed as though the man had on a frock coat of a not particularly good cut, but such was not the case; the top coat was nearly knee length and cut straight in the top coat style.

The popularity of brown I believe a commendable fad which should be encouraged, but some people carry even this to extremes and may by this very means kill a good thing. For instance, a man wearing a brown mixture for his suit, tan shoes, brown top coat of a different material from suit, tan shirt, brown cravat and a brown hat. It is really carrying it to too great an extreme, and particularly if, as in one instance I saw, these various browns do not harmonize. The suit was of one mixture, the top coat of a different mixture, the shoes were of light yellow, and the shirt, cravat and derby hat of inharmonious

tones. If one is going to dress all in brown, gray, green or any other general color scheme, let the shades harmonize. Of course, I do not mean that every article should be of exactly the same tone, but they should be of tones that go well together, otherwise not only is the color scheme spoiled, but the whole effect of the apparel is bad.

Only a few people seem to realize the cool, comfortable effect of black and white or blue and white in men's clothing. Let each man dress in a black suit of soft texture, black shoes and black cravat, white shirt, straw hat with black band, and he will look as cool and comfortable as any one could wish. The same is true of blue; the effect, in fact, is cooler and better than fancy mixtures or than browns, for the latter is a warm color and really better adapted to the fall and winter.

While the hot weather is still with us it may be a comfortable idea to look forward to the next cold season and note the fashions that promise to prevail then. As a general thing we do not find such a very great difference between last winter's and next winter's styles. The features that made themselves felt during the last season will be emphasized next, broad shoulders and deep-chested effects being especially conspicuous, concave shoulders, loosely built coats cut straight, modified effects in trousers in several ways. The manufacturing clothiers are nearing the end of their selling season, and from the goods selected from the samples by the retail houses, it is very evident that great faith is placed in the brown effects. Another feature that we note is that the average grade selected is better than that of previous seasons. The highest priced clothing has been bought rather sparingly, but so has the lower priced. Medium and better grades are the ones that have apparently received the best call.

It is not altogether certain yet as to the status of the long-belted overcoats. They will be worn, to be sure, to a considerable extent, but just what this extent will be no man is willing to predict to-day, neither can he be certain whether plain fabrics or fancies will have the call. It is one of those things that must be left to the consumers to decide, which they will do in their own good time. As a matter of fact, I believe that there will be just as much variety in overcoats next winter as last, when almost anything was in correct style. There is one style, however, that I believe has seen its best days. I may be mistaken, but it is my feeling, and that is the frock overcoat. They will be worn, yes, but I am inclined to think that they will be considerably less popular than heretofore, except as a dress overcoat. This is what they are in reality, and I believe they will be confined more to their proper sphere.

Fancy waistcoats will, I believe, be even more popular next winter than last. In fact, many of the best-dressed men of my acquaintance propose to have their winter suits made up



Goods for Confidence

One thing is certain about the "Palmer Garment"—you and your customers may safely put your confidence in it.

You'll find no mistakes in it, either in style or quality; it is made right, and it sells right. Those who buy it to sell, and those who buy it to wear, say so.

One sale of a "Palmer Garment" always means more than one; a trade-maker as well as a trade-getter.

You won't do the best for your trade until you do it with the "Palmer Garment."

Do you want to see the line?

Percival B. Palmer & Co.

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

The "Quality First" Line

Chicago



without waistcoats of the same material, but will have two or three waistcoats of fancy fabrics to wear with their various suits. In this way they will keep a variety in their costumes that will be pleasing at all times.

While fancy hosiery seems to be sold in almost as large quantities as ever, I can see a gradual desire on the part of those who are best dressed to wear more blacks, especially in cold weather. Fancies are all right when low shoes are worn, but when high shoes are the thing, fancies seem out of place and incongruous. There is another reason for this also, and that is, that with hosiery at the same price, blacks are of about twice as good quality as the fancies. In other words, it costs just about twice as much to make fancy hosiery as it does to make the plain tone, and it seems to be a useless waste of money to wear fancies with high shoes.

I think the limit for wide four-in-hands cravats is about reached, and by fall a reaction is due. Some of the manufacturers who have recently returned from abroad with the new silks are preparing for this and feel as I do.

Brown Clothing in Demand.

A feature of the wholesale demand is the call for browns. The trade seems to be seeking something by way of variety to get away from the endless processions of blacks, blues, grays and fancy fabrics of the past decade or so, and seems to have found just the novelty it wants in the good old shades of brown, once so popular but for years out of date. Perhaps tan and brown effects in neckwear, shoes and shirts may have something to do with the popularity of browns in suitings. Whatever the cause, there is a marked growth in the call for brown suits from nearly all sections. With the addition of such fabrics, which are being offered in attractive shades and styles, and superior quality the retail trade will have another string with which to pull in business next fall.

Each of the large manufacturer has sent out a mass of literature to dealers to be used locally among buyers of good clothing, and special efforts have been made to give the goods a smart look. The result has been that orders for fall have exceeded the expectations of the manufacturers, some of whom have bought more woolens than ever since they began business, so the woolen salesmen say.

One manufacturer says he never before sold so many fancy patterns and so few blacks. Worsteds have had a tremendous sale and chevions are a good second. Suits from \$9 to \$12 are having a big run and double-breasted sacks are way ahead of last year. All the overcoats sold, with the exception of a few in black, are 50 inches and upward long, and the patterns are almost entirely in high colors, with brown and olive shades prevailing.

The advance in woolens is creating quite a stir among manufacturers, who say it is inconvenient to advance prices on duplicates to custom-

ers, and, on the other hand, it has helped to induce the buyer to place his entire orders at one time.

Value of Mistakes.

A mistake may be made the keystone of system—the foundation of success. The secret is simple: Don't make the same mistake twice—whether it be in the misspelling of a customer's name, an error in your book-keeping method, an unfulfilled promise—it is a valuable asset in your business if you follow the rule. Don't make the same mistake twice.

Let your mistakes shape your system will prevent the mistakes of tem and your system will prevent further mistakes of the same kind. When you discover a mistake sit down then and there and arrange the system to prevent its repetition. You can't afford to make the same mistake twice.

Not only your own mistakes; system those over you and of those under you. That trebles the value of the mistake that helps to make the system better. But don't make the same mistake twice.

Paint it on your wall; emblazon it on your door; frame it over your desk; say it to your stenographer; think it to yourself; burn it in your brain; this one secret of system; this one essential to success. Don't make the same mistake twice.—System.

Outing Suits for Men.

In the face of a late spring there has been an unusually strong demand for crash and duck clothing. Haberdashers and clothiers are enabled to keep their stocks up in good shape through the fact that manufacturers in the city are carrying such extensive lines in stock. A great variety of novelty styles are being shown in linen and cotton.

Lounging robes in two true golf cloths are a veritable fad at the present time. The materials are varied and catchy. In smoking jackets, golf cloths are liked and range from quiet, dark colors to those of brightest hue. Brocaded and Matelosse smoking jackets are selling to high-class buyers in rich colorings. The popular linings are Venetians and satin. Bath robes are now considered an essential part of a man's wardrobe and nearly every haberdasher is showing a large and varied line.

Frenchy Touch in Black.

Tan gowns and grays, this spring, should have a little touch of black satin added. This satin may be used in such a way that it is not really "built into" the gown but may be removed when the fashion changes. A broad girdle of black satin, with a touch of black used again at the throat and the waist, gives a great deal of "style" to a gown; or the satin may be used as broad ties, falling at the side of a white vest. A little gold cloth on the yoke or girdle is very often seen.

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



99/50
—OUR—
NEW OVERALL
\$4.50

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



We Are Distributing Agents for Northwestern Michigan for

John W. Masury & Son's

Paints, Varnishes and Colors

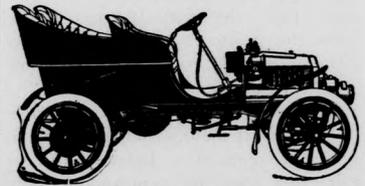
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Jobbers of Painters' Supplies

We solicit your orders. Prompt shipments

Harvey & Seymour Co.
GRAND RAPIDS, MICHIGAN

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.



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"

PETOSKI WUQUETONSING MACKINAC ISLAND
BAY VIEW WALLOON LAKE TRAVERS CITY
HARBOR POINT CROOKED LAKE HORTHURST

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

One waist
Given every woman
by Nature.

For more, see my
"Imported"
Shirtings.

Sold by the yard.

TOM

HARDWARE

Some Principles Which Make for Success.

In his Letters of a Successful Business Man "Old Gorgon Graham" says there is no sure rule for keeping out of trouble in this world, but there is a whole set of them for getting into it.

Between the trade papers, jobbers' circular letters and papers read at conventions we get a large-sized stock of advice, so large in fact that it may be likened to Morgan's securities in remaining somewhat undigested. With all due deference to "Mr. Graham's" epigram, however, the thoughtful man may find much in all this advice that will not only keep him out of trouble, but in other ways be useful and profitable as well.

Of course, if a mere set of rules, well learned, would make a man successful, we would each own a copy, and immediately proceed to get rich, but rules, like religion, lie in the application and are sometimes mighty hard to live up to.

Most men know intuitively most of the rules for success that are published from time to time, and have known them ever since they were old enough to read the sayings of poor Richard. These rules are all right and proper in themselves, but they do not seem to apply when you want them to. While there are many rules, there seem to be more opportunities for application than there are rules.

For instance, we are told by our advisers that we must be careful in extending credits. Now this is a very nice sounding rule, but what retailer did not know that much without being told? Smith comes rushing in your store and buys a bill of goods. By the time you have them put up he has recovered his breath sufficiently to tell you to "charge it." It is your turn to lose your breath, because you really don't know much about Smith. You remember the rule about not extending too much credit, but you can not think of any rule that tells you what to do in Smith's case. He has seemed to you like a very fair sort of a man, but you can not theorize now—you must decide some way and decide quickly, for Smith is preparing to walk off with your goods. You may make a mistake if you credit him; you may make a mistake if you do not. You believe in the rule that "Honesty is the best policy," but somehow you do not like to ask Smith off-hand if he believes in it also.

The jobber has a credit man to decide cases like this, a man who by nature, training and opportunity for acquiring information is well qualified for deciding, when the retailer buys of him, but you must be your own credit man, with scanty time or opportunity, and your success may hinge on a high average of right decisions.

I say "may depend" because of the large number of retailers who are able to remain in business in spite of their seeming carelessness in extending credits. Whether they are not swamped, because their judgment is better than it appears to be, or because the average honesty of the customer is higher than some believe, I have no means of knowing.

There is a popular idea abroad that hardware is a fine business to go into, because "nothing in the hardware line grows old-fashioned or out of style." This idea is on a par with the old idea that the world is flat. Fancy a hardware stock composed largely of ox-yoke, powder flasks, cast butts and roller skates.

The jobber and the trade paper know better than this, so they give us a lot of advice about our buying.

Here again the jobber is all right as to his buying, because he has the benefit of the specialized knowledge of his buyers, while you are your own buyer. During a good part of the year you are listening to eloquent pleas regarding articles you never heard of before, and beautiful word paintings are showing you the happy lot of the merchants who sell these novelties. You are told by all your advisers several things regarding such a state of affairs that you are trying to sort out and classify while this talk is going on. You remember your instructions all right, but, notwithstanding, you do not know what to do in this case. You remember the rule that you must not overbuy—also the one that you must not buy unsalable goods. Then you remember that you are told by your trade papers and other advisors that you must pick up the new ideas, buy the new inventions and keep up with the times. In other words, if this novelty is all right, you should buy it, and if it is not a good seller, you should not buy it.

Anybody knows this without being advised. All the time that these contradictory instructions are being crowded in upon your memory, the traveling man is standing at your elbow and has kept right on talking. You can be assured that if he is out selling novelties he is either an orator or a diplomat, and perhaps he is both. If he is, he is a salesman in the full sense of the word, and if you don't keep your fingers crossed you are gone. If you take the goods it is not a case where you bought them, but where he sold them to you. If, when they arrive and you can sell them, you admire your judgment. If you are not able to sell them, you inventory them a few times at diminishing prices, and then give them away or haul them to the dump and think "what a sour old world this is anyhow."

Even when you buy wisely you often find that changed conditions leave you with dead stock. Log rules and lumber measures were perhaps left on your hands after the forests about you were cut away. Some of you who were in business when flour was shipped in barrels probably lost money on the coopers' tools you carried over when flour began to be



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

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

Horse Clippers



20th Century, List \$5.00.



1902 Clipper, List \$10.75.

Clip Your Neighbor's Horses and Make Money.

FOSTER STEVENS & CO.

Grand Rapids, Michigan

You will need GLASS

for all the following:

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

We sell the 5 and an order will get you

Glass of Quality

Also manufacturers of Bent Glass

Grand Rapids Glass & Bending Co.

Grand Rapids, Mich.

Factory and Warehouse Kent and Trowbridge Streets

Four Kinds of 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.

shipped in sacks. You were busy with a multitude of details and did not notice the passing of the demand until it was too late. You know, if the theorist doesn't, that hardware does go out of style, and when it goes it goes farther than any other class of goods. A hat of the vintage of 1876 can be sold to some one at some price, but it would bother a man to sell coopers' tress hoops where there is no cooper shop in town. We can not substitute very well in our business beyond certain limits. A resourceful man might sell a marking pot for an invalid's spittoon, but if a customer wants a 3/4x 16 machine bolt we can not substitute a wash boiler.

We are limited by our environment and its needs in disposing of the goods that are going out of style. Here again the jobber has the advantage. He can find other markets where the goods still sell, and by means of his letters to his salesman he can work off his theories on them, and his dead stock on his customers somewhere. He can fill his salesman up with ammunition to bag big game, while we have to stalk ours with a trap.

All this time while you are giving credits, buying goods or allowing them to be sold to you, you must keep right along selling your regular goods, and you must in addition thereto be your own correspondent, and, hardest of all, your own collector.

At this time of the year when most of us have finished our inventory and have gazed upon the accumulated mistakes of the past year, we are apt to have "that tired feeling" as we see the dead stock that we so cheerfully and hopefully bought when the year was younger and as full of promise as a dead beat. As we gaze we just yearn for more rules and more advice to help us through another season, so that perchance we may avoid the pitfalls that circumstance has dug for our undoing, in the year of grace 1903.

There is one rule that we all agree upon, as being of supreme importance, and that is the one that admonishes us to always keep our temper whatever may happen while we are doing business. This in my opinion, is the golden rule of trade, at least its successful following brings golden rewards to the man who by nature or by self teaching can always adhere to it. Most of us are mortal, however, and if the retailer who, as I have said, is buyer, credit man, salesman, correspondent and collector, besides being an officer in three or four lodges, can keep this rule at all times, he has no business to be retailing hardware any longer.

You get up some morning with this rule in mind, and think, "How easy that is to keep." You start for your store at an unusually early hour.

The morning is fine and you find yourself humming, "What is so rare as a day in June?"

At peace with all the world, your eyes behold with pleasure the lavish-

ness of nature. The dew sparkles on the leaves and each blade of grass glistens in the morning sun. You listen to the singing of the birds, and revel in the freshness of the air, and in the sunshine.

You are thankful for your lot; the future seems one long June and full of roses.

By this time you are at your store door, find it still locked, and a cloud seems to sail across the sky.

You unlock the door and forget about the birds, the dew, and the sunlight. You are assailed by the hot and stagnant air of a room closed over night, and by odors—not of the new mown hay you have been thinking about, but of cordage, oils, and the dust of last night's sweeping. After you get the back door open so you can breathe again, you begin to wonder about those clerks and whether or not they are ever going to show up. Then you begin to work furiously just to show them how long you have been there when they do come.

After you have tired yourself out doing a lot of unnecessary work, the clerks drop in, and seem much pleased at the work you have done for them.

This makes you feel good—for now you see the reward of unnecessary and uncalled for diligence.

About this time your favorite contractor drops in to tell you that you have lost the bid on that job you were so sure of. You feel good some more, grab a duster and use it vigorously, until you can summon up enough courage to let him see you grin, while you are assuring him that "that is all right." Your voice perhaps is not very strong when you say this, and your grin perhaps has a greenish tint, but you still remember those birds and those other things out of doors, so you dust away, and try to make yourself think that you are feeling first rate.

About the time that you have converted yourself to the belief that you are in a fair way to recover, you somehow learn that one of your customers who is largely in your debt has clandestinely and expeditiously quitted your town to the tune of "I'll never come back." He has also neglected to mention his address. You are a trifle numb by this time but you think about the birds again, and go to the front door to get a breath of fresh air to make sure you are alive.

Down the street you see that farmer who has engaged that \$65 steel range of you, in the act of loading one on his wagon from another store. The scent of manila rope seems good after looking at that range and you duck back in the store where you hope you will be safe for a while.

In your desperation you try to work off an old shop-keeper on a friend who is really reserving of better treatment. You don't work it off, but the effort to "get even" makes you feel better anyhow.

About this time a committee soliciting funds for that new church calls in, and among its members you recognize a man that has been quoting



Forest City Paint

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

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

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

It's an Eye-opener.

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

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.

For \$4.00

We will send you printed and complete

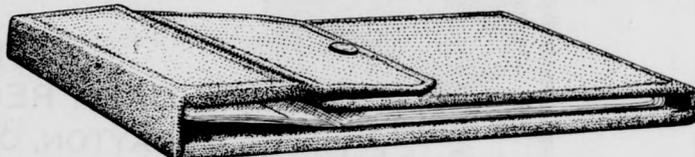
- 5,000 Bills
- 5,000 Duplicates
- 100 Sheets of Carbon Paper
- 2 Patent Leather Covers

We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

A. H. Morrill & Co.,

105 Ottawa Street,
Grand Rapids, Michigan

The E.-H. Folding Pocket Delivery Receipt Outfit



Showing Binder Closed. Size 4 3/8 x 7.

Sheets can be removed or inserted instantly. As fast as sheets are filled with signed deliveries they are removed and placed in a post binder, which is kept in the office where it can be referred to at any time, thereby keeping the office in touch with deliveries. Let us send you full descriptive circular and price list.

THE Edward Hine Co.

Loose Leaf Devices, Printing and Binding
8-16 Lyon Street, Grand Rapids, Michigan

you prices that he got out of a catalogue, and only yesterday another member was in after an oven door knob and a taper joint for a Jerry stove he had just received from some great philanthropist. Your effort to appear a perfect gentleman makes you shiver a bit, but you refrain from telling them that they ought to get their subscription where they buy their stoves and sign your name to the list like a little man.

By this time you are expecting some one to bring back a high grade range that "won't bake," but you rush off to a place you know, where you can be by yourself, and take something for a torpid liver. When you come back you hunt up a trade paper, or a jobber's circular, with the words up in one corner "are you insured," and try to find out what you ought to do on a day like this. The only thing you are sure of is that you have given a good imitation of a man holding his temper.

As we journey through life we find that the advice we receive deals mostly in generalities. It doesn't specify; while our experiences seem to be specific, and to have no general application, we have an experience, more or less unfortunate, and we say to ourselves, "I will remember that," "I won't let that happen again," and somehow it never seems to get a chance to happen again, but in its place, come new and entirely different problems that your past experience does not seem to aid you in solving.

Of course there are some general

rules that we can all follow, that if we would be honorable and successful men, we must follow. For instance, the rule of exact honesty to your customer, your jobber, and your manufacturer. Rules like this compose the foundation of every merchant's real success, but there is another rule that tends towards success, that is so often overlooked that I call your attention to it. If lived up to, it lessens the wear and tear of your daily life, and is thus for your lasting benefit.

I refer to the courtesy both in thought and deed that we should render to our competitor. We should never feel like "getting back at him" for any real or fancied wrong. Never try to "do him up," by slashing prices for his especial benefit, or by underhanded means to get a customer away from him. The man who spends his days growling about competition and about his competitor is spending his life in no enviable frame of mind, and gets himself into a mental state where he can not do justice either to himself or his business, and thereby makes the effect of his competition all the greater.

The waking hours of many a retailer are spent in his store. "His life is there," and these harsh thoughts embitter it. Such thoughts are mostly unfair anyhow. Our competitor may have the same ideas about us, and with perhaps as good a reason. We are in such haste to condemn another in the same line of business, that the most superficial

reason will satisfy us that our competitor is an exceedingly underhanded person.

Not long ago a competitor with whom I have the pleasantest business and social relations, stated to me that he believed someone was cutting the price on nails, and as soon as he was certain that he was right, he was going to stop a further cut by selling at cost by the keg. He had quoted a price to a man who had promised to come back if he did not better it. When I found the man's name, the amount of nails he had asked for and the price my friend had put them in at, I looked over our cash sales slips and the delivery slips and showed him that we had sold that man at exactly the same price as he had quoted.

I quote this incident, believing that a large part of local price cutting comes from this same cause, the fault of the customer rather than of the dealer, and the dealer suffers from it. If there could be methods devised of obtaining better information among dealers in each town, many unfortunate losses and such misunderstandings might be avoided.

Some dealers when they lose a bid like the one above referred to do not make any enquiries as to how it happened. They assume that it was a case of price cutting and so cut their prices in retaliation, retaliation perhaps for something that never happened.

But, someone says, "I have a competitor who lies about me, and about my goods. He tries all man-

ner of tricks to get my customers away from me. Do you think I am going to remain quiet and let him do it? Do you think I won't give him a taste of his own medicine?"

My friend, you may give him a taste of his own medicine, but rest assured that if you do, he will pour out a good sized potion for you in return, and you will both keep at it until you suffer from a large sized overdose.

No, gentlemen, two wrongs never made a right. Never forget that if you do business under your own roof, and leave your competitor alone, you will have more time to attend to your own business, and your own business needs all the time you can give it. It is not your competitor who is going to hurt you, harass or destroy you. There is just one person who can do all these things and that person is yourself.

Like the rest of you I am receiving a whole lot of bicycle circulars from a pastmaster in the art of advertising. As I look at these specimens of high advertising skill I seem to see behind the picture and behind the sentences the words, "Parcels Post," and I am at a loss to understand why a man who is trying to make money in the bicycle business is shouting for parcels post. If he were out for good roads I could understand him, but when I think of him now I can hardly pronounce the words "Parcels Post" without stopping to think. It seems much easier to say "Parcels Pope." Just one more impression and I



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Is the PURCHASE of

A NATIONAL CASH REGISTER

PAYS FOR ITSELF within a year

Earns 100 per cent. per annum

By stopping the LEAKS and LOSSES in your business

A NATIONAL cares for the five most important transactions that take place in your store, thus allowing you to look after the matters that need your personal attention.

- A National Records**
- 1. Cash Sales.**
 - 2. Credit Sales.**
 - 3. Money Paid Out.**
 - 4. Money Received on Account.**
 - 5. Changing Money.**

**NATIONAL
CASH REGISTER CO.
DAYTON, OHIO, U. S. A.**

OFFICES IN ALL PARTS OF THE WORLD

180 E. FULTON STREET,
165 GRISWOLD STREET,
48-50 STATE STREET,
337 SUPERIOR STREET.

GRAND RAPIDS
DETROIT
CHICAGO
TOLEDO

Tear out this coupon and mail to us today.
No obligation to buy.

N. C. R. COMPANY,
Dayton, Ohio.

I am in the _____
business and employ _____
clerks. Please explain fully what
kind of a register is best suited
for my store. Whenever one of
your salesmen is in this neighbor-
hood with samples, I will look at
them.
Name _____
Address _____

Ad. in Michigan Tradesman.

am done. I refer to the catalogue house. Catalogue houses were the real cause of forming this association. There were, of course, other problems to be met, but the paramount evil as we understood it then was the catalogue house, and the inroads into the field of legitimate merchandising.

In looking back over the years that have passed I can not but feel that we were unduly alarmed, and that the disasters that we feared have never occurred. It is well to look at a situation squarely, but it is also well to look at it calmly and judicially, and as I am only uttering my personal impressions, and am not laying down any law, I feel free to say that I see no cause for worry because of the existence of the catalogue house. Perhaps I am unduly optimistic, but if I am I think it a lesser evil than unnecessary worry.

If the catalogue house had not been in existence for these last few years we would have had other problems to face that might have held more of evil for us.

If they are merely a confidence game they will ruin themselves. If they are what they pretend to be they will live in spite of us or our organization. There has been a tremendous increase in wealth and population since the day these houses first came into existence, and the demand for goods has increased accordingly. These catalogue houses have grown, in the meantime, so great that the aggregate amount of their trade is stupendous, but no one

believes for a minute that this aggregate is anything like the amount of this increased demand. Is there a locality anywhere in this State or any other where the catalogue house supplies 5 per cent. of the goods sold in that locality?

If it supplied 10 per cent., what proportion of that 10 per cent. is taken from the hardware trade? Now in these years, since the advent of this new competitor, have not the aggregate sales of the hardware merchants increased to a greater extent than that? Might it not be possible that if it had not been for these same catalogue houses, we would have had more local competition in the shape of new stocks of hardware in our towns? We surely would have had them in some of our towns.

Which condition appeals to you as the better? The present situation, with the so-called evil of catalogue house competition with their sophistries and misrepresentations, while opposed to them are strong hardware associations watching our interests, associations growing stronger every day, with a feeling of mutual dependence on each other, and a better understanding growing up in every retail center among the hardware men, or do you prefer the old order of things that existed previously to that time, lack of organization among ourselves and lack of understanding also—goods frequently sold at below cost, because of excessive rivalry and unfair local competition?

The world of business like the

other factors in our complex social system is in progress of evolution. New conditions arise, and are met with new solution. The catalogue house was but an episode, and like the range peddler the effect is passing away.

We notice a stove occasionally coming to our town from a catalogue house, which we think, as taxpayers and general contributors to our town's welfare, either ourselves or our competitors should have sold. This stove sale seems much more important to us than if one of our competitors had sold it, but it is not. We also notice the fact that a customer has quoted a price out of one of their catalogues, and we never seem to be able to forget it.

We scarcely notice the sun as it shines each day, but we talk about the eclipse for weeks. And so in regard to our business. When we or our competitors are selling, we take it as a matter of course, but if goods come to our town from a catalogue house the times are out of joint, our sun is eclipsed and the business world grows dark. If we would look at the conditions fairly, the shipment of the goods from the catalogue house into our town has just about as much effect on our trade as the sun's eclipse.

E. H. Loyhed.

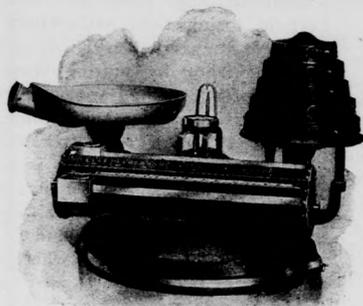
The Invention of Babbitt Metal.

Although Babbitt metal is one of the most common anti-friction metals in use at the present time, but few users of this metal are aware that

Isaac Babbitt, whose name it bears, was the inventor and patentee of the method of lining boxes with soft metal rather than of any particular alloy of the metal itself. The Metal Industry recently published a copy of the original patent, No. 1,252, which was granted to Isaac Babbitt, of Boston, Mass., July 17, 1839. In this he claims to have invented a new and improved mode of making boxes in which gudgeons or journals are to run. To quote from that part of his patent relating to the metal used, he says: "I prepare boxes which are to be received into housings or plummer blocks in the ordinary way of forming such boxes; making them of any kind of metal or metallic compound which has sufficient strength and which is capable of being lined. The inner parts of these boxes are to be lined with any of the harder kinds of composition known under the names of Britannia metal or pewter, of which block tin is the basis. An excellent compound for this I have prepared by taking 50 parts of tin, 5 of antimony, and 1 of copper. But I do not intend to confine myself to this particular composition."

No claim whatever is made for the composition and, in fact, that specified is somewhat softer than what is now known as "genuine Babbitt," which is commonly composed of 96 parts of tin, 8 parts antimony, and 4 parts copper.

It isn't always the big fish that count most in the richest net.



No. 76 Weightless. Even-Balance

40 per cent. Gain Over Last Year

This is what we have accomplished in the first six months of this year over the corresponding months of last year.

MONEYWEIGHT SCALES

have from the first been the standard of computing scales and when a merchant wants the best his friends will recommend no other.

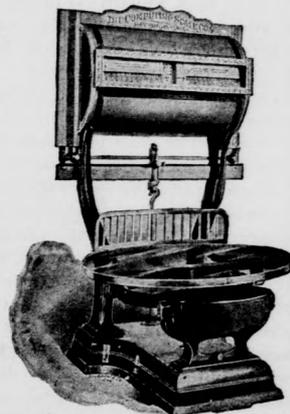
We build scales on all the known principles: Even Balance, Automatic Spring, Beam and Pendulum, all of which will

Save Your Legitimate Profits

A short demonstration will convince you that they only require to be placed in operation to **Pay for Themselves**. Ask for our illustrated booklet "Y."

Manufactured by
Computing Scale Co.
Dayton, Ohio

Moneyweight Scale Co.
47 State St., Chicago
Distributors



No. 63 Boston. Automatic Spring

COMPELS SUCCESS.**Confidence Without Bluster, Well Poised and Balanced.**

Did you ever watch the weather cock? He works hard all day only to tell the passers by which way the wind blows. Men without confidence in themselves are like the weather cock; every breath of opinion stirs them. They start in one direction, and if some one says, "You fool, go back! That is not the way!" they immediately return and start in some other direction only to turn back at the first opinion that challenges their progress.

If you are cursed with a temperament too susceptible to the opinions of others your chance of success in life is small. Only by exerting all your reason can you make any headway. If you can not overcome in some way the tendency to defer to the opinion of your associates, the tendency to give up your own belief, merely because some one tells you to, no matter who that some one is, you will be a failure all your life. It is simply impossible to succeed unless you believe in yourself and your own work.

And your confidence must be unwavering. The shillyshally man who believes in himself one minute and the next takes some one else's opinion of himself never gets anywhere—the man who wavers, who switches off the main line. He becomes simply negative; his efforts in one direction impede his progress in another. He learns nothing about himself or his work, he makes no progress in any direction. Like the weather cock, he turns and turns all day in the same place.

Do you know what you want to do? Do it without fear or favor. Go straight about it, looking neither to the right nor to the left. You must do so if you would succeed. Confidence: that is the note of success.

All objects in nature preach confidence. Do the stars turn their heads to see who agrees with them? Are the oak shoots timid? Does the tiniest blade of grass hesitate to push up through the mold when it feels ready?

"Trust thyself," says Emerson, "every heart vibrates to that iron string. What I must do is all that concerns me, not what the people think. This rule, equally arduous in actual and in intellectual life, may serve for the whole distinction between greatness and meanness. It is the harder because you will always find those who think they know what is your duty better than you know it."

All the great men of the world have been characterized by a confidence in themselves that amounted almost to a superstition. Such was the belief of Napoleon in himself and undoubtedly his supreme confidence in himself inspired his followers to the remarkable devotion that characterized them. True, Napoleon met his Waterloo, but only after he had aroused against himself nearly the whole world. Grant listened to advice, but he followed his own counsel. He withstood the criticism of

his colleagues, the newspapers, almost the whole country, because he believed in himself, and his own plan for bringing the war to a close. It was his unwavering confidence that won success for the North and brought peace in the shortest possible time to the whole country. You can not think of a great man without thinking of his belief in himself. Confidence is an inevitable part of success. Many a man of mediocre talents and unassailable confidence makes a bigger success than the man of unusual ability who has no strong belief in himself. Insist on yourself; learn self-reliance; expect success; deserve it, and you will win.

But there is a false confidence that is no more than ignorance—the confidence of the untried youth whose head is crammed full of theories about how the world ought to be run. He starts out with big, vague ideas of accomplishing everything without definite ideas of anything. This is overconfidence, mere conceit, based on ignorance. But even this vaunting conceit is good in its own place and time. It is a better capital to start out with than shrinking timidity. Even overconfidence that is ready to undertake anything and everything without knowledge or reason shows life and spirit that may by trial and experience become the true confidence of conscious power.

For it is by trial, by battle, that true confidence is developed. Experience is necessary—trials of your strength, efforts to overcome the obstacles in your path. It is what remains after the early conflicts that makes real and permanent confidence.

First you must know yourself. You must know yourself by experience as well as by faith and intuition in order to be firm, unmovable. Now human knowledge is comparative; you can not know yourself unless you are acquainted with others. Knowledge of other people, knowledge of the world and its standards is the sound and necessary basis for true confidence. So that every trial, every undertaking, whether or not it is in itself successful, should give you more and more confidence, because it adds to your knowledge of yourself.

Then in any particular undertaking you must have a clear idea of what is required to bring success. You must understand the work to be done. No half baked ideas, no lazy vagueness in your idea of what you are doing will bring success.

Perfect confidence is based then on knowledge—understanding. You must have a complete understanding of the work you undertake; you must know yourself and the world and its standards of excellence.

After understanding, what does confidence grow on? Knowledge of work well done; knowledge that nothing that has left your hands is skimped, glossed over, or shoddy; knowledge that you have done your best, and that your best meets every requirement of the standard. Here are steadiness, calmness, tranquility. Now, you may say with the philosopher: "Everything which is in any way beautiful is beautiful in itself,

and terminates in itself, not having praise as a part of itself. Neither worse, then, nor better is a thing made by being praised. That which is really beautiful has no need of anything; not more than law, not more than truth, not more than benevolence or modesty. Which of these things is beautiful because it is praised? Is such a thing as an emerald worse than it was if it is not praised?

Do you feel this independence about your work? This confidence without bluster—this poised and balanced confidence is the true confidence that compels success.

John A. Howland.

How Marriage Unmakes Men.

Marriage as the means for the unmaking of men is a condition more common than is suspected by those philosophers who preach marriage as the making of them. It may not be "good for man to be alone" as a general proposition, but in thousands of individual cases men not only have profited by being alone of women but they have gone to woods and deserts, recluses from their kind, and there have worked out their life's work to the betterment of a race, or of the world.

There was much comment in Chicago some time ago when a great banking house forbade employes receiving salaries under \$1,000 to get married, the penalty being dismissal from the institution. It had been the experience of the bank, and it has been the experience of the thinking world at large, that a young man who does not know enough to make more than \$1,000 a year in a great city does not know enough to get married intelligently.

Getting married "intelligently" is a phrase that has been scoffed at a great deal by sentimentalists. They may be expected to scoff now, but without a doubt it is the early marriage, based upon the mere "calf love" of the individuals, that wrecks the careers of so many men. It is a mere sentiment, akin to the boy's desire to be a bespangled bareback rider in a circus, which impels the young man victim of calf love; he has no more idea of the girl in the capacity of wife and mother and after helpmeet than he has of feeding ham sandwiches to the Venus de Milo. As for her, she is at a more or less simpering age in her life at which marriage means the utter stunting of intellectual growth.

And they get married—she to continue the role of insipid, impractical, clogging wifehood, and he to grow hopelessly beyond her if he can as one out of a million, or more certainly to stop with her as when they first met, both sinking into insignificance together.

On the other hand one of the dangers that menace him may be the woman, perhaps older than himself and even more foolish, who makes love to him. With ten more years to his age he would be intolerant of her manifest infatuation.

It is part of the yet undeveloped man of him that he can not rebuke her in her flatteries and attentions.

It appeals to him as too much like striking her a blow without even a real provocation. Not one man in a hundred will have the genuine nerve and courage to run away. His immature judgment may prompt that it is the best thing to do, but he will not heed it. Flattery is far too subtle a force detaining him.

Propinquity, as a matchmaker, has a million marriages to her credit, but in the judgment of the world she is a bad matchmaker for all that. Most men who have married at 30 years old or more would have to confess to having looked out for the matrimonial main chance at one time or another, looking upon it literally as a lottery and hoping for a favoring chance that would bring them face to face with their fate.

Matrimonial dangers besetting a young man in every walk of life are real beyond the average powers of recognition. How he is to escape them may not be written out in formulas ordering a prescribed dose of antitoxin. Fate may help him. Cupid may be indulgent. But where he does escape the marriage that would have been for his unmaking it is more than probable that he can look back upon the circumstance with thanks to his own natural stock of common sense. Joseph B. Oldfield.

The Dignity of Labor.

Sir Hiram Maxim has been reproving the British for the prevailing disposition to look down on manual labor and the too common sentiment among British manual laborers that they are doing something unworthy. He tells them that they do not wear a badge of infamy who use their hands and that those who thus toil err in losing their self-respect and striving to save their children from manual labor by putting them at work for which they are not fitted.

In driving this rebuke home, Sir Hiram says that "the false shame of laboring with one's hands is losing to Great Britain a most important class, a class that is sending America ahead by leaps and bounds." Sir Hiram ought to know whereof he speaks, for before he was an Englishman he was an American. He was born in Maine, served an apprenticeship at coach building, and has by hard work with both hand and brain risen through the gradations of mechanic, inventor and scientist. He was for years a part of the industrial world, just as he is now a part of the titled British world.

Of course he is right about the dignity of labor and the desirability of being a good manual laborer rather than a poor clerk. The man who is in a place where he fits is happier and a better money earner than he would be elsewhere. The shame of labor was the great curse of the South. It will curse every country or section where it is encouraged. Manual labor has been honorable since the world began and will continue to be so more and more as the world grows older and wiser and better.

What's the use of inviting a customer to an uninviting store?

No Statement made in the interest of

SAPOLIO

has EVER been disproved by the public or the trade.

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

NOW we offer to the trade and the public

HAND SAPOLIO

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

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

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

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

ORDER FROM YOUR JOBBER.

ENOCH MORGAN'S SONS CO.

NEW YORK.



Commenting on Customers' Appearance and Habits.

Store conduct is a thing that counts for more than anything else in the actions of clerks, yet it is the thing that is least thought about and most often gets clerks into trouble and the business of the store into disrepute. It is chiefly the result of carelessness on the part of the clerks and a thoughtlessness of how conduct may appear to the customers who are constantly coming to the counters—customers with varying and varied senses of propriety and what is due them as patrons of the store.

How often we hear a person say, "I don't like to trade at Jones' store because the clerks are so important," or "I won't buy of that young fellow if it is possible to avoid it. He always looks a body over so closely and seems so saucy in his actions," or "Every clerk in the store ought to know what I wore to-day," or "What was there so peculiar about my appearance today that caused so many clerks to look me over completely?" These faults so found by customers may be the result of imagination—are largely so—but there is always a foundation for the feelings so expressed, and that foundation is very often thoughtlessness and carelessness on the part of clerks.

It is a common thing among a body of clerks to say they are able to at once spot a bride and groom or a person after a job in the store, and the habit is gained of sizing up all strangers and a great majority of regular customers with the idea in mind of making mental calculations on some characteristics of the customer and perhaps audibly expressing it to another clerk before the customer has left the store. It might be supposed that a clerk ought to be kept too busy to think of such things, but the natural bump of curiosity won't be downed even in the busiest person on the face of the earth. The thing necessary with a body of clerks is that they should control themselves in their actions and instead of thinking how a customer appears to them, think how they may appear to the customer.

Not long ago I observed the actions of clerks in a large department store. The numbers of customers passing about and stopping at the counters should certainly have kept the clerks busy enough not to be observant of personal appearances, yet it was a fact that every customer who presented any peculiarity of dress or features was noted by some clerk and all too often called to the attention of some neighboring clerk. How many customers noticed this I can not say, but if only two customers a day had occasion to see and understand the action the store lost business and good will through it that was altogether too extravagant an amusement for the store to stand.

Clerks at the shoe department critically watched the feet of passing women out of sight, often calling the attention of each other to something wrong, according to their minds. The young women in the lace department were watching the neckwear of women customers and closely noting all the laces worn. The employes in the millinery department looked out into the general store and sized up the millinery worn by the customers, passing comment and calling attention. Perhaps not a customer of them all knew it, but if it was known the good breeding of the customers was superior to that of the clerks and no notice was then given. If it was noticed the customer went home and discussed the action with friends, much to the detriment of the store.

The same thing, on a different scale, happens in every store in the country and is a bad thing for the business of every store. The customer criticised may not know it at the time, but there is always the possibility of some acquaintance or friend seeing and hearing and afterward reporting the circumstance, all of which is bad for the clerks and worse for the store. It is not a fault in one store or in a certain class of stores, but is so universal that it can be called the fault in clerking that injures more trade than any other one fault, or than any other half-dozen combined.

A customer will patiently wait for a green clerk to wait upon her, she will have compassion for the clerk who has his hands more than full of work, she will considerably overlook errors and forgive mistakes, but she can not overlook, forget, or view with sympathy any reflection on her personal appearance or her characteristics as passed by the people behind the counter of a store. She looks at a remark about herself as a personal attack, and she can not fail to resent it as anyone would a personal attack. The simple fact of the perpetrator being within a mercantile house does not make the act any better or more excusable than that which is committed on the street. And anyone of you clerks with the grain of courtesy and gentle breeding in you would resent the actions of street-corner loafers who passed remarks to each other on the women going along the street.

The peculiarities of any customer in dress or action should not be discussed in the store, much less should they be called to the attention of other people while the person concerned is there to be examined. Just think about it for one minute and you will find that you do radically wrong in allowing yourself to do such things, for the habit increases and you will sometime find yourself always looking for the unusual thing in customers. Think of it again and you will remember what you have done within the last three days in that way. Do you wonder why some customer dislikes to have you wait upon her? Have you any idea of the objection she holds within her mind? She wouldn't tell you if you should ask, but it is very probably because of something you

IT DRAWS TRADE

to use
a carefully selected line of

PREMIUMS



Write for catalogue of

USEFUL HOUSEHOLD NOVELTIES

Manufactured by

GOLDEN MFG. CO., CHICAGO
DEPARTMENT P

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

have said or done relating to her or one of her friends.

You know customers very seldom come to a store and make complaint of bad treatment or unsatisfactory service. They prefer to fight it out themselves, and, as the most of customers are independent in the way of paying for their goods where they choose to buy them, they will much more readily go to another store than run the risk of making a scene or being condemned in any way by the proprietors. The customers who are willing to become arguers over their rights or their treatment in a store are very few, and that is why you and your boss never hear anything about the annoyances suffered by customers in your store.

Of these customers who have taken offense at something said or done by the clerks there is not one you would willfully insult or cause to feel affronted, and that is why I say practically all of this conduct so distasteful to customers is the result of carelessness on your part. And it is a carelessness that you can most easily prevent. The next time Mrs. Jones, with her dozen-year-old bonnet and dress of the year '67, comes into the store, don't smile with a superior air, wink at some other clerk and try to say something smart to the old lady. Appearances are only skin deep, and it is a safe thing to gamble a dollar against a dime that the old lady can give you a dozen or two pointers on matters which seem to be so well understood by you. The woman is entitled to all respect on account of her years, if for no other reason, and she is still capable of seeing and knowing a thing or two despite her strangeness of dress.

The next time that young lady who is boarding at the hotel comes in dressed in funny furbelows and loud trimmings, don't cough and smile at another clerk and look her all over as a chicken does a worm just wriggling out of the soil. She may be a little queer, but she may also know a thing or two and be able to pass judgment on her own account. The next time old Ezra Johnson comes in after overalls, with his whiskers unkept, his hair uncut and tobacco juice in the corners of his mouth, do not attempt to cut some funny remark in order to set the whole store to grinning, for old Ezra isn't a fool, no matter what else he may be, and he'll get back at you and the store to the tune of dollars and cents before you catch on to what is the matter. The next time little Miss Smith, old maid for fifty years, comes in with her mincing step, her immaculate dress and very prim and precise speech, don't be foolish enough to try a little imitating before she leaves the store or while there may be others who will report to her what has been going on.

Those are only suppositions, but you know the real people in your community for whom you think you hold a perpetual amusement card of admission. You are not willfully saucy, impudent or insolent, yet you run the risk, every time you do anything of this sort, of offending cus-

tomers, and you also run the risk of offending other people who may see and hear but are in no way connected with the customer concerned.

Do you wonder that people have preferences in clerks and stores? Do you blame people for holding a dislike for clerks who have not treated them or their friends with the consideration due them as good people to say nothing of that due them because they are customers of the store? Think over this matter and bring home to yourself the fault that is yours. Not only do that but be determined to correct it and keep it corrected. It is a matter of good manners, respectability and good business.—Drygoodsman.

Personality as an Asset in Creating Business.

Put your personality into the store.

Let your presence invest it everywhere.

Create an individual atmosphere—a different tone about everything you do.

Distinction is the way out of the commonplace—your salvation from mediocrity.

Nor is the way difficult, although a little show of attainment, perhaps.

You wouldn't wittingly have your store sign or advertising signature just like the other fellow's, would you?

Then, why not make all your store methods just as dissimilar as possible from everybody's else?

A hundred ways to do it!

In your store plan, for instance—insist upon some novel arrangement, a different disposition of your departments.

Have a reason, of course, and let your advertising tell why your way is better.

In your displays—inside and window—get some features capable of elaboration in very many different ways. Then hinge all your changes around it, and you'll soon find your displays referred to about town as "the way you do it."

Your newspaper advertising offers the freest scope for personality. This means much more than the mere insistence upon a uniformity of type display, illustration, or lay-out.

It means the adoption of an intimate and chatty, or cold and conservative tone, according to the trade you aim at, and the preservation of this personal note in all your advertising. This besides the uniform display, primarily necessary, of course.

Keep the interest awake—let the sort of talk that pays in the newspapers repeat its convincing say all about the store.

Excerpts from your newspaper advertising should be displayed in every department advertised. And proofs of the advertisement should be daily displayed at all prominent places. It is just this that makes the public believe in your advertising when it sees that you do yourself.

By all means have a catch-phrase and its every word must reflect this personality.

Keep your liberal policy to the fore wherever possible.

Your notion envelopes, for instance, might have a chatty, convincing paragraph.

Have your salesfolk understand and appreciate your aims, and every sale will help in the creation of this personal atmosphere surrounding your store.

You'll soon find it a very considerable asset in creating business and keeping it.

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

HARNESS

We make Harness from extra selected Oak Leather, hand made, and guarantee absolute satisfaction. We solicit your orders. ش ش ش ش ش ش ش ش

Sherwood Hall Co.

Limited
Grand Rapids, Mich'gan

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.



The Penalty Women Pay for Summer Vacations.

Written for the Tradesman.

When I look over the field and see what my sex has accomplished—the things that it has actually done, not what it is “whereasing,” and “be it resolving” to do in conventions, it seems to me that every other achievement pales into insignificance before the fact that somehow it has managed to pre-empt the summer season for its own and converted it into a holiday for its sole behoof and benefit. Just how it has done this nobody knows. Just why it does it is an equally inscrutable mystery, but the truth remains. At the beginning of summer every woman who can afford it, and a good many who can not, pack their Saratogas, shake the dust of their homes off their feet and lie away on a two or three or four months' vacation, and no husband dares say them nay.

The right to vote is a poor thing compared with the right to get up and go where and when you please, and I confess that I always look with awe upon the summer exodus of wives as a final and complete proof of woman's real emancipation. In the beginning of the hegira some sort of excuse was always put forth, such as, “for the sake of the children,” “my poor nerves,” “the doctor's orders,” etc., but women have now abandoned all such subterfuges, and they boldly seek the lakes, or seashore or mountains, frankly and solely for the purpose of enjoying themselves, and not because they are driven away from home by the necessities of their children or their own ill health.

In a way, no phase of our curious and contradictory social system presents more points of interest or is more typically American, for the custom of the wives of rich and well-to-do men forsaking husband and home to enjoy themselves in the summer belongs exclusively to this land of the free and home of the brave woman. To begin with, there is the humorous suggestion involved in the spectacle of the class who least need a vacation getting the best one. If it were the hard-worked and over-burdened husbands who were going off for a long rest now! But no. Nobody expects them to more than snatch a few days' holiday at the best. Mrs. Benedict and the girls being off at an expensive summer resort is all the more reason why Mr. Benedict should remain in town at his office. Mrs. B. comforts herself with the thought that poor, dear John could not leave his business anyway and that her presence at home would not change the thermometer or lower the temperature. Moreover, wives, as a rule, hold the cheerful philosophy that Providence tempers the sun to the shorn husband and that men do not suffer from heat

like women do, so it is with a light heart that they fare forth to cooler climes.

Having convinced herself that it is her privilege and duty to leave home for the summer, nothing is more interesting than to note how a woman prepares for it. One might think that some compunction and pity for the husband left behind her might visit her at such a moment and induce her to try to make things as agreeable and comfortable for him as she could. She never thinks of such a thing. In the winter her home is a model of taste and a vision of beauty, with all of its artistic bric-a-brac and furnishings, and her husband takes just as much pride and delight in it as she does. Let her begin to get ready to go away.

The first move is to strip the house of every ornament and pack it out of sight. The next is to put all the furniture in shrouds until every chair looks like a ghost, and every time one sits down he feels as if he was in the clammy embrace of a corpse. A tomb is not much more unhome-like or cheerless or more uncomfortable than is the average house as the mistress arranges it for her husband's occupation while she is gone. It is the quintessence of summer selfishness, for it does look as if, if a wife were going to leave her husband to work in the heat, while she is chafing around enjoying all the delights of new scenes and new pleasures, she might at least let him have what consolation can be found in pretty and attractive surroundings at home. But she never does.

Now it is written in the inexorable book of fate that for everything we get in this world we must pay the price. At summer resorts the rates are always high, morally and commercially, and sometimes when I read in the long lists of Mrs. So-and-So's who are spending the summer here and there and everywhere but at home, I wonder if they ever sit down and figure out the cost. At best they get a pleasant trip, with whatever benefits the change has given them. At its worst they get the discomforts of a poor hotel, heart-burning and jealousy because other women are better dressed, and the meager and sorry satisfaction of bragging that they went off for the summer.

But what do they pay?

The first price a woman pays for her summer vacation is the deterioration in her own character. This does not refer to any weighty matter of the law, but the woman who has spent a season at a summer resort, and who doesn't feel at the end of it as if she needed to send all her ideals to the laundry and have them washed and starched before she puts them on again, is either of more than mortal strength of mind and angelic goodness—or she is hopeless. What is there in the air of a summer hotel that brings out an eruption of all one's weaknesses as a hot poultice brings out the measles? I leave it to wiser heads than mine to say, but that there is an occult, demoralizing influence no one will deny. At home

we would simply be incapable of the vulgarity of bragging, but we are not three days at a summer hotel before we are referring to the man who does our chores as our “butler” and dragging our revolutionary ancestors into every conversation by the head or the heels, if they won't come in any other way.

Nine months of the year we hold ourselves above gossiping and are as careful not to steal away a woman's good name as we would be not to steal away her purse, but in the fatal

RUGS FROM OLD CARPETS THE SANITARY KIND

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

Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

SALT SALT

WHAT WE HAVE TO OFFER:

MICHIGAN NO. 1 MEDIUM GRAIN

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

DAIRY AND TABLE SALT

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

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

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

FOOTE & JENKS
MAKERS OF PURE VANILLA EXTRACTS
AND OF THE GENUINE, ORIGINAL, SOLUBLE,
TERPENELESS EXTRACT OF LEMON

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

FOOTE & Jenks
JACKSON, MICH.

COLEMAN'S
HIGH FOOTE & JENKS CLASS
EXTRACTS

three months when we line up with the scandal mongers on the hotel piazza we are at it hammer and tongs, and a foolish and indiscreet young girl had better be raked by the fire of a gattling gun than by our pitiless tongues. Ordinarily, we can keep our own counsel, but the second time we take a stroll on the beach with some chance acquaintance with a sympathetic smile, we tell her the family secrets we have hidden for years and that we ought to be murdered for revealing. While as for flirtations—oh, naturally, we are models of wifely devotion, but we could tell you tales of Mrs. This, That or the others who carry on so with that handsome young Flighty, and—but it is a long story and its record is written in the divorce courts anyway. Not all of us women who go off on summer vacations are flirtatious. Some of us are too good. Some of us are too old and ugly. But there are others.

Then there is the summer child, and I confess that I never see it without wondering how any mother can consider any pleasure worth paying such price for. The summer hotel child is the worst feature of summer life. It is always an unlicked little demon, tearing up and down the porches with shrill shrieks, and as guiltless of manners or respect for its elders, or any consideration for the rights of others, as a primeval savage. Sometimes the summer child is a little boy, and he hangs around the bar room and pool room doors from early morning until far in the

night, hearing things and seeing things that he should not know—a thirsty little sponge that sucks up the dirty drippings of the bar and that never can be made quite clean again.

Sometimes the summer hotel child is a little girl precociously mature, with no thought in her empty little head but dress and show, no aspiration in her snobby little heart but for fashion and style. Already she judges people by their clothes and expenditure. Already she oggles men, childish in nothing, God help her, but her little body. Mamma does not come off to a summer resort, you may be sure, to play nurse, and so these sweet creatures are left to their own devices. You may see them hanging on the outskirts of gossiping women, listening to racy scandal; you may observe them clinging like limpets to the ball room chairs hours after they ought to be in bed, and they are forever in evidence at the hotel table, ordering with a free hand everything on the bill of fare that tastes good to their sophisticated little palates, and is unwholesome for their little stomachs. However much a mother may enjoy summer hotel life she is bound to admit that for children it is nothing short of demoralization. And that is a pretty high price to pay for a holiday.

Then there is the summer widower. The summer woman, off on a vacation, makes him possible. The wife who always shuts up the house and leaves at the first breath of hot weather does not know much about

him. She misses him just as she does the parks in June and other gay sights. Those of us who stay at home know him better. We know that there are two species of him, one of whom is the martyr and the other one is not, thank you.

One kind of him works like a slave all day in an office, and goes home to a lonely and cheerless house at night, to eat whatever sort of a hot, greasy dinner an unsuperintended servant has prepared, and when we think of his wife we say she is the crowning example of unmitigated selfishness.

The other kind of a summer widower meets the situation with cheerful resignation. He does not mope around a funeral house. He is out with the boys. Maria is off at a summer resort enjoying herself. He is doing ditto at home. We hear his little jokes and games. We see his flirtations with pretty shop girls and meet him looping the loop with blonde ladies that his wife does not know. People shrug their shoulders when they look at him and say: "When the cat's away the mice will play." And when we think of his wife we call her a fool. For sometimes when Maria comes home in the fall she can get John back into domestic harness, and make him strike a steady gait again, and sometimes she can not, and that is the price many a woman pays for her summer outing.

Still, for all its dangers, the summer vacation is not to be condemned in toto. It is often a necessity. It

is frequently an advantage. If people who see too little of each other are apt to grow estranged, those who see too much of each other are sure to become bored. The summer vacation is good in proportion to its moderation. A few weeks away from home may do a woman a world of good. A few months may bring her a world of sorrow, and before she decides on the prolonged absence from home, she does well to sit down and count the cost and see if it will pay. Dorothy Dix.

A Chilly Reception.

George Ade, at a recent banquet, was asked to speak on success. "I suppose that failure is more familiar than success to all of us," he said. "We work away. Four things fail. The fifth thing succeeds. The hardest workers have the most failures, but then they have the most successes, too.

"One of my early failures was a melodrama that I traveled all the way from Chicago to New York to sell to a manager. This was in my youth, when I had confidence in myself. The manager returned my melodrama. He said he didn't care for it.

"I pointed out the merits in it which he had overlooked. I proved that he would make a great mistake if he should not accept this work, but he shook his head.

"Can't you use it at all? I asked, desperately.

"Well," said he, 'I might grind it up and use it for a snowstorm.'"

**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

Karo CORN SYRUP



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.



Pay the Shoe Clerk All He Is Worth.

The question of salaries of the salesman is ever before the retailer whether he is doing five thousand dollars' worth of business in a small cross-roads village or a million dollar turn-over in one of the large commercial centers.

The larger stores are more fortunately situated to meet and cope with this subject because there are so many employes that one, more or less, going or coming does not upset the system of the house. They have a minimum and a maximum wage scale. New comers on the sales force usually begin at the bottom of the ladder, but if their sales show that they are entitled to the higher scale of wages they will receive it at once.

The problem to the small retailer is often a most perplexing one. He knows that he can not afford to pay the large salaries they do in the cities and he knows that if he gets a good man he must pay him enough to keep him or he will leave to better his condition. A change on the staff of the small store is often disastrous for it is far from easy to get competent men to remain in the smaller places.

Suppose a retailer has two clerks. He pays one \$12, the other \$10 per week. These salaries will compare very favorably with \$15 and \$18 in the larger cities. Expenses of living in the smaller places are lower and more than compensate for the difference in wages received by the salesmen in the larger cities where the expense of living is much higher. Both of these salesmen are working side by side, they are doing the same work, they have the same responsibility. Why then does the one receive \$2 more per week than the other? The retailer does not find the one worth more than the other, but the one receiving the higher wages has been with him longer and is a married man. Is that a sufficient reason why the one should receive more than the other?

Leaving aside all ethics a salesman should be paid what he is worth to the store, not what he is worth to some one else, not what he demands, nor should he be paid as little as he will accept. How then can the worth of a clerk be estimated? The worth of a clerk, in the opinion of the writer, should be based on the amount of his sales. The clerk recording the largest amount of sales, all things being equal, is worth the most to the store. The store depends on its sales for its very existence; without sales the business can not live, therefore the clerk that can show the best record in sales is worth most to the store.

Salesmen should be given to understand that this will be the prime factor upon which their salaries will be based. A friendly rivalry in this matter will often make a great difference

in the store's income. Absolute fairness should govern the contest, however, for there is nothing that will demoralize a staff of clerks sooner than to have one of them take a sneaking advantage of the rest.

The writer remembers an instance of this nature that occurred some years ago in the ladies' shoe department of a large department store. One of the salesmen, a new man, by the way, was making phenomenal "books." He had been taken on merely as a spare man during a special sale, but his sales were so large that it was decided to retain him and give him a chance to demonstrate whether he could keep it up or not. The manager of the department thought he had got hold of a prodigy for the new man's sales continued to be larger than those of the older clerks. He decided to investigate. He found that the new man was doing two things that were to the detriment of the house. First, he was allowing customers who were hard to please to leave without making any extra effort to complete a sale, because he wished to devote his time to customers who were easier suited. Second, it was found that he was in the habit of sneaking along one of the less frequented aisles and listening to the requests of the customers to the floorwalker who met them. When ladies' shoes were enquired for he would hasten back and coming through one of the side aisles meet the customer before any of the rest could get a chance. If slippers or rubbers, etc., were asked for he allowed the others to serve them. In this manner he had practically the choice customers and he selected those whose purchases were apt to be for large amounts. That is the way he made his large "books." The new man was allowed to go at once, averting a protest from the other clerks who were justly annoyed at the sneaking methods employed to get ahead of them.

When a clerk understands that his salary is to be based upon his sales he will make extra efforts to effect sales. He will try to sell a better grade of footwear for the sake of the increase it will make in his sales. He will try harder to sell articles not called for, such as rubber heels, polishes, even rubbers, slippers, etc., for the purpose of increasing his sales. He will talk up the goods to his friends outside of the store for the purpose of having them come to him, thus bringing many to the store who may be customers elsewhere.

Now, while salaries should be based on sales, there are qualifying conditions. A salesman who makes large sales and loses many customers for the store, in his efforts to that end, is a poor salesman for the store at any price. He must suit his customers. He must make them friends for the store. A salesman who can make permanent customers out of transient customers is invaluable. Future sales resulting from his tact and friendliness in fitting, and his affability of manner should be considered

of as much value to the store as large present sales.

Neatness in the care of stock is another qualifying condition. A salesman who is slovenly in the care of his stock, who is careless in filling up sizes, or who is uncleanly should

not be tolerated at all. One who neglects his stock for the purpose of making up a good sales' record should be admonished, and if he persists in his neglect should be discharged. Customers desire to be served in as short a time as possible

Real Comfort and Real Wear



and lots of both is what gives our shoes the prestige they possess.

This is because they are always what they seem to be, solid, serviceable and easy.

Our trademark on the sole is a guarantee to your customers of shoe satisfaction in every particular.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

No need to worry about your orders for

Tennis Shoes

being filled precisely on time if sent in to us.

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



The Joseph Banigan Rubber Co.

Geo. S. Miller, Selling Agent

131-133 Market St., Chicago, Ill.

Banigan and Woonasquatucket Rubbers are making history.

and unless the stock is in good shape this is impossible.

In the smaller towns where salaries are necessarily lower than in the cities, a system of P. M.'s can be made to help the better salesmen to earn bigger salaries. It is not advisable to put 25 cent P. M.'s on too many lines. It is better to put 10 cent P. M.'s on more lines and make it easier for the salesman to earn a P. M., even if it is not so large. In the end the small items often earned will prove as great as the larger ones earned less often.

The question of what per cent. of the sales should be allotted for salaries is an open one and subject to the particular circumstances and conditions that prevail in different places. It is generally thought that a salesman should receive about 5 per cent. of his sales as his share of the emoluments of the business.

In conclusion, I would urge every employer to look into the matter of salaries. Pay every cent you can afford to pay. Remember that a good man can not be had for a poor price any easier than a good shoe can be obtained for the price of a shoddy one. On the other hand, you should pay only for the labor done, not what the laborer is worth. You can not afford to pay a man to do a boy's work, even although he may be capable of doing other things as well. The boy's work is to be done by a boy and for a boy's wages.

It will pay you to get in close touch with your employes on this question. You may find that you are paying satisfactory salaries, but you may be surprised to find that there is not one of your men satisfied that he is getting what he should. Perhaps they are not. Perhaps if they were you would be better off. Putting a few dollars into their pockets may put a good many into yours.—A. E. Edgar in Shoe Retailer.

More Fashionable Shoes for United States Army.

The United States Army will soon be equipped with more fashionable shoes than the soldier boys have worn for a long time.

There are to be three styles, all on the Blucher pattern, the marching shoe, one for dress and one for garrison. The first will be of stuffed russet leather, extra high and with box toe. In this type the sole will be heavy and the heel low, as this make is the easiest to the wearer while on a march. It will be waterproof.

The second will be black and of calfskin, with box toe and cap, with medium weight sole and heel one inch high, and will be worn with the blue dress uniform, which has yet to be issued for wear.

The third will be of russet leather and on much the same lines as the second and will be for wear on drill while in garrison. The present type is made on the Balmoral last and is clumsy. Several hundred thousand pairs of the new style will be manufactured.

For those who keep on crying "no opportunity nowadays," there is really no opportunity.

Modern Annoyances.

A possibly well-meaning habit among people who want your money is becoming a public nuisance. It has become customary nowadays, when an entertainment is to be given, especially if it is a more or less charitable affair, to send a bunch of numbered tickets to John Smith or John Jones with a note informing him that these are to be used and he is to account for the proceeds. Primarily the notion is to get some money, which charities, like the rest of us, can always find a place for; and the idea no doubt prevails that Smith or Jones will say to himself that it is not worth while to hunt up buyers, and will just draw his check for the bunch and let it go at that.

That served a while and when the game was new, but now it has taken on chronic qualities and the public are wearying. One sufferer recently remarked in this office that his invariable rule as to all such enclosures was to chuck them into his waste basket on arrival. He hadn't asked for them, and he wasn't going to use them, and they were in the way. When you come to analyze it, there is a lot of calm impudence in the proceeding.

Not long ago a widely and most favorably known publishing house sent by express to various addresses in this city unsolicited specimen volumes of a work they were bringing out, with circulars as to terms. These also invited the person receiving the volume to ship it back at the expense of the publishers in case it was not wanted. This involved opening it first for examination, then wrapping it up again, and finally carrying or sending it to the express office. No doubt different people treated the episode differently, but in one case the book just lay where it was put on arrival. Successive enquiries about it from the publishing house were put with the book, and after some time along came the expressman under orders from the publishers to get the book and carry it back to them. Then it went, but it need never have started. Throwing things at people's heads is not the best way to make them attractive.

A Store Menagerie.

There are few shoe retailers who make any special appeal for the trade of the children through the children themselves. They take it for granted that because the parents do the prying the children have no voice in the buying. This is an admission of not being up to the times. It does not require a careful observer to notice that a very large percentage of children are rulers of the parents and can coax or wheedle them into gratifying their own desires. Such being the case it is then quite permissible to cater to the trade in children's shoes through the wearers of them. It is not uncommon for a child to express a desire to go to some store in preference to another, and usually there is a good reason for it. One enterprising shoeman has gone to the expense of specially fitting up a children's department, the furnishing of which appeals to the children. In

it there are singing canaries, a parrot that talks, a mud-turtle, a collection of native and domestic curios, some rare coins, good pictures and other child-fascinating ideas. The shoe dealer is not advised to make his store a menagerie or circus, but something along the line of a special effort to attract the children and through the children the parents is quite legitimate and will be found more effective when backed up by good values than good values alone.

World's Population a Billion and a Half.

According to an exhaustive statistical work by a German the population of the world to-day is 1,503,300,000. The average density of population is about twenty-five persons to one square mile and the distribution among the continents is as follows: In Europe, 392,264,000 people, or 100 inhabitants for each square mile; in Asia, 819,556,000 inhabitants, forty-five to a square mile; in Africa, 140,700,000 inhabitants, thirteen to a square mile. North America, including the West Indies, Mexico, Central America and Panama, as well as the United States and Canada, is credited with 105,714,000 inhabitants, thirteen to one square mile.

His Reasons.

Judge—You let the burglar go, to arrest an automobilist?

Policeman—Yes. The autoist pays a fine and adds to the resources of the State. The burglar goes to prison and the State has to pay for his keep.

Mat the Moulder



Mat, the moulder, who moulds hard all day

In furnace rooms smothering and hotter than—say,

He can tell you the reason he lasts out the week.

It is because he has **HARD PAN SHOES** on his feet.

He whistles and works from six until six.

No corns? No bunions? Well, I guess not. Nix.

Dealers who handle our line say we make them more money than other manufacturers.

Write us for reasons why.

Herold-Bertsch Shoe Co.

Makers of Shoes
Grand Rapids, Mich.

We have bought the entire rubber stock of the Lacy Shoe Co., of Caro, Mich., and will fill all their orders.

This makes us exclusive agents for the famous

Hood Rubbers

in the Saginaw Valley as well as in Western Michigan.

We have the largest stock of rubbers in the State and can fill all orders promptly. Send us your orders.

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

While Warm Weather

lasts keep up sizes in Summer Shoes. You can find all styles of Canvas Shoes in our stock and they are just the thing for this season.

Do you know there's a heap of wear in our "Custom Made Shoes?" More than any other kind we know of; and you will agree with us after a fair trial. Our fall line was selected with more than ordinary care and if you'll give us a chance can make your trade grow as fast as ours has.

Waldron, Alderton & Melze

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

Wholesale Shoes and Rubbers

State Agents for the Locomotive Rubber Co.

How a Railroad President Earns His Pay.

The presiding genius of a big continental railway system—the man who draws the reins over the vast interests involved in the operation of so great and vital an industry—receives for his year's work a salary ranging all the way from \$25,000 to \$75,000. His income is ten, twelve, perhaps twenty times greater than that of his immediate associates, whose positions seem to carry with them the extreme weight of responsibility and whose calculating brains go far toward the successful manipulation of the affairs of the company. In the matter of actual work performed it is probably true that the \$5,000 man outclasses the president—that is, he puts in more busy hours over his desk, and day after day wrestles more tenaciously with vexatious details. He is a spoke in the big revolving wheel and bears his share of an avalanche of burdens.

A question which is more or less puzzling, even bewildering, to the ordinary person, by whom a railway system is regarded merely as a convenience or perhaps a target for damage suits, is, how can the wage earning capacity of one man be so great? What does the president of a railroad give in return for his salary? How does he earn his pay? These questions, however they may be answered on the outside, and regardless of views that may be held by persons who have difficulty in conceiving a salary of \$50,000 or \$75,000 a year, are not at all puzzling to those who are familiar with what a railway president gives and what he receives.

In the first place it may be stated that the man who occupies this position assumes more than he gives. With the assumption of office he shoulders the responsibility of managing a vast industry and being able at the end of the year to go before his board of directors with a record showing that the earning capacity of the property entrusted to him has been judiciously fostered. The president is directly responsible for the financial success of the road, and it is this heavy responsibility that fixes the value of his services.

Considering the original question of what a railway president actually does, in the way of labor, to earn his pay, it would be difficult to determine even after painstaking observation. The popular conception of this official is that he is a particularly fortunate individual who occupies a mahogany finished office a few hours each day, has his work done for him by a carefully systematized force of employes, directs his affairs in a blunt, methodical fashion, and when the atmosphere of his surroundings grows irksome, piles into a plush-lined private car and tours the country. So far as observation goes, the business life of the president might be summed up by an outsider in these few misleading conclusions.

It is true that the men under him, the various heads of departments and branches which go to make up the composite system, look after the small details and dispose of them

with little or no concern of the man who sits at the mahogany desk. Details figure inconspicuously in the official activity of the president. His concern is not for the little things of the business, only in so far as they go to help him on toward the one aim of his position—to derive the greatest possible gain from the resources which have been placed under his command. The president does not worry about train schedules or the immediate handling of passenger and freight traffic. His mind is centered upon one thing—results. So long as these are obtained he is performing the work for which he is paid \$25,000 or \$75,000 a year.

It is the weight of responsibility which bears down upon the railway president and makes his position so far outrank that of the man whose energies are devoted to but one branch of the business. The president, in the eyes of the stockholders and the board of directors, is the one man who is accountable to them for the success or failure of the road in the great, broad, unceasing competition for supremacy and a satisfactory earning capacity, and it is he who must rise from beneath the mass of details involved in the operation of the system and from the top direct his forces in the way that promises the greatest returns.

Perhaps the chief responsibility falling upon the shoulders of the president of a railway system lies in the demands that are made upon him in deciding and directing important business and legal policies to be followed in the operation of the road. It is here that his knowledge of conditions and his familiarity with the needs and possibilities of the property interests entrusted to his care prove his value. An expenditure of millions of dollars may be involved, and years may be required to prove whether or not the judgment of the official was correct, so, for this reason, the putting through of such a deal means an endless amount of calculation and the bringing into play of the sort of shrewd business reasoning that can command the high salaries railway presidents draw. This is one of the innumerable duties such officials perform to earn their pay, and it serves to illustrate the fact that the heads of great railway systems are not overpaid when the services they render are taken into account.

Then there is the vital question of expenditures, which is of no little consequence when the interests under the president's control are scattered over hundreds of miles of territory and governed by all sorts of varying conditions. He has the matter of labor, in a general way, to deal with, and must exert an ever watchful eye to secure the correct ratio between receipts and expenditures.

In summing up in a general way the labor a railway president gives in return for the salary he receives, the well worn observation, "It's not what he does, it's what he knows," suggests itself. The man who is at the head of a great railway system may spend but three hours a day at his

office, his work may be done for the most part by employes under his direction, he may travel in a private car, he may seem to be unoccupied, but he never gets from under the responsibility of being accountable for the producing genius of several thousand men nor loses sight of the fact that he will be held accountable at the end of the year for the results of his labors. And the general opinion prevails in railroad circles that the president earns his salary.

Harry W. Davis.

Keeping the Snake Busy.

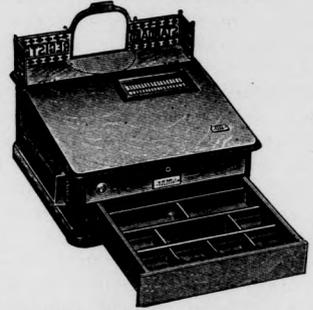
A prominent actor tells this story about two brother players and their experience in a Maine temperance town: Feeling in need of alcoholic refreshment, they made application at the local drug stores, but were told that stimulants were sold only in cases of snake-bite. The actors had about decided to content themselves with such refreshments as the town provided when they heard that a certain resident owned a rattlesnake which he kept as a pet. Securing his address, they called on him and offered to hire his snake for use in some scientific experiments. "Nothing doing," answered the owner; "he's booked solid for four months ahead."

Low prices do not always mean cheap goods. Higher-priced goods are sometimes better investments.

A woman takes as much pride in looking young as a man does in feeling young.

THIS IS IT

An accurate record of your daily transactions given by the



Standard Cash Register Co.
4 Factory St., Wabash, Ind.

\$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 labelled, of paint, hardware and drug dealers. "Hints on Decorating," and our Artists' ideas free. ALABASTINE CO., Grand Rapids, Mich., or 105 Water St., N. Y.

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

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.

THE LIFE OF TRADE

Competition doesn't much trouble the grocer whose business is run along modern lines—the life of his trade is the superiority of the goods he sells.

Superiority means more than mere quality. *The Salt that's ALL Salt* is second to none in cleanliness and purity; but it is because it is just right for butter making that it is so universally popular—because it is dry and flaky; because it works easier and goes farther than any other salt on the market.

*The Salt you sell is in the butter you buy—*hence handling Diamond Crystal Salt is a good rule that works both ways: sell your trade better salt and you'll get in better butter, with better prices and better satisfied customers all 'round as a final result.

Perhaps our most popular package is the ¼ bushel (14 lb.) sack which retails at 25 cents.

For further information address

Diamond Crystal Salt Company
St. Clair, Mich.

Never Give a Customer Cause for Dissatisfaction.

It has often been remarked by shoe men that no matter how large a variety of styles and leathers, it is an impossibility to please everybody, and some sales are sure to be missed.

It is also true that no matter how much thoughtfulness and pains a shoe clerk takes with his customers there will be some who are displeased and always kicking. They will probably keep on trading with the same clerk, but will annoy the life out of him with little, petty complaints, and he must be well fortified with patience and tact to retain their patronage and must always have a large stock of soothing balm to rub on the sore places of said customers' ruffled spirits.

This is one of the most perplexing questions that confronts a shoe clerk, and it is one of the most frequent ones. Some people make it a point to never take a shoe out of the store that suits them—they always figure on taking it back and exchanging it for something else. In fact, there are some people that are really disappointed if the clerk fits them in a shoe that suits them perfectly. They seem to think that he has not earned his salary on the first deal, and they want to be sure that he renders labor for value received.

The last thing they say before leaving the store is, "Now if these don't fit when I try them on at home I will bring them back and exchange them," and the clerk says, "Sure."

I think the clerk is as much to blame for this custom as the customer himself, and while he is culpable I can not suggest any other course for him to pursue. Take it some hot, busy day, when the clerk's patience is nearly exhausted, and have a fussy woman or man come in the store. He insists on looking at everything in stock, and will be sure to pick on some shoe of which the clerk is shy of sizes. The nearest size the clerk has is invariably too small, and after taking it back to the stretcher he tries it on again, with the remark that, "If you find these too small when you get home and your feet are rested, you can bring them back to-morrow and get something else."

Now, the clerk knows when he sends that pair of shoes out that they will be returned, and he also realizes that he won't have anything for the next few days that will come any nearer answering the purpose, and he is sure that the customer will ask for his money back. Right here is where "possession is nine points in law" comes in. The clerk has the money and the customer is going to be urged to try every pair of shoes in the store before that money is refunded.

The clerk who made the sale will "turn him over" to one of the other clerks with the remark, "This gentleman has charge of this department and can probably suit you better than I can," when he knows that he can not show any other styles or sizes than have been shown. When clerk No. 2 gets through with him he will turn him over to No. 3, and

so on until they finally get the fellow worn out, and he will take something, whether it fits or not, and he will also resolve never to come in that store again.

In most such cases it is the indirect result of the proprietor's strict watch over the clerk. Most of them are so greedy that they are afraid a sale is going to get out of the house, and insist on the clerks exhausting every means, whether fair or foul, to get the money. If the clerk does fail to land a man the boss will come up and say in a gruff tone, "What's the matter? Why didn't you show him this shoe and why didn't you turn him over?" etc., until the clerk gets so rattled he resolves in his heart to never let another man get away from him if he has to tie him to hold him, and the result is just as the case previously mentioned.

You must have the confidence and good will of the community before you can hope to build up a big shoe trade, and if you are obliged to pull and haul at a customer until you get him exhausted and he buys a pair just to get rid of you, it is one of the poorest sales you ever made, providing, of course, the shoe you gave him is not suitable for his foot and the wear he wishes to give it.

When you see you can not give a man a decent fit in the shoe he wants, try and get him to want some shoe of which you have his size, and if you succeed in doing that you will show good salesmanship. However, if you find it impossible to fit him in anything near like what he wants, it is the best idea to be honest with him and tell him that rather than give him a shoe that is not every way satisfactory, you would rather he would wait a few days, when you would have his size in the shoe he wanted, and nine times out of ten he will wait and give you another trial. It will be much better, even if he does not come back, than to give him an undesirable fit that will keep him away forever.

There are a great many times, however, when a clerk must set up his judgment against that of his customer when it comes to fitting a shoe properly. A great many customers are ignorant of the size of their shoes, and it is up to the clerk to see that they get a good fit. I have seen many a fellow come in and ask for a No. 8, and when he went out he would be wearing a 9½ or 10, and a perfect fit, too. When you see a man trying to wear a shoe two sizes too small for him, it is your duty to give him a good fit, without regard to the size he asks for. There is where your French sizes come in handy. They not only save many a sale for the clerk, but save many a foot for the customer. Great is the man who first started the system.

In the first place, you should select your shoe clerks with care, and after you have found one that meets with your requirements, don't interfere with him when he is making a sale or jump all over him when he misses one. He is better qualified than you are, being in direct conversation with the customer, to know what to say

and what to show, and if he has your interest at heart he will exert every effort to make a sale, and if he should happen to miss it and you give him a calling-down for it, he will employ different tactics with the next one, and maybe sell him a shoe that is ill-fitting and not at all adapted to his foot, just to keep you out of his wool.

Let the clerks feel that you are one of them and that if they do make a mistake occasionally it is no more than you have done many a time, and that you expect to make many more before you die. If a clerk waits on a customer let him have full swing. He knows the size his customer requires, the kind of a shoe he wants, and he knows what stock he has to work on, and he will wait on

him more intelligently and with more satisfaction to himself and customer if he feels that you have confidence in his ability and judgment, and the customer, too, will more readily respond to his suggestions if he sees that he understands his business and is not hindered in any way by the boss.—Drygoodsman.

According to one correspondent, the Japanese soldier has muscles like whipcord, is a sure shot, has an eye for landmarks and a memory for locality. He can do with three hours' sleep out of the twenty-four, is cleanly, attends to sanitary instructions and is ardently patriotic. He costs the state about nine cents a day and thinks himself well off.

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

COLT SKIN SHOES
ROUGE REX BRAND



One-half D. S. solid throughout, with or without tip.

Men's sizes 6 to 11 \$1 60
Boys' sizes 2½ to 5½ 1 35
Youths' sizes 12½ to 2 1.20
Little Gents' sizes 8 to 12 1 15

These shoes are our own make; we guarantee them. Let us send you samples.

HIRTH, KRAUSE & CO.,
16 AND 18 SOUTH IONIA STREET,
GRAND RAPIDS, MICH.



JENNINGS' Flavoring Extracts
Terpeneless Lemon
Mexican Vanilla
are worth 100 cents all the time
Jennings Flavoring Extract Co., Grand Rapids

JOB LOTS.**Much Material for Their Making in Every Stock.**

This matter of doing something to get business on the move during the so-called dull times of the summer is a thing that has bothered retail-dom since the days when the summer heat prevented the men of the Stone Age from going to war and thus made business dull in the stores of those times. The records found have proved this, and there is no use in any man denying but that there has to be a dull time in the summer when people won't buy anything. You have simply got to sit down on a stool or in the cool air at the back door and do nothing, for there is nothing to be done. That is, there is nothing to be done by the fellows who don't want to do anything or don't want to try.

After a few years of retailing experience I am not fool enough to say that as much business can be done in July and August as any other time of the year, for the conditions that absolutely govern business in the greater number of average retail stores are such as to forbid any such hope, but I know that every store whose proprietors have been in the habit of settling back and sighing can do more business every time it is honestly and earnestly attempted. Dulness begets dulness; and so surely as there is a disposition of the store force to look for dulness that dulness will come and you can't keep it away.

If you will wake up to the fact that because the summer months are naturally months of slower trade you must work harder to get the business that belongs to you if you go after it, you will be able to make your sales sheet for this summer shine in your face like a full moon—and it will look as pleasant to your eyes. No man gets business at any time of the year because he sits down and growls and moans at the dulness of the times. You study the dates on the calendar too much when you think that way. You will fall flat with your business in May, or October, if you don't get around at that time and do something that will make you prepared for the business. How, then, can you expect any better business in July, if you don't put on your racing garb and go after it?

There is no question but that people who have much work to do at home in the middle of the summer will not come to town to trade unless there is something more than usual to induce their pilgrimage. If you fail to put forth some good advertising, if you fail to have good bargains to talk about in your advertising, if you fail to touch the bargain sentiments of the women (and the men, too) how can you expect they will leave their important work, or make any provisions to leave it, and come to town to root around and see what is doing? You have to do a little sweating on your own account or you won't get the people in from the country to buy stuff at your counters and help you to make the bank account large enough to afford you a good stock of goods for the coming

fall trade, which you know you want to put into the store.

The same fact is more or less true of the people of a manufacturing town. The weather of summer is generally accepted as a hot proposition, and women are not going to stir about in the hot sun and in the close air of the stores unless they have some mighty good inducements for so doing. If you shut off bargains and shut off advertising and shut off ambition, you will most surely sit down and have the utmost reason to growl at the dulness of summer trade and the impossibility of doing anything at business during the hot weather. You know that, because everybody who has had anything to do with retailing knows it. Yet the easiest thing to do is the thing we find ourselves doing the oftenest. It is so much easier to sit down and think about how bad it is than to hustle around and make it better, that we do the easiest thing in the days when exertion means sweat and disagreeable feelings. We baby our body and growl at the results. Isn't that all so?

Now what are you going to do about it this summer? I have always been a believer in making one's own jobs as much as possible. That belief was ground into me after working for a man who was continually on the lookout for jobs of all sorts and who stacked away his own bad property that he might accommodate others by buying theirs. When we had on hand a dozen or two of bad patterns in gingham, he would become enthused with the cheapness of a case of the same kind of stuff offered by some manufacturer's agent or some jobbing house, because it was a quarter of a cent lower than he paid for the lot on hand. In it would come and we would pile up some more bad patterns. He worked the same thing all over the store—bought stuff because it was cheap, thinking not that it was cheap because someone else wanted to get rid of it. He never took the bull by the horns and made his own jobs, but preferred to see that his goods were just as valuable as the day he bought them, no matter what may have been the slump in the market at subsequent dates. So we kept on hand our old stuff and marked the new stuff at a lower price and put them out on sale by the side of each other.

That was a queer way of doing business, but I'll wager that you do things equally as absurd, if you could step off somewhere and look at yourself at work on your retail problems. Every store has an accumulation of goods after every season of business that needs to be cleaned out and needs it very badly. But because the goods are familiar to you and because you paid the price for them when they were bought you fail to take into your reckonings that the same are not worth as much now as then and that the real value of them is only that which they will bring in the market. For instance, you bought certain dress goods at 52¼ cents a yard and you still consider their value at that figure, but your neighbor has

Why Hesitate?

From all over Michigan letters are coming to us from women who want to get Lily White, "the flour the best cooks use," but who state that their grocers do not handle it.

While it is true that we sell the great majority of grocers, still there are many who from long habit are selling other brands and who do not read the hand writing on the wall.

These women who want Lily White will get it. Some of them want us to ship direct to them, but we do not care to do this if we can induce the dealer to put some in.

We are advertising Lily White extensively and its sales are spreading with a sureness that is bound to cover every inch of selling territory in the State sooner or later and that dealer is wise who starts first and gets the prestige of leadership.

We do our share toward helping sell it. We furnish advertising matter and work hand in hand with the dealer. We consider that he is entitled to our support and we give it to him in the superb quality of our flour and the advertising we do.

The dealer who puts Lily White in for the first time is always surprised to find out how many people know about this flour and how eager they are to get it and he finds his trade growing beyond his fondest dreams and with no unusual effort on his part.

It is worth trying.

Why hesitate?

Valley City Milling Co.
Grand Rapids, Mich.

the same goods on his counter at a cost of 45 cents and is able to cut under your retail price. How much more are your goods worth than his, simply because he happened to find two or three pieces that were jobs and ready to be closed out? The worth of a piece of goods is its market value and not what you paid for it.

On the other hand, the wash goods that you bought at the beginning of the season have become an old story in the trade, and what is left in the hands of the wholesalers can be bought at a very low figure. The fact of the case is that as the time for their sale dwindles away their value goes along with it, and your goods are not worth as much at the present time as they were two months ago. You will have to run them out on that basis of figuring, for you can not afford to consider the stock on hand worth one iota more than the price of the same stuff in the open market to-day. Make your jobs from your stocks on hand, so far as that is possible. It is to be hoped that you have but little to make into jobs, but if you pile on your counters those goods which you would like most to be rid of and which you know will deteriorate in value with every passing moon after this date, you will be surprised at the amount and character of them. Make the prices on these not according to what your bills rendered them when they were bought, but according to what they are actually worth to you now. Don't be too sentimental about it.

Every jobber who has any deals with you will be more than pleased to see you do this, for it will not injure his profits in the least. A jobber, above all things, dislikes to run up against a retailer who is in the habit of loading himself to the eaves every time there is an opportunity to buy. The jobber is suspicious of the staying qualities of such men and is always watching them. If he knows a man keeps a clean stock and attempts to move passe and undesirable goods out he will smile on him, for he would much rather be able to sell a man a full bill of new stuff at the beginning of each season than to run against the excuse that so much of last season's goods remain on hand it is not policy to buy "just now."

You will need some new stuff to make a summer sale. Old articles of furniture always look better with a coat of good varnish, and old goods seem newer to the looker if they have sprinkled among them something that is fresh in the wrappers or still bound with original bands. Buy what you need from the stuff advertised for sale at a price, but never forget that you have the materials for the making of a lot of jobs among the goods that you have already paid for and have not sold.

Next, you need to make the people around you know that you have some stuff on hand in your store that is worth their time to look at on account of the prices asked for it. It doesn't need a circus-like advertisement to tell this. Sometimes a little noisiness is a good thing, but when

too much wind is pushed in at your end of the horn people are liable to become a little suspicious of the genuineness of the statements made. Just tell it in plain, straight English, and you will find more believers. If it is a matter of prices on which you wish to dwell, and that is probably the case, be sure you make the prices conspicuous. And don't forget to spend some time on the arrangement of the advertisements so that they will make attractive reading rather than suggest the finding of the proverbial needle in a haystack. I know one retailer who advertises some real bargains, but he mixes and mauls them around so terribly on a great sheet of paper that is left expensively blank on one side that people pay not half the attention they would if there was an attractiveness to the set-up and arrangement.

You will have dull trade just so surely as you sit down and predict it is to be there with you on a certain date. If an extra dollar or two of profits and a lowering of stocks at this season are worth having, you will have to get up and hustle in order to get them that way. Some things are impossible but a man can never know what they are in business until he has been out on the trail in search of everything worth having. How dull your summer dullness is to be depends more upon yourself than upon the people to whom you would like to sell your goods.—Drygoods-man.

What Lemons Will Do.

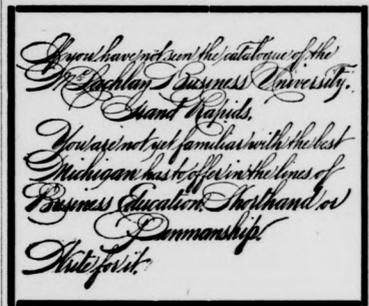
No family should be without lemons. Their uses are almost too many for enumeration. The juice of a lemon in hot water, on awakening in the morning, is an excellent liver corrective. Glycerin and lemon juice, half and half, on a bit of absorbent cotton, is the best thing in the world wherewith to moisten the lips and tongue of a fever-parched patient. A dash of lemon juice in plain water is an excellent toothwash. It not only removes tartar, but sweetens the breath. A teaspoonful of the juice in a small cup of black coffee will almost certainly relieve a bilious headache. The finest of manicure acids is made by putting a teaspoonful of lemon juice in a cupful of warm water. This removes most stains from the fingers and nails, and loosens the cuticle more satisfactorily than can be done by the use of a sharp instrument. Lemon juice and salt will remove rust stains from linen without injury to the fabric. Wet the stain with the mixture and put the article in the sun. Two or three applications may be necessary if the stain is of long standing, but the remedy never fails. Lemon juice (outward application) will allay the irritation caused by the bites of gnats or flies. Lemon peel (and also orange) should be all saved and dried. They are a capital substitute for kindling wood. A handful will revive a dying fire.

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

Freight Receipts

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

BARLOW BROS., Grand Rapids



This Stamp



Stands for Integrity Reliability Responsibility Redeemable everywhere

American Saving Stamp Co. 90 Wabash Ave., Chicago, Ill.

BROWN & SEHLER CO.
West Bridge Street
GRAND RAPIDS, MICH.
Manufacturers of
HARNESS For The Trade
Are in better shape than ever to supply you with anything you may want in
Harnesses, Collars, Saddlery Hardware, Summer Goods, Whips, Etc.
GIVE US A CALL OR WRITE US

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 manufacture. 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.

140 Grocers in Grand Rapids are selling
Jennings Absolute Phosphate Baking Powder
Packed 5-ounce cans, 10 cents
1/2-pound cans, 15 cents
1-pound cans, 25 cents
Order sample case assorted sizes
The Jennings Baking Powder Co., Grand Rapids

Iced Confections
For Summertime
Packed in 22 pound cases
Never get sticky or soft
Putnam Factory National Candy Co.
Grand Rapids, Mich.

Use Tradesman Coupons

MOVES LIKE WAVES.**Some of the Eccentricities of Dishonesty.**

Dishonesty, according to the observations of men in the business of bonding men against possible theft from their employers, is an evil that strikes communities in distinct waves. Some of these companies in the year 1903 have just passed through a wave of losses from embezzlements and theft that has left them poorer by thousands; other companies passed through the wave of crookedness one or two years before and have figures to show that for 1903 their patrons were unusually honest.

How is it to be accounted for? For instance, the Fidelity and Casualty Company of New York had losses of 21.9 per cent. compared with only 15.9 per cent. in 1902. The United States Fidelity and Guarantee Company lost in its fidelity business in 1903 just 38.1 per cent. of the premiums received, as against 36.2 per cent. in 1902 and only 18.3 per cent. in 1901. The National Surety Company paid last year 33.1 per cent. of its premiums to make good its losses from dishonest bonded individuals, the highest losses within the last seven years. The Fidelity and Deposit Company and the City Trust Safe Deposit and Surety Company each paid out more than 35 per cent. of their premiums, the heaviest proportion of losses in the history of these companies.

On the other hand, however, the United States Guarantee Company lost 42.2 per cent. of its premium receipts in 1901, while only 26 per cent. was lost in 1903. The American Surety Company's losses in 1902 were 31.2 per cent. of premiums, while in 1903 they were only 26.7 per cent.

Where is the philosophy of the embezzler? What are the forces that make for or against his crookedness? Where does the observer in the fidelity trust department of some of these great bonding companies get his data as to lack of moral obligations and how does he tabulate them for reference?

Certainly it is the business of the surety company in these early days of the twentieth century to follow and tabulate these sins of commission. The employer as a class has gone out of the trusting business in the matter of men who are handling large sums of money or its direct equivalent. Personal bondsmen are hard to find, even if they be acceptable. They are in the proportion of bell cash drawers to the ubiquitous cash register. It is for a premium in cash that the man of the present gets permission to make a living by handling other people's money.

With the figures quoted it is a question still whether men are more disposed to dishonesty to-day than they were in the "good old times" before a surety company was thought of. The wave theory, positive and negative, proves nothing definitely.

In the opinion of the Secretary of one of these companies the man of the present is not more disposed to be recreant to a trust than was the

man of a generation ago, but he believes that the young man of the present is especially menaced by influences making for his downfall. In the first place the young man of the present may be getting a big salary as compared with the salary of his grandfather in a similar position. But it must not be forgotten that in the increase of luxuries that have come to be necessities of the present the young man now has to spend more money than ever before.

At the same time this may be incidental only. One of the chief causes, as this official sees it, is the rapid development of the gambling spirit among nearly every class of men. Ten years ago gambling at the race-track was the exception rather than a rule. Great Britain at the time was suffering under the spell, and the stories of the awakening of the gaming spirit there were novel to the young American. Today scores of business houses in the United States are posting notices in shop and factory that employes found frequenting the race-tracks, making bets on races, or playing at policy will be discharged.

As a first thought it seems almost an absurdity to make the statement that it is the trusted employe who always makes the break into the unprotected funds under his hand. But the point is plain that the employe who is not trusted never gets a finger into the cash of a big house or bank. Some of these trusted men have been so long in a house and so fully trusted that their defalcations, thefts, and embezzlements are tremendous when they do occur.

These types are passing, however. The bonding of men in the surety companies is growing steadily and, in spite of the losses that sometimes foot half a million dollars at a stroke, these companies are paying dividends. It is one of the saving graces of the dishonest that the number of those stealing less than \$500 is greatly under those stealing more than that sum. In one of the big companies, within three years, 180 claims have been made for sums above \$500, while only twenty losses have been settled under that sum. Again, too, the surety company assumes a position of absolute independence of action with reference to taking or not taking a risk. In the first place it may have sent out a startling set of leading questions to a dozen of the friends and business acquaintances of the candidate, and it may have exacted of him in his candidacy a physical description almost rivaling the famous Bertillon measurements. But when all of these are in, the company's agent making enquiries on the quiet and along the company's own lines may turn the last of these catalogued answers down and refuse the policy.

Whisky has been regarded as one of the greatest agencies making for the small shortage and the petty embezzlement. Under the influence of the liquor the man's judgment is clouded and he may be a criminal on the face of things when he awakes to the situation. Frequently in this dilemma he turns to the racetrack or

to the bucket shop to recoup, and thus goes from bad to worse. Not infrequently after one of these men has been discharged, however, he comes up to his former place of employment, week after week, paying \$3 or \$4 perhaps toward a final clearance of his character.

Fred Gresham.

Why Men Excel Women as Workers.

The late Herbert Spencer was noted for the low esteem in which he held women, so far as mental power and capacity were concerned. He was accustomed to say that the low mental power of women was seen in their poor appreciation of the meaning of words and in their habitual disregard of truth telling through their wholesale and perfectly gratuitous use of exaggeration.

Spencer, earlier in life, was an ardent advocate of woman's rights; but in his maturer age he recanted his early opinions, and his last dictum upon woman's rights was practically this: That the only rights which women should ever have were the rights which men would see fit to give them. Perhaps it may come as a surprise to many of the advocates of the doctrine that women are inherently the equal of men to learn that Herbert Spencer's ideas are shared in by many specialists, whose opinions have been formed quite apart from prejudice against women or in favor of their own sex.

The writer recently undertook to secure a poll of Chicago scientists upon this subject, but he came near failing in his mission, for, although he cautiously approached a number of local authorities, he could not find a single one among them willing to discuss the question for publication. One well known professor of anatomy, however, consented to let the ice of his reserve partially thaw out.

"My dear sir," said he, the moment the subject was broached, "do you fancy for a moment that I wish to make enemies for myself among the women? If so, you are in grave error. Besides, I do not altogether agree with Mr. Spencer's view, if that view is as you put it. We can not say that men are superior to women or that women are superior to men until we first define just what superiority is. Now, my wife is a much better woman than I am, inasmuch as I am not a woman at all. Men and women point out their differences, but it would hardly be fair to compare men and women. We would need a standard of comparison, and where are we to get it?"

"But you can tell why it is that in the world's work men have done so much and women so little."

"There, also, we make definitions. What is meant by world's work? The question of sex has everything to do with it. Women do one kind of work, men do another; and as the two kinds of work can not be compared we can not say that woman does her work in a manner superior to the manner in which man does his work. You must remember the biblical simplicity of 'male and female created he them.'

"At the same time we recognize distinct fitnesses in men for certain kinds of work, and as all these kinds of work are active in their general nature, we may say that in all work of an active character men are better than women. Woman's work is passive."

The professor fell into a thoughtful expression.

"I believe it was Tennyson," he continued, "who said that women are like children; that is, that they are more like children than men are; and this is a positive truth, even although it was uttered by a poet. Women in most of their physical characteristics are like children. And they are also like children in most of their mental characteristics. If you note the shape of the foreheads of women you will observe that they look much like the foreheads of children. Then, too, their bodies are smaller, their skin is smoother, thinner, and softer, they have less hair on their faces and more hair on their heads than have men, and they are altogether incapable, as compared with men, for work requiring physical exertion."

"But how about their mental capabilities?"

"As to that," replied the scientist, "look around you. Take the great city of Chicago with all that it contains. It is the work of the hands of men not only, but of their minds as well. The concrete achievements of science and art are all the work of the inventive genius of the minds of men and of the strength and skill of their hands. The machinery that weaves the silk fabric with which woman is clothed, the exquisite color with which the fabric is dyed, the ships and the railways that have transported the raw material and the finished goods, all these things are the work of the brains and hands of men. Women seem to have neither the minds nor the bodies capable of doing this work."

"In the arts of poetry, painting, sculpture, music, architecture, and what you please, there is not among the names of the great ones in these arts the name of a woman. There is not the name of a woman in the entire history of science. I mean, of course, a great name. There was never a great woman chess player. Of Rosa Bonheur, George Eliot, George Sand and a few others all we can say is that they were amazingly great for women. If their work had been done by men it would not have been considered much above the average. Besides I think Goncourt says that women of genius are really not women. They are more like men. It is the average we discuss, of course."

"But would you not say that Sarah Bernhardt is as great an artist as any male actor?"

"Ah, but that is another thing. Bernhardt portrays women's characters. A man can not do that. The actress who faithfully mimics woman is only a counterfeit woman. You may as well say that women make much better mothers than do men. Admitted. They do. A mother's

touch upon her babe is the gentlest touch conceivable; but in that one thing alone is her delicacy of hand finer than that of the hand of the man. If you doubt that assertion just try a woman barber.

"I know that in my own line I never knew a woman who could do anything approaching the fine work of the man, and not because she lacks training; for of 100 boys and 100 girls the boys will surpass the girls nearly 100 per cent. In short, not one of 100 girls will be equal to any one of the 100 young men. And that notwithstanding the fact that the young women are more mature than the young men. In the making and the manipulation of fine scientific instruments the male hand is surer, more delicate, more deft, and in all ways is more efficient than is the female hand.

"Women, not unnaturally, seem to be lacking in all those performances in which men excel, from astronomy, mathematics, and chemistry to acrobatics. Women could never have built the Union Pacific Railroad or the Brooklyn bridge, more than the Colosseum or the dome of St. Paul's. It isn't in them."

"But you would not hold that men are morally superior to women."

"O, by all means; that more than anything else. Every forward step in reform has been made by men. The male mind has a much more delicate appreciation of justice and kindness than we find in the female—and that in all species of higher animals as well as man. That is why we have male judges and male legislators. Women are much more cruel than men, and that is only natural, for it is in keeping with their child-like nature. The cruelty of the step-mother is a proverb; but the step-father is not cruel—often the reverse. This jealousy and cruelty of women was really a necessary trait in the evolution of the race, and it now remains as an instinct, just as with men the instinct of work is originally traceable to the needful activity of the male in the evolution of the race."

"Do you believe, then, that women will ever become the equal of men in these things?"

The man of science glanced in wonder at his interrogator.

"How should I know anything about that? You may as well ask me whether I believe it will rain on the Fourth of July, 1950. It may, or it may not. Nobody knows anything about it. Woman may become all that man is now and much more, and man may become an insignificant, powerless, helpless, complacent instrument in the hands of the superior and stronger woman. What may take place in the future is a matter for everybody to settle according to his own tastes and desires. As to what has taken place in the past, and as to present facts, however, there does not seem to be room for much doubt." Walter Payne.

Many a woman who poses as a Christian lies awake nights trying to concoct a scheme to get her neighbor's hired girl away from her.

Hardware Price Current

AMMUNITION			
Caps			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers			
No. 2 U. M. C., boxes 250, per m.	1 60		
No. 2 Winchester, boxes 250, per m.	1 60		
Gun Wads			
Black edge, Nos. 11 & 12 U. M. C.	60		
Black edge, Nos. 9 & 10, per m.	70		
Black edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of oz.	Shot	Per
120	4	1 1/2	10
129	4	1 1/2	10
128	4	1 1/2	8
126	4	1 1/2	6
135	4 1/2	1 1/2	5
154	4 1/2	1 1/2	4
200	3	1	10
208	3	1	8
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 25 lbs.			
Drop, all sizes smaller than B.	1 75		
Augurs and Bits			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	6 50		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. Steel	7 00		
First Quality, D. B. Steel	10 50		
Barrows			
Railroad	15 00		
Garden	32 00		
Bolts			
Stove	70		
Carriage, new list	70		
Plow	50		
Buckets			
Well, plain	4 50		
Butts, Cast			
Cast Loose Pin, figured	70		
Wrought Narrow	60		
Chain			
Common	7 c.	6 c.	6 c.
BB	8 c.	7 c.	6 c.
BBB	8 c.	7 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	30&10		

Iron	
Bar Iron	2 25 c rates
Light Band	3 c rates
Nobs—New List	
Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis
Metals—Zinc	
600 pound casks	7 1/2
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
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
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 75
Wire nails, base	2 30
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 3 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Alloway Grade	7 50
14x20 IX, Charcoal, Alloway Grade	9 00
14x20 IC, Charcoal, Alloway Grade	15 00
20x28 IX, Charcoal, Alloway 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	33 60
Nos. 15 to 17	3 79
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
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—Alloway 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.	5
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.	54
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Gloomed 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 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per Gross, 4 00
Quarts	4 50
1/2 Gallon	6 25
Fruit Jar packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
No. 0 Sun	Per box of 6 doz. 1 60
No. 1 Sun	1 72
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each chimney in corrugated carton	
No. 0 Crimp	1 80
No. 1 Crimp	1 78
No. 2 Crimp	2 78
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 33
2 gal. galv. iron with spout, per doz.	2 20
3 gal. galv. iron with spout, per doz.	3 10
5 gal. galv. iron with spout, per doz.	4 05
3 gal. galv. iron with faucet, per doz.	3 70
5 gal. galv. iron with faucet, per doz.	4 68
5 gal. Tinting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 1 B Tubular	7 25
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dz. e'ch	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/8 in. wide, per gross or roll.	25
No. 1, 1/2 in. wide, per gross or roll.	30
No. 2, 1 in. wide, per gross or roll.	45
No. 3, 1 1/2 in. wide, per gross or roll.	80
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 00
500 books, any denomination	11 00
1000 books, any denomination	20 00
Above quotations are for either Ten-man, 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 00
500 books	11 00
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

ASTOUNDING AUDACITY

Of a Suit Department Clerk in a Local Store.

Written for the Tradesman.

I was in a department store the other day—to be specific, it was the suit department of the establishment—when the following incident occurred; an incident that "points a moral and adorns a tale" of curiosity and bad manners on the part of the girl who waited on me:

I am not very familiar with the store in question or its business methods for I have always disliked the proprietor and his goods. I never enter the door except as a last resort to try and find something I have been unable to get at any other store.

I was in somewhat of a hurry this day of which I speak and, as the elevator bears the reputation of being a slow one, I climbed the flight or two of stairs leading to the department I sought. As I neared the top the eye commanded a full sweep of that part of the floor devoted to the suit department.

When I go to a place where I am not in the habit of trading, if the salespeople are all strangers to me, I quickly size up the force in the particular section where I have business and select, not always the prettiest girl—beauty is but skin deep and many a pretty face as to regularity of feature and tints of complexion may yet harbor an habitual frown of discontent or even an expression of positive disagreeableness—but the one who has the pleasantest eyes and mouth, and what the little witch, Anna Held, would call "a way wizer." If the one that seems the most amiable as to disposition is busy with a customer, and I can take the time to wait until she is through, if anyone else comes to see what I wish, I simply say:

"I am waiting for that saleslady over there."

The one I say this to generally observes:

"Oh! she's busy just now, but she'll be at liberty in a few minutes."

She thinks I know the girl I speak of, and that ends it so far as she or any other clerk is concerned.

Well, as I said, I glanced over the bunch in the suit department as I neared the top of the stairs.

My heart sank when I saw the three specimens employed. There might have been more, but if there were they were not in evidence now. Each of the trio looked as if she was perfectly able to "bite a ten penny nail" not only "in two" but in several more than the proverbial specified number! Nothing less than vitriol, vinegar and wormwood could be their regular diet, their faces were so sour-visaged. One had a customer and, as there was no choice between the remainder—it was a case of out-of-the-frying-pan-into-the-fire—I made no attempt at discrimination, thinking to take the one into whose hands I would naturally fall.

I was "in for it" sure enough this time, as I had only come in anyway to "look around" as to short white duck skirts, white Sicilian or brilliant-

fine ones and very light-weight black ones.

Before either of the two unoccupied girls(?) came towards me, I thought to forestall criticism in their minds, so I quietly began to handle the only duck skirts in sight—just two. Fortunately these garments were but a few feet from the head of the stairs and I hurried to them as if my life depended on the inspection.

When you do this, when you are gently flipping up the hem of a skirt, if a girl comes along and asks you if you "wish something" it goes down better with her if you reply, "No, I am 'only looking,'" than if you pounce right in and ask for such-and-such an article. Thus she is obliged to take the initiative and it leaves you free to retire without her having cause to get angry with you for not buying of her crankyship.

The two skirts were of a shoddy, cheap grade of duck and I wouldn't have been seen dead in either of them.

Along came two women clerks. By the widest stretch of the imagination they could not have been designated as "young ladies" and it was a toss-up between them as to which was the uglier looking.

It was funny the way they acted. I don't believe—I should say "I believe"—I believe they could not have had a customer apiece that blessed morning, for each took an eager step forward to wait on me. Then they both stopped suddenly and eyed each other like eagles. Another step and another uncertain pause, accompanied by more glaring of the eyes.

This ludicrous procedure was repeated once or twice and finally one of them took an extra long step in my direction, thus outstripping the other completely.

That seemed to settle the silent controversy between them and the defeated one dropped out of the ranks. Fate (Kismet) had settled it for me as to the tender(?) graces I was to fall into and it was the much-bekissed naval hero's choice with me.

With a glance askance at the steely blue eyes coldly questioning me, I remarked with inward timidity that I "wished to look at something better than those two white duck skirts—had she others?"

"No!" snapped the thin lips before me.

"Had she anything in brilliantine or Sicilian in a walking length?"

"No, nothing!"

"Was there something in black—etamine, granite, mistral or voile?"

I even stuck the accent onto the last word, despairingly hoping thus to subdue the wildcat.

"Oh, yes," answered the jungle-bred, with short jerky steps leading the way to a long row of such skirts.

I have not told you that I had left my glad rags at home that morning, hanging sheeted in my wardrobe, but such was the case. That wouldn't have altered the naturally sour expression of that clerk's physiognomy, but you shall see how her manners and her speech changed when, pres-

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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.

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

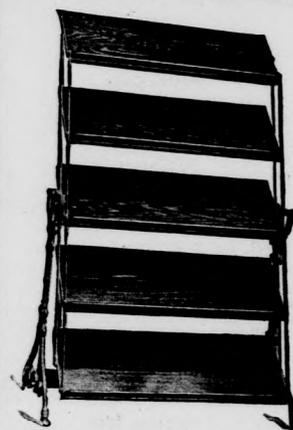
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"Universal"
Adjustable
Display Stand

The Best Display Stand Ever Made

Adjusts as table, bookcase, or to any angle. Only a limited number will be sold at following prices:
No. 12, 5 shelves 12 inches wide, 33 inches long, 5 feet high, net price..... \$4.60
No. 9, 5 shelves 9 inches wide, 27 inches long, 4 feet high, net price..... \$4.20

Two or more crated together for either size, 20 cents less each.

Further information given on application.

American Bell & Foundry Co.
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Superior
Stock Food

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

Manufactured by

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Limited
Plainwell, Mich.

ently, as I was holding up against myself one of the two light-weight short black skirts she had grudgingly brought forward to a mirror for my examination, some one familiarly took hold of my arm and accosted me with the utmost cordiality.

Surprised, I turned to see the unknown speaker, as I did not recognize the voice.

Luckily for me with this clerk, it chanced to be a wealthy young woman of long-time acquaintance. She was attired in that quiet costly elegance which bespeaks the true lady of culture when she hath a many of the Almighty Dollars for which so many are giving up every pleasure in life to chase after.

I had not seen the young lady in over a year and she was full of a European trip she had taken since last we met.

As I say, she is one of the favored, take-no-thought-for-the-morrow individuals, and each year she goeth atraveling up or down this green earth somewhere. The last time I saw her she had to tell me about the many interesting pictures she had taken with her own camera on a long Western trip.

I politely requested the clerk to excuse me while I talked a few moments with my friend, and I asked the latter how her snap-shots came out when developed, etc., etc., as one person will question another concerning a fad for which both are enthusiasts.

We talked about the lady's trips and the pictures perhaps five or ten minutes, the hateful clerk seating herself near by and eagerly absorbing the conversation with both ears.

"Who is she?" was her quick question the moment my friend had left.

I was astonished at the forwardness of the girl—but was to be still more so.

My impulse was not to reply, but, curious to see to what lengths the clerk would go, I changed my mind. "That lady? She is a young widow," I evasively replied.

"Rich?" she asked next.

"Yes," I said, non-committally.

"Very rich?"

"Yes, very wealthy."

"Husband dead?"

"Yes, I said she is a widow," I answered, beginning to feel more nettled at the tone the clerk's voice was taking on.

"Husband dead!" she muttered, more to herself than to me.

"I'd be glad of it if I was him!" she fiercely exclaimed. "I'd be glad of it! I'd be glad to be rid of her!"

I looked at the girl in astonishment, wondering if she were crazy, and began to feel a little alarmed.

Mind you, I had never set eyes on this person before in my life.

I said nothing, but went on holding the interrupted skirt against my hips. Then I gave it a folded toss on a chair.

Heedless of my averted face and increasing haughtiness, the girl, upon this, launched forth upon a sea of abuse of the lady who had just left the department.

"Yes," she repeated—not once but three or four times—"I'd be glad I was dead if I was him! I can't abide the woman! Every time she comes in here I get mad at her. I don't like her. She's awful to wait on—awful—so particular—always knows just what she wants—you can't tell her anything—I hate her!"

This was delivered all in one breath and with anger bristling in every sentence.

I did not know what to make of the speaker. Here she was, talking to me in excited invective against a lady who, for aught she knew, might be my dearest friend, or, mayhap, a relative whom I had not seen for a long time.

Thinking to end her tirade I simply said:

"The lady is always pleasant to me. I have known her a long time."

I turned to leave the place, wishing I might never enter it again, my present impressions were so unpleasant.

I started to go, as I say, but paused as I passed another row of wire-hung skirts.

The—to me, now—thoroughly repulsive employe switched out of my hands the skirt I was touching and, apparently impressed with the grandeur of my prosperous-looking friend, although at the same time evidently cordially hating her, said:

"You don't want no cheap skirt like of my prosperous-looking friend, although at the same time evidently cordially hating her, said:

"You don't want no cheap skirt like that, dear. Them's all lined with cambric. You want something better, dear. Them's for poor folks."

Think, after that clerk's talking so about the lady she could judge with half an eye to be my friend, that she should have the effrontery to twice call me "dear"—bad enough to so address a stranger at any time!

She seemed loth to give up; again she burst forth:

"Yes, I hate her! Mebbe you an' she is fren's, but she's prob'ly diff'rutt t' you t' what she is t' me."

I made no direct answer, but quietly said, with a sarcasm that fell on barren ground:

"Thank you for what you have shown me this morning."

I've no idea what that clerk has against my friend, but this I do know: The latter is a perfect lady. The trouble probably is that, having money at her command, she is positive in her convictions as to what she desires to purchase, and perhaps has not allowed in the least this impudent clerk to dictate to her. The latter may have told my friend, as she told me, what she "wanted" and what she "didn't want."

At any rate, I do not care ever to enter that suit department again.

Hallie Harlow.

A man ought almost to be willing to die to have the nice things said about him that one's widow always does to the next man she is going to marry.

The Indestructible Lewis Paper Cheese Boxes



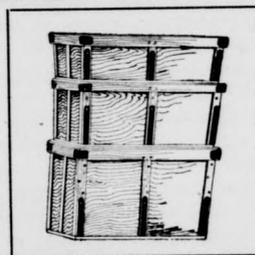
They cost no more than wood. Insist upon having your cheese shipped in them and you will have no more trouble with broken boxes. Furnished by all Michigan manufacturers.

Ladd Brothers

State Agents

Saginaw, Mich.

DO YOU KNOW IT?



Tapered and

Straight Cut

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

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Every Cake



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FULL LINE OF HORSE BLANKETS AT LOWEST PRICES

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

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Bell Main 2270

Citizens 1881



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

United Commercial Travelers of Michigan
Grand Counselor, L. Williams, Detroit;
Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, S. H. Simmons; Sec-
retary and Treasurer, O. F. Jackson.

Opportunities for the Young Man in the Store.

The young man entering the merchandising field to-day in Chicago, or in any of the great cities of opportunity, must begin by becoming a specialist. If he has earnestness, a serious purpose in the world, backed up by brains and judgment, he can not fail to succeed.

Never since I have known anything of the business world have there been the opportunities for the young men in business as I see them in Chicago to-day. One hears on every side that the great department houses are cutting into the prospects of the young man who may have aspirations for a business of his own.

Perhaps so—for the many, in the sense that the many are regarded. But at the same time men will own the great houses of the future. To own them and conduct them these men will need to have business knowledge and experience. Before that experience is gained the young man will have to enter the great business house for that essential training, and he will have to enter it as one of the department men.

My ideas with reference to the young man who comes into business now are that he can not be too well equipped for it in mental training; he can not be too earnest, capable, or industrious. Beginning in the business, he may feel that he is confined to the knowledge of a certain line in a great house of many lines, but in the end he will discover that the conduct of one department on a business basis is not materially different from the conduct of another department. He will find his employers always on the lookout for the best man for the best position, and he need not fear that his merits will not be recognized.

Compare the young man in a department in a Chicago department house with the young man who once went into that first of all department houses—the crossroads country store. It was there that many business men of the present day got the elementary knowledge of business enabling them to start crossroads stores of their own. But they never got more than a smattering of anything in the business. The clerk was called upon to sell goods all over the house—perhaps potatoes one minute and silk the next.

To-day the young man coming into the Chicago department store chooses the department of which he may first wish a thorough knowledge. He may have a taste for silks. He

goes over to a silk counter and there, in the course of a few years, he has not only an intimate knowledge of silks, but he has a still more intimate knowledge of the silk trade over retail counters. He knows weights and textures at a touch; he learns how much of raw silk is needed in a pound of the goods; he knows colors, and from what looms the manufactures come. Here, from a salesman at retail over the counter, the young man lines up for the place of manager of the department in the house, or perhaps to even better advantage, he is made silk buyer. In the position of buyer he commands a good salary, and as a first class buyer he is a specialist whose need in a first class house in almost any city is established. If he knows the silk department business thoroughly he is thoroughly equipped for a salaried position there.

These things, true of the man in the silk department of the big house, are true in the rug department, the dress fabrics department, in bronzes and art wares, and, in fact, all through the place. In many of these positions the sales clerk becomes an artist rather than a tradesman. From his place behind the counter he passes on up to manager or buyer in his particular line, or, if he likes, he may move from department to department as he shows capabilities and the desire to do so. Take such a man as does this and the average small tradesman can not hope to compete with him in after business life.

As to the chances for the young man in this business, we have passed a dozen cash boys from that place of starting on up until they have become heads of departments or superintendents. It has depended on the boys, of course. They may have had small opportunity for education, but they have profited by the things they learned in a business way. At the present moment we have cash boys who are moving up the ladder. Their first promotions usually are to the stock in the wholesale department, and from there they come through to the positions of retail salesmen and to department heads.

Considering the position of the clerk with reference to success, it is a fact that the big stores make more positions for successful men than otherwise would be. When a man has made a success, which is only one of the many necessary to the conduct of a great business, he is the resident of a great city, where the best advantages are offered his family, while his salary is frequently beyond the profits which he might hope for in a private business of his own. There is more money spending and to be spent than ever before, and with reference to the future he is not relinquishing one chance that he deserves toward the establishment of the great business house and houses of the future.

The promises for the right sort of young man were never as good before as they are to-day.

Emanuel Mandel.

Where the Boss Made a Mistake.

A senior of one of our large manu-

facturing concerns came through the office recently and noticed a boy sitting on a desk, swinging his legs and whistling merrily. The senior eyed him severely as he confronted him and enquired:

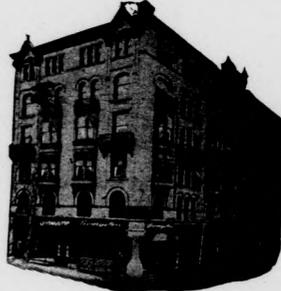
"Is that all you have to do?"

"Yes, sir."

"Very well; report to the cashier and tell him to pay you off. We don't need boys like you around here."

"But, sir," said the astonished boy, "I don't work for you. I have just bought some goods and am waiting for the bill."

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.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

AUTOMOBILE BARGAINS

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

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

The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

Has largest amount of deposits of any Savings Bank in Western Michigan. If you are contemplating a change in your Banking relations, or think of opening a new account, call and see us.

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2½ Million Dollars

GOLD IS WHERE YOU FIND IT

The "IDEAL" has it

(In the Rainy River District, Ontario)

It is up to you to investigate this mining proposition. I have personally inspected this property, in company with the president of the company and Captain Williams, mining engineer. I can furnish you his report; that tells the story. This is as safe a mining proposition as has ever been offered the public. For price of stock, prospectus and Mining Engineer's report, address

J. A. ZAHN

1318 MAJESTIC BUILDING
DETROIT, MICH.



The La VERDO Cigar

Contains the best Havana brought to this country. It is perfect in quality and workmanship, and fulfills every requirement of a gentleman's smoke.

2 for 25 cents
10 cents straight
3 for 25 cents
according to size

Couldn't be better if you paid a dollar.

The Verdon Cigar Co.

Manufacturers
Kalamazoo, Michigan

Gripsack Brigade.

Cornelius Crawford has taken the State agency of a road cart and from now on pills and trotting horses will have to take a back seat for the new side line.

E. C. Welton has gone on the road for Geo. Hume & Co., wholesale grocers of Muskegon. Mr. Welton is a member of the grocery firm of Anderson & Welton, of Holton.

Frederick C. Richter (Clark-Rutka-Weaver Co.), who is confined to his home at 14 Fair street by a broken ankle bone, sustained in a ball game at Jenison Park about ten days ago, is getting along as well as could be expected. His trade is being covered in the meantime by Fred. McConnell, house salesman for Clark-Rutka-Weaver Co.

A Flint correspondent writes: Probably the oldest traveling salesman in this part of the State is J. N. Ferguson, of South Lyon, who, although past 82 years of age, is still actively engaged in selling patent medicine for a Cleveland firm for the twenty-third consecutive year. He drives and cares for his own horse, covering a large territory each season; is as straight as a soldier, and would not be taken by anyone to be over 60 or 65.

Mrs. A. F. Peake died at the U. B. A. Hospital last Saturday morning, after a short illness. Mrs. Peake recently removed to this city with her husband from Jackson and resided at No. 336 South College avenue. Mrs. Peake was well known in this city and State. She is survived by her husband and two children. A short funeral service was held at Stoughton's undertaking rooms, at 11 o'clock Monday morning, Rev. R. H. Bready officiating. The body, accompanied by Mr. Peake and Leo A. Caro, was taken to Jackson for interment.

Opposed to the Selection of Detroit.

Port Huron, July 5—H. C. Knill started the ball rolling at the last meeting of the Merchants and Manufacturers' Association by registering a kick against giving the Detroit excursion. He said it hurt business in Port Huron, and that the merchants were deliberately taking business away from home.

William Canham did not believe the excursion would hurt business here. He said the proper time to register kicks is before matters are decided.

F. C. Wood said that people from other towns come to Port Huron, and there is no reason why Port Huron people shouldn't spend a little somewhere else.

Henry Nern said he didn't think sick people would go to Detroit to buy patent medicines and Mr. Knill's retort to that was that sick people go to a doctor and people who think they're sick buy patent medicines.

Mr. Nern said that he had learned from a reliable source that the Grand Trunk excursion this year would not be to Detroit on account of the M. and M. trip to that place and that he considered this fact would about balance things, so that the merchants

of this city would not lose any more than they otherwise would have lost had the Grand Trunk people decided to go to that place.

Daniel McNutt stated that he had talked with some of the dry goods men and that they had stated they did not oppose the excursion on the grounds that it would take business away, but that it would be a loss to close stores.

Charles Wellman reported that a communication from Grand Trunk authorities stated that the change in running of trains so that they did not stop at Capac, Emmet and other places had been made necessary on account of world's fair business and the necessity for making good time, but that it would soon be arranged so that trains would make their usual stops.

Charles Wellman made grateful comment on the statement of D. P. Markey, that the Supreme Tent of the Maccabees would keep its headquarters in Port Huron. Mr. Wellman was much pleased and said he thought the Association ought to show its appreciation to the Maccabee officers. He proposed that at some time in the near future the Association banquet them. In the meantime it was proposed that a committee from the M. and M. call upon Supreme Commander Markey and convey the gratitude of the Association. The committee consists of William Canham, Charles Wellman, F. C. Wood, W. D. Smith, Jr., L. A. McCarthar and John Parker.

Indignant Over the Unfairness of the Herald.

Grand Rapids, July 5—There was a good attendance at the last meeting of Grand Rapids Council, No. 131, U. C. T.

Geo. S. Thwing was initiated into Grand Rapids Council; also the initiatory ceremony was performed on F. O. Sahlheld for Forest City Council, of Cleveland, Ohio.

The boys are pushing their roster and hotel and livery guide and hope to have it out by Aug. 15.

Sympathy was expressed for Fred Richter for the accident to him at Jenison Park on the day of the picnic.

The boys were indignant over the write-up given them by the Herald upon the occasion of their picnic at Jenison Park and think the editor was shy on writing materials when he wrote the retraction after his attention had been called to the falsity of the statement. He placed it in a very obscure corner where no one would notice it. D. M. B.

Peter Jensen and H. L. Jensen have formed a co-partnership under the style of Jensen Bros. and engaged in general trade at Trufant. The Worden Grocer Co. furnished the groceries and Edson, Moore & Co. supplied the dry goods.

Frankfort—The Leader dry goods store has a new clerk in the person of O. L. Johnson, of Viroqua, Wis.

A man never knows the value of a wife until he has to get up his own laundry.

Where He Acquired Butter Habit.

Two housewives met at the butter counter of their grocery the other morning. They sniffed at the rolls together, objected to the high coloring in chorus and joined in a mighty grumble at the price.

"It does beat all how much butter my men folks use these days," said one, while the clerk was wrapping up her bundle. "A roll lasts no time at all. I can't understand where they get the craving."

"I know," said the other woman in a tone of great wisdom. "I know the explanation of it. My John has been getting worse and worse on the butter for months. Two, three or four helpings at every meal. But the other day I found the why of it."

"Well, do tell me," cried the other. "Our increased butter bill is even dragging down our savings bank deposits. Whatever is the reason?"

"Dairy lunch," declared the woman who knew.

"Dairy lunch?" questioned the other. "I don't understand."

"The other day John took me to luncheon," she explained. "He wanted to be extravagant, but I insisted on his taking me to his regular place. It was noisy and crowded, but there were mirrors everywhere. John ordered 'ham and Boston' and then the waitress brought a stack of bread and a couple of empty butter plates.

"Ah," I thought, 'they give John no butter with his luncheon; that's why he eats so much at home.'

"But I was wrong. Oh, dreadfully wrong!"

"Would you mind passing the butter?" John asked the stranger next to him.

"From down the polished table came a dish with a block of ice and a great square of butter, the best creamery butter at that. They could help themselves, these men, and they did. There was no extra charge. They emptied the butter dish, but a waiter appeared with another slab of butter. How they ate! It did not take me long to figure out where the butter eating habit came from, and John, for one, is taking the cure by going to a culture restaurant which does not believe in butter."

Hides, Pelts, Tallow and Wool.

Last week's reports from various sections showed a strong hide market on all grades on account of scarcity and small offerings. Prices have advanced on small sales; but offerings are not large and are strongly held.

Tanners are not clamorous for hides at present prices and supply only daily wants, waiting for reverse of price and better stock.

Sheep pelts are taken as fast as offered at good round prices; are paying well for good leather stock.

Tallow and greases are dull, and even lower for off grades. Soapers' stock sells for less money.

Wool remains firm at late prices. Eastern buyers have about all they care for at the prices; or will not pay higher in order to take it. There are many lots held, but are above buyers' views. Prices have been strained to the top notch. Some local dealers

thought there was no limit and now hold their take, considering it good property. The clip is well moved out. Wm. T. Hess.

While the United States still takes the lead in the matter of immigrants, Canada is having quite a boom in that line and doing more business than it ever did before. During the last year more than 129,000 immigrants went to Canada. While this is only about a seventh of the number that came to the United States, fairness compels the admission that they are more desirable. Those who have gone to Canada are for the most part farmers or farm laborers who have gone out into the country to develop the agricultural situation and help raise wheat and other grain. The majority of those who have come to the United States hang around the cities and the centers of population. Comparatively few of them are willing to go out on the farms and they do not come here with any such intention. The Canadian immigrants come from Northern Europe, while those to the United States come from Southern Europe and taken by and large the former are more desirable. They go where help is needed most. The farmers of the West and North-west are constantly complaining that they are short of help, but in the cities the supply of help usually exceeds the demand.

Samuel M. Jones, the "Golden Rule" mayor of Toledo, O., who as a boy lived in Lewis county, is reported to be dying. Being a rich and generous man it is declared by his friends that he was brought to the edge of the grave by listening to hard luck stories. He has become supersensitive as to his responsibility as a man of wealth, and talks like this: "They say I am rich and have thousands of friends, but what of it? As a matter of fact, I am the most wretched and miserable man on earth to-day. I can't go away, I am chained here, actually chained. I have discovered that the possession of money is the source of my misery, money I have not earned, and which does not belong to me. But my greatest misery is in my attempt to distribute money to others who have earned it."

All the Japanese patriots are not enlisted in the army and navy. A story is told of seven old men who sent a letter to the war office written in their blood, begging that, as military regulations debarred them from serving in the regular army, they might be allowed to form a "battotai," or battalion of swordsmen, who, in feudal times, rushed at the enemy with blades unsheathed. Still another story relates that a rich man discovered that every servant in his household was contributing a certain amount from his wages to the national war fund, and in consequence offered to raise their wages the amount each was giving away. The answer was: "Sir, we can not allow that; it is an honor for us to give, and it would be you who would be doing our duty for us to Japan."



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

Mich. State Pharmaceutical Association.
 President—A. L. Walker, Detroit.
 First Vice-President—J. O. 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; W. J. Brown, Ann Arbor.
 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkill, Owosso.

The Pharmacist of the Future.

"The pharmacist who has nerve enough to open a store in a city of good size," remarked a druggist of thirty years' experience the other day, "will do business on a capital of \$1,000, instead of \$25,000 and upward. He will be happier and more prosperous than the modern pharmacist who carries on the drug business as it is now conducted. Changes in the big department stores have not been more strikingly expansive within the past decade than have changes in the drug business. At a recent meeting of the Pharmaceutical Association a paper was read showing that the miscellaneous stock of the modern drug store has reached and passed the limit. The time is ripe for the new pharmacist.

"He will not sell cigars, perfumery, or soap, and only a few patent medicines. He will not have any miscellaneous merchandise. He will not open his store on a noisy and attractive corner, making it necessary for him to sell anything else except drugs to meet his rent. He will recognize that the sole mission of a pharmacist is to wait upon customers who want medicine, and to wait upon them promptly. He will have the open prescription counter, instead of hiding it behind a screen where the clerks have a chance to loaf.

"In the drug trade to-day there is a noticeable decrease in the demand for old-fashioned remedies. The clerk does not know what to do when he is asked for Bull's, Townsend's, Helmbold's, or Bristol's sarsaparilla, yet only a few years ago all of these were on every drug shelf and in constant call. Tincture of rhubarb and other simple old-fashioned remedies have been supplanted by proprietary medicines, few of which stand the test of time. The average life of a patent medicine is twelve years, if well advertised. Most of those not advertised do not last one month. Thousands of patent medicines annually appear and disappear that the general public never hears of.

"The chests and lungs of the men and women of to-day seem to be better than they were ten years ago. At that time there was a steady call each winter for chest protectors sell-

ing for \$2.50 each. They form no part of the stock of the fashionable druggist to-day, simply because they are not called for. Persons who want them must go to shops that sell surgical instruments and hospital supplies. There is also a big falling off in the sale of seidlitz powders. They have been supplanted by bromos and effervescent powders of all kinds. With old-fashioned druggists the sale of herbs was a large source of revenue. It has diminished to the vanishing point. Sarsaparilla, a universally popular spring medicine of former years, is seldom ordered. Lovage, snake root and cassia buds have been displaced by breath perfumes put up in handy packages to carry in the waistcoat pocket.

"The tablet form of medicine is going ahead by leaps and bounds. There is now a variety for almost every known ailment. The sale of sulphate of quinine has increased to an unprecedented extent. The two-grain tablets seem to meet the most popular notion. Where, ten years ago, 200 two-grain pills would last a druggist for an entire winter, three gross will not suffice now for the same period. The sale of patent pills at 25 cents a box is now a thing of the past. The varieties formerly in demand have been supplanted by delicately prepared pills of smaller dimension and at less cost to the customer."

What "Proof" Means in Liquor.

What proof means as applied to the quality or the measurement of the strength of whisky is not understood by many people. If it were there might be less indulgence in strong drinks by those who only know in a vague way that it is somewhat more stimulating than skimmed milk and somewhat less deadly than strychnine. As explained by a man who knows the correct use of the term it is simple enough. The standard of the United States revenue is a liquor half of which, by volume, is alcohol. This is 100 proof. If a whisky, then, is described as 90 proof it means that it contains 100 measures of water and 90 measures of alcohol. Whisky of 100 proof contains equal measures of each. Whisky of 120 proof contains 100 measures of water and 120 measures of alcohol.

Vanilla From Hawaii.

The vanilla supply of the United States, which is now being obtained from Mexico and other tropical countries, may hereafter be secured within its own territory, as experiments show it can be produced in the Hawaiian Islands and made an exceptionally profitable crop. It is sold according to quality from \$1 to \$15 a pound, and it is stated that the difference in quality is due primarily to the attention given the plant in cultivation. There is now only one plantation of consequence in the Hawaiian Islands, but it is predicted that there will soon be many more. Castor beans and pepper, while not so profitable, can also be grown on the islands.

Fifty-Six Out of Ninety-Four.

The Michigan Board of Pharmacy held a meeting at Star Island June 20, 21 and 22, 1904. There were ninety-four applicants for examination, sixty-eight for registered pharmacist certificates and twenty-six for assistant papers; thirty-seven applicants received registered pharmacist papers and nineteen assistant papers. The following is a list of those receiving certificates:

Registered Pharmacists.

Geo. Arnold, Cedar Springs; L. J. Budge, Coleman; Frank A. Callan, Detroit; T. W. Creech, Alma; Theo. G. De'Peel, Ithaca; Orlando Elliott, Tawas City; E. S. Foster, Morenci; A. B. Goffar, Lansing; J. F. Gordon, Sault Ste. Marie; George Hall, Marlette; Frank Hamilton, Charlevoix; G. A. H. Kritzer, Newaygo; L. W. Krueger, Detroit; C. E. Lee, Morenci; J. W. McCoubrey, Detroit; George A. Mason, Maple City; E. H. Millen, Fort Wayne, Ind.; M. D. Mitzhukun, Detroit; H. E. Montague, Caro; D. H. Mosure, Marlette; George Newell, Burnips Corners; T. Norton, Rockford; G. D. Plattz, Port Sanilac; C. E. Powell, Bangor; E. E. Peters, Davison; J. B. Phillips, Detroit; M. A. Renaud, Houghton; C. E. Robertson, Fostoria; G. D. Sipes, Jackson; C. L. Stocklin, Menominee; A. A. Strong, Reed City; John Van der Ven, Grand Haven; S. O. Van Wyck, Grand Rapids; J. E. Whaley, Milan; William J. Woodall, Howard City; Adolph Zieffle, Ann Arbor; R. F. Widenmann, Ann Arbor.

Assistant Pharmacists.

Harry Bennett, Elsie; H. G. Borgne, Detroit; William J. Brack, Stanwood; C. J. Campbell, Grand Rapids; R. H. Cogswell, Jackson; John Courtney, Detroit; A. E. Crippen, Brighton; John Foster, Gaines; F. A. Graham, St. Charles; C. R. Green, Ionia; E. W. Hammand, Detroit; J. A. Inman, Plattsburgh, N. Y.; E. H. Leiphart, Midland; F. C. Letts, Elsie; A. A. Mercer, Detroit; W. G. Thomezik, Detroit; John Van Loon, Bay City; J. E. Wallace, Big Rapids; J. A. Woods, Grand Rapids.

All members of the Board were present at the meeting as follows: Henry Heim, Saginaw, President; John D. Muir, Grand Rapids, Secretary; A. H. Webber, Cadillac; C. B. Stoddard, Monroe; S. A. Erwin, Battle Creek.

The next meeting of the Board will be held at Houghton, August 23 and 24.

Reading as a Cure for Sickness.

One could wish that the doctor of medicine occasionally called in the doctor of letters in cases of mental distress. There is a tonic quality in books, properly chosen, which is as beneficial to the mind as change of scene or doses of flat water. People do not realize that the shortest way from the quagmire of the modern unrest is a total forgetfulness of self, and few know that the healthiest nepenthe is to be found in reading. The word disease signifies the negation of ease, and most forms of neurotic sickness are a deliberate effort on the part of the invalid to make

himself uneasy. If doctors were to prescribe a course of Cervantes, or Moliere, or Balzac, or Sterne, or Dickens, or even Shakespeare, and as strictly enjoin thoroughness in this course as they would if the treatment were a matter of diet or medicine, many of their patients would begin to mend from the first moment that these magicians had given them a forgetfulness of self. It is true that Poe declares in "The Raven," "vainly I had sought to borrow from my books surcease of sorrow," but the opinion of the world is overwhelmingly against him. Good reading is a forgetfulness of care, and by the same token it is an education in all those qualities which make life sweet and greatly to be desired. It is the valetudinarian who most constantly tells one, petulantly enough, that he never reads books.

Increased Lead and Zinc Output.

As the output of lead and zinc in the United States is increasing the producers are turning their attention toward increasing the consumption. It is proposed to introduce galvanized iron where painted iron is now used, to increase the use of lead. The promoters propose to work through large contracting firms until the new method becomes common. Reports from the Joplin (Mo.) district for the first six months of the year show that the output of zinc is 10,040 tons more than in the same period last year, and the lead production 2,168 tons more than in last year.

The Drug Market.

Opium—A very large crop is assured and prices consequently will be lower this year.

Morphine—Is unchanged.

Quinine—Is firm at the decline.

Cantharides—Are scarce and have advanced.

Cod Liver Oil, Norwegian—Continues to decline.

Menthol—Is weak and lower.

Oil Lemon—Has advanced on account of scarcity and is tending lower.

American Saffron—Continues to advance and is very scarce.

Canary Seed—Is in very small supply and has advanced.

The man who is trying to reform the world generally keeps a dog that barks all night.

SCHOOL SUPPLIES

Tablets, Pencils, Inks,
Papeteries

Our Travelers are now out with a complete line of samples. You will make no mistake by holding your order until you see our line.

FRED BRUNDAGE

Wholesale Drugs and Stationery
32 and 34 Western ave.

Muskegon, Mich.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced— Declined—

Acidum	Acetium 6@ 8	Benzoicum, Ger. 70@ 75	Boracie 17	Carbolicum 26@ 29	Citricum 38@ 40	Hydrochlor 3@ 5	Nitrosum 8@ 10	Oxallium 12@ 14	Phosphorium, dil. 15	Salicylicum 42@ 45	Sulphuricum 14@ 15	Tannicum 11@ 12	Tartaricum 38@ 40
Ammonia	Aqua, 18 deg. 4@ 6	Aqua, 20 deg. 6@ 8	Carbonas 13@ 15	Chloridum 12@ 14	Black 2.00@ 2.25	Brown 80@ 1.00	Red 45@ 50	Yellow 2.50@ 3.00	Cubebae 22@ 24	Juniperus 5@ 6	Xanthoxylum 30@ 35	Balsamum	Cubebae 12@ 15
Peru 150	Terabin, Canada 60@ 65	Tolutan 45@ 50	Ables, Canadian 13	Cassiae 12	Cinchona Flava 18	Euonymus atro. 30	Myrica Cerifera 30	Prunus Virgin. 12	Quillala, gr'd. 12	Sassafras 14	Ulmus, gr'd. 45	Extractum	Glycyrrhiza Gla. 24@ 30
Glycyrrhiza, po. 28@ 30	Haematox 11@ 12	Haematox, 1s. 13@ 14	Haematox, 1/2s. 14@ 15	Haematox, 1/4s. 16@ 17	Ferru	Carbonate Precip. 15	Citrate and Quinia 2.25	Citrate Soluble 75	Ferrocyanidum S. 40	Solut. Chloride 15	Sulphate, com'l. 3	Sulphate, com'l. by 90	Sulphate, pure 7
Arnica 15@ 18	Anthemis 22@ 25	Matricaria 30@ 35	Folia	Barosma 30@ 33	Cassia Acutifol. 20@ 25	Tinnevely 25@ 30	Cassia, Acutifol. 25@ 30	Salvia officinalis, 12@ 20	1/2s and 1/4s. 30	Uva Ursi. 30	Gummi	Acacia, 1st pkd. 65	
Acacia, 2d pkd. 45	Acacia, 3d pkd. 45	Acacia, sifted sts. 45	Aloe, Barb. 12@ 14	Aloe, Cape. 25	Aloe, Socotri 55@ 60	Ammoniac 35@ 40	Assafoetida 50@ 55	Benzoinum 13	Catechu, 1s. 14	Catechu, 1/2s. 16	Catechu, 1/4s. 30	Camphorae 75@ 80	Euphorbium 40
Galbanum 1.00	Gamboge 1.25@ 1.50	Guaiaacum 30@ 35	Kino 60	Mastic 60	Mvrrh 45	Opil 3.00@ 3.10	Shellac 60@ 65	Shellac, bleached 65@ 70	Tragacanth 70@ 1.00	Absinthium, oz pk 35	Eupatorium, oz pk 20	Lobelia, oz pk 25	Majorum, oz pk 25
Mentha Pkp oz pk 25	Mentha Vir oz pk 35	Rue 25	Tanacetum V. 22	Thymus V. oz pk 25	Magnesia	Calced. Pat. 55@ 60	Carbonate, Pat. 18@ 20	Carbonate K-M. 18@ 20	Carbonate 18@ 20	Oleum	Absinthium 3.00@ 3.25	Amygdalae, Dulc. 50@ 60	Amygdalae Ama. 8.00@ 8.25
Anisi 1.75@ 1.85	Aurant Cortex 2.20@ 2.40	Bergamit 3.85@ 3.25	Caliputi 1.10@ 1.15	Caryophylli 1.50@ 1.60	Cedar 35@ 40	Chenopodium 1.10@ 1.20	Cinnamonli 1.10@ 1.20	Citronella 40@ 45	Conium Mac. 80@ 90	Copalba 1.15@ 1.25	Cubebae 1.80@ 1.85	Erigerthitos 4.25@ 4.50	Erigeron 1.00@ 1.10
Gaultheria 3.00@ 3.10	Geranium 75	Gossippil, Sem gal 50@ 60	Hedeoma 1.40@ 1.50	Junipera 1.40@ 1.20	Lavendula 90@ 2.75	Limonis 90@ 1.10	Mentha Piper 4.35@ 4.50	Mentha Verid. 5.00@ 5.50	Morrhuae, gal. 1.50@ 2.50	Myrica 4.00@ 4.50	Olive 75@ 3.00	Picis Liquida 10@ 12	Picis Liquida gal. 35
Ricina 90@ 94	Rosmarini 1.00	Rosae, oz 5.00@ 6.00	Succini 40@ 45	Sabina 30@ 1.00	Santal 2.75@ 3.00	Sassafras 35@ 90	Sinapis, ess. oz. 65	Tigil 1.50@ 1.60	Thyme 40@ 50	Thyme, opt 1.60	Theobromas 15@ 20	Potassium	Bi-Carb 15@ 18
Bichromate 13@ 15	Bromide 40@ 45	Carb 12@ 15	Chlorate po 17@19 16@ 18	Cyanide 34@ 35	Iodide 2.75@ 2.85	Potassa, Bitart pr 30@ 32	Potass Nitras opt 7@ 10	Potass Nitras 6@ 8	Prussate 23@ 26	Sulphate po 15@ 18	Radix	Aconitum 20@ 25	Althaea 30@ 33
Anchusa 10@ 12	Arum po 25	Calamus 20@ 40	Gentiana, po 15 12@ 15	Glycyrrhiza pv 15 16@ 18	Hydrastis Cana. 1.50	Hydrastis Can po 1.50	Hellebore, Alba. 12@ 15	Inula, po 18@ 22	Ipecac, po 2.75@ 2.80	Iris plox 35@ 40	Jalapa, pr 25@ 35	Maranta, 1/2s 22@ 25	Podophyllum po 22@ 25
Rhel 75@ 1.00	Rhel, cut 1.25	Rhel, pv 75@ 1.35	Spigella 35@ 38	Sanguinari, po 24 35	Serpentaria 65@ 70	Senega 75@ 85	Smlax, off's H. 40	Smlax, M 25	Scillae, po 35 10@ 12	Symplocarpus 25	Valeriana Eng. 25	Valeriana, Ger. 15@ 20	Zingiber a 14@ 16
Zingiber j 16@ 20	Semen	Anisum 16	Apium (gravel's) 13@ 15	Bird, 1s 4@ 6	Carui 10@ 11	Cardamon 70@ 90	Coriandrum 8@ 10	Cannabis Sativa. 7@ 8	Cyanium 75@ 1.00	Chenopodium 25@ 30	Dipterix Odorate 80@ 1.00	Foeniculum 18	Foenugreek, po 7@ 9
Lini 4@ 6	Lini, gr'd 3@ 6	Lobelia 75@ 80	Pharlaris Cana'n. 7 1/2@ 9	Raps 5@ 6	Sinapis Alba 7@ 9	Sinapis Nigra 9@ 10	Spiritus	Frumenti W D. 2.00@ 2.50	Frumenti 1.25@ 1.50	Juniperis Co O T. 1.65@ 2.00	Juniperis Co 1.75@ 3.50	Saccharum N E. 1.90@ 2.10	Spt Vini Gall 1.75@ 6.50
Vini Oporto 1.25@ 2.00	Vini-Alba 1.25@ 2.00	Sponges	Florida sheeps' wl 2.50@ 2.75	Nassau sheeps' wl 2.50@ 2.75	Velvet extra shps' wool, carriage 1.50	Extra yellow shps' wool, carriage 1.25	Grass sheeps' wl, carriage 1.00	Hard, slate use 1.00	Yellow Reef, for slate use 1.40	Syrups	Acacia 50	Aurant Cortex 50	Zingiber 50
Ipecac 60	Ferr Iod 50	Rhel Arom 50	Smlax Off's 50@ 60	Senega 50	Scillae 50	Scillae Co 50	Tolutan 50	Prunus virg 50	Aconitum Nap's R 60	Aconitum Nap's R 60	Aloes & Myrrh 60	Arnica 50	Assafoetida 50
Atrope Belladonna 50	Aurant Cortex 50	Benzoin 50	Benzoin Co 50	Barosma 50	Cantharides 50	Capsicum 50	Cardamon Co 50	Castor 50	Catechu 50	Cinchona 50	Cinchona Co 50	Columba 50	Cubebae 50
Cassia Acutifol 50	Cassia Acutifol Co 50	Digitalis 50	Ergot 50	Ferri Chloridum 35	Gentian 50	Gentian Co 60	Guaiaca 50	Guaiaca ammon 60	Hyoscyamus 60	Iodine 75	Iodine, colorless. 75	Kino 50	Lobelia 50
Myrrh 50	Nux Vomica 50	Opil 75	Opil, comphorated 50	Opil, deodorized 1.50	Quassia 50	Rhatany 50	Rhel 50	Sanguinaria 50	Serpentaria 50	Stromonium 40	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	Annatto 40@ 50	Antimoni, po 4@ 5	Antimoni et Po T 40@ 50	Antipyrin 25	Antifebrin 20	Argent Nitras, oz 4@ 8	Arsenicum 10@ 12	Balm Gilead buds 45@ 50	Bismuth S N 2.20@ 2.30
Calcium Chlor, 1s 9	Calcium Chlor, 1/2s 10	Calcium Chlor, 1/4s 12	Cantharides, Rus. 1.20	Capsici Fruc's af. 20	Capsici Fruc's po. 22	Cap'i Fruc's B po. 15	Caryophyllus 25@ 28	Carmin, No 40 2.00	Cera Alba 50@ 55	Cera Flava 40@ 42	Crocus 1.35@ 1.45	Cassia Fructus 35	Centraria 10
Cetaceum 45	Chloroform 55@ 60	Chloro' Squibbs 1.10	Chloral Hyd Crst. 1.35@ 1.60	Chondrus 20@ 25	Cinchonidine P-W 38@ 48	Cinchonid'e Germ 38@ 48	Cocaine 4.05@ 4.25	Corks list d p ct. 75	Creosotum 45	Creta 75	Creta, prep 5	Creta, precip 9@ 11	Creta, Rubra 8
Crocus 1.75@ 1.80	Cudbear 24	Cupri Sulph 6@ 8	Dextrine 7@ 10	Ether Sulph 78@ 92	Emery, all Nos. 8	Emery, po 6	Ergota, po 90 85@ 90	Flake White 12@ 15	Galla 23	Gambler 8@ 9	Gelatin, Cooper 60	Gelatin, French 35@ 60	Glassware, ft box 75 & 5
Less than box 70	Glue, brown 11@ 13	Glue, white 15@ 25	Glycerina 17 1/2@ 25	Grana Paradis 25	Humulus 25@ 55	Hydrarg Ch Mt. 95	Hydrarg Ch Cor. 90	Hydrarg Ox Ru'm 1.05	Hydrarg Ammo'l. 1.15	Hydrarg Ungue'm 50@ 60	Hydrargyrum 85	Ichthyobolla, Am. 90@ 1.00	Indigo 75@ 1.00
Iodide, Resubi 3.85@ 4.00	Iodoform 4.10@ 4.20	Lupulin 50	Lycopodium 85@ 90	Macis 65@ 75	Liquor Arsen et Hydrarg Iod 25	Liq Potass Arsenit 10@ 12	Magnesia, Sulph. 3@ 3	Magnesia, Sulph bbl 1 1/2	Manna, S F 75@ 80	Menth. al. 5.75@ 6.00	Morphia, S P & W. 2.35@ 2.60	Morphia, S N Y Q. 2.35@ 2.60	Sinapis, opt 30
Moschus Canton 40	Myristica, No. 1 35@ 40	Nux Vomica, po 15 10	Os Sepia 25@ 28	Pepsin Saac, H & P D Co 1.00	Picis Lq N N 1/2 2.00	Picis Lq, qts. 1.00	Picis Lq, pints. 85	Pil Hydrarg. 80	Piper Nigra. 22	Piper Alba. 35	Plix Burgun 7	Plumbi Acet 10@ 12	Pulvis Ip'e et Opil. 30@ 1.50
Pyrethrum, bxs H & P D Co. 75	Pyrethrum, pv 25@ 30	Quassia 8@ 10	Quinia, S P & W. 26@ 36	Quinia, S Ger. 26@ 36	Quinia, N Y 26@ 36	Rubia Tinctorum. 12@ 14	Saccharum La's 22@ 25	Salacin 4.50@ 4.75	Salungis Drac's 40@ 50	Sapo, W 12@ 14	Sapo, M 10@ 12	Sapo, G 15	Seldit's Mixture. 20@ 22
Sinapis 28	Sinapis, opt 30	Snuff, Maccaboy, De Voes 41	Snuff, S'h De Vo's 41	Soda, Boras. 9@ 11	Soda, Boras, po. 9@ 11	Soda et Pot's Tart 28@ 30	Soda, Carb 1 1/2@ 2	Soda, Bi-Carb 3@ 5	Soda, Ash 3 1/2@ 4	Soda, Sulphas 3@ 5	Spts, Cologne 2	Spts, Ether Co. 50@ 55	Spts, Myrcia Dom 2.00
Spts, Vini Rect bbl 2	Spts, Vini Rect 1/2 b 2	Spts, Vini R't 10 gal 2	Spts, Vini R't 5 gal 2	Strychnia, Crystal 90@ 1.15	Sulphur, Subl 2 1/2@ 4	Sulphur, Roll 2 1/2@ 3 1/2	Tamarinds 8@ 10	Terebenth Venice 28@ 30	Theobromae 44@ 50	Vanilla 9.00@ 9	Zinci Sulph 7@ 8	Whale, winter 70@ 70	Lard, extra 70@ 80
Lard, No. 1 60@ 65	Linseed, pure raw 39@ 42	Linseed, boiled 40@ 43	Neatsfoot, w str. 65@ 70	Spts, Turpentine. 63@ 68	Red Venetian 1 1/2@ 2	Ochre, yel Mars 1 1/2@ 2	Ochre, yel Ber 1 1/2@ 2	Putty, commer'l. 2 1/2@ 3	Putty, strictly pr. 2 1/2@ 3	Vermillion, Prime 13@ 15	American 13@ 15	Vermillion, Eng. 70@ 75	Green, Paris 14@ 18
Green, Fensular 13@ 16	Lead, red 6 1/2@ 7	Lead, white 6 1/2@ 7	Whiting, white S'n 90	Whiting, Gilders 95	White, Paris, Am'r 1.25	Whit'g. Paris, Eng 1.40	cliff 1.40	Universal Prep'd. 1.10@ 1.20	Varnishes	No. 1 Turp Coach. 1.10@ 1.20	Extra Turp 1.60@ 1.70	Coach Body 2.75@ 3.00	No. 1 Turp Furn. 1.00@ 1.10
Extra T Damar. 1.55@ 1.60	Jap Dryer No 1 T 70@												

Drugs

We are Importers and Jobbers of Drugs, Chemicals and Patent Medicines.

We are dealers in Paints, Oils and Varnishes.

We have a full line of Staple Druggists' Sundries.

We are the sole proprietors of Weatherly's Michigan Catarrh Remedy.

We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medical purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day received. Send a trial order.

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

Table listing various market categories such as Axle Grease, Bath Brick, Brooms, Canned Goods, etc., with corresponding column letters (A, B, C, D, F, G, H, I, J, L, M, N, O, P, R, S, T, V, W, Y).

Main commodity price table with columns 1 and 2. Includes categories like AXLE GREASE, BRUSHES, BUTTER COLOR, CANDLES, CANNED GOODS, CARBON OILS, CATSUP, CHEESE, CHEWING GUM, CHICORY, CHOCOLATE, CLOTHES LINES, COCOA, COCOANUT, COFFEE, DRIED FRUITS, FARINACEOUS GOODS, FISHING TACKLE, FLOUR, FRESH MEATS, FRESH VEGETABLES, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS, HIDES AND FELTS, INDIGO, JELLY, LICORICE, LYE, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, OLIVES, PICKLES, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALSIFIES, SOAP, SODA, SPICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

Table with columns 3 and 4. Includes categories like COCOA, COCOANUT, COFFEE, DRIED FRUITS, FARINACEOUS GOODS, FISHING TACKLE, FLOUR, FRESH MEATS, FRESH VEGETABLES, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS, HIDES AND FELTS, INDIGO, JELLY, LICORICE, LYE, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, OLIVES, PICKLES, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALSIFIES, SOAP, SODA, SPICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

Table with column 5. Includes categories like LINEN LINES, POLLS, FLAVORING EXTRACTS, MEXICAN VANILLA, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS, HIDES AND FELTS, INDIGO, JELLY, LICORICE, LYE, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, OLIVES, PICKLES, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALSIFIES, SOAP, SODA, SPICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

6 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 25 Good 22 Half barrels 2c extra MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz 1 75 Horse Radish, 2 dz 3 50 Bayle's Celery, 1 dz ... OLIVES Bulk, 1 gal. kegs 1 00 Bulk, 3 gal. kegs 95 Bulk, 5 gal. kegs 90 Manzanilla, 7 oz 80 Queen, pints 2 35 Queen, 19 oz 4 50 Queen, 28 oz 7 00 Stuffed, 5 oz 90 Stuffed, 8 oz 1 45 Stuffed, 10 oz 2 30 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count 7 75 Half bbls, 600 count 4 50 Small Half bbls, 1,200 count 5 50 Barrels, 2,400 count 9 50 PLAYING CARDS No. 90, Steamboat 85 No. 15, Rival, assorted 20 No. 20, Rover enameled 60 No. 572, Special 1 75 No. 98, Golf, satin finish 2 00 No. 808, Bicycle 2 00 No. 632, Tourment whist 25 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess, 14 00 Back fat 14 00 Fat Back 14 00 Short Cut 13 75 Pig 18 00 Bean, 12 00 Brisket, 15 00 Clear Family, 13 50 Dry Salt Meats Bellies 9 S P Bellies 9 3/4 Extra Shorts 8 1/2 Smoked Meats Hams, 12 lb. average 11 1/2 Hams, 14 lb. average 11 1/2 Hams, 16 lb. average 11 1/2 Hams, 20 lb. average 11 1/2 Skinned Hams 13 Ham, dried beef sets 13 1/2 Shoulders, (N. Y. cut) Bacon, clear 10 @ 11 1/2 California Hams 8 3/4 Boiled Hams 13 Picnic Boiled Ham 14 Berlin Ham pr's'd 8 3/4 Mince Ham 9 Lard Compound 6 Pure 8 60 lb. tubs, advance 7 1/2 50 lb. tins, advance 7 1/2 20 lb. pails, advance 7 1/2 10 lb. pails, advance 7 1/2 5 lb. pails, advance 1 8 lb. pails, advance 1 Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 1/2 Pork 7 1/2 Veal 7 1/2 Tongue 9 Headcheese 6 1/2 Beef Extra Mess 10 50 Boneless 10 50 Rump, new 10 50 Pig's Feet 1/4 bbls., 40 lbs. 1 10 1/2 bbls., 35 lbs. 1 30 1/4 bbls., 30 lbs. 1 75 1 bbl., 25 lbs. 7 75 Tripe Kits, 15 lbs 70 1/4 bbls., 40 lbs 1 25 1/2 bbls., 30 lbs 2 50 Casings Hogs, per lb. 26 Beef middles, set 15 Sheep, per bundle 45 Beef, per bundle 70 Uncolored Butterine Solid, dairy 9 1/2 @ 10 Rolls, dairy 10 1/2 @ 11 1/2 Canned Meats Corned beef, 2 50 Corned beef, 1 1/2 17 50 Potted ham, 2 @ 2 50 Potted ham, 1/4 85 Deviled ham, 1/4 45 Deviled ham, 1/8 85 Potted tongue, 1/4 45 Potted tongue, 1/8 85 RICE Domestic Carolina head, fancy 5 @ 6 Carolina No. 1 5 Carolina No. 2 5 Broken 8 @ 3 1/2 Japan No. 1 4 1/2 @ 5 Japan No. 2 3 1/2 @ 4 Java, fancy head 5 1/2 @ 5 1/2 Java, No. 1 5 1/2 @ 5 1/2

7 SALAD DRESSING Columbia, 1/2 pint 2 40 Columbia, 1 pint 4 25 Durkee's, large, 1 doz 4 50 Durkee's, small, 2 doz 5 25 Snider's, large, 1 doz 2 35 Snider's, small, 2 doz 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 3/4 3 00 SAL SODA Granulated, bbls 85 Granulated, 100lb cases 1 00 Lump, bbls 75 Lump, 145lb. kegs 95 SALT Diamond Crystal Table Cases, 24 3lb. boxes 1 40 Barrels, 100 3lb. bags 3 00 Barrels, 50 6lb. bags 3 00 Barrels, 40 7lb. bags 2 75 Butter Barrels, 320 lb. bulk 2 65 Barrels, 20 14lb. bags 2 85 Sacks, 28 lbs 27 Sacks, 56 lbs 27 Shaker Boxes, 24 2lb 1 50 Butter Brls, 280 lbs, bulk 2 25 Linen bags, 5-56 lbs 3 00 Linen bags, 10-23 lbs 3 00 Cotton bags, 10-23 lbs 2 75 Cheese 5 barrel lots, 5 per cent. discount. 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. Common Grades 100 3lb. sacks 1 90 60 6lb. sacks 1 80 23 10lb. sacks 1 70 56 lb. sacks 30 23 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 22 Common Granulated, fine 80 Medium Fine 90 SALT FISH Cod Large Whole @ 6 1/2 Small Whole @ 6 Strips or bricks 7 1/2 @ 6 Pollock @ 3 1/2 Halibut Strips 14 1/2 Chunks 15 Herring Holland White Hoop, barrels 8 25 White Hoops, 1/2 bbl. 4 50 White Hoops, keg 60 @ 65 White Hoops, mchs 75 Norwegian Round, 100 lbs 3 60 Round, 50 lbs 2 10 Scaled 18 Trout No. 1, 100 lbs 6 50 No. 1, 40 lbs 2 75 No. 1, 10 lbs 80 No. 1, 8 lbs 68 Mackerel Mess, 100 lbs 13 50 Mess, 50 lbs 7 25 Mess, 10 lbs 1 65 Mess, 8 lbs 1 40 No. 1, 100 lbs 12 00 No. 1, 50 lbs 6 50 No. 1, 10 lbs 1 55 No. 1, 8 lbs 1 30 Whitefish No 1 No. 2 Fam 100 lbs 3 50 3 50 50 lbs 4 50 2 10 10 lbs 1 00 52 8 lbs 82 44 SEEDS Anise 15 Canary, Smyrna 8 Caraway 8 Cardamon, Malabar 1 00 Celery 10 Hemp, Russian 4 Mixed Bird 4 Mustard, white 4 Poppy 3 Rapp 4 1/2 Cattle Bone 25 SHOE BLACKING Handy Box, large, 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Macaboy, in jars 8 French Bayle, in jars 8

8 SOAP Central City Soap Co's brand. Jaxon 3 10 Jaxon, 5 box, del 3 05 Jaxon, 10 box, del 3 00 Johnson Soap Co. brands Silver King 2 75 Calumet Family 2 65 Scotch Family 2 85 Cuba 2 35 J. S. Kirk & Co. brands American Family 4 05 Dusky Diamond, 50 doz 8 20 Dusky D'nd., 100 doz 3 80 Jap Rose 3 75 Savon Imperial 3 10 White Russian 3 10 Lome, oval bars 2 85 Satinet, oval 2 15 White Cloud 4 00 Lantz Bros. & Co. brands Big Acme 4 00 Acme, 100-3/4 lb. bars 3 10 Big Master 4 00 Snow Boy Pd'r, 100 pk 4 00 Marselles 4 00 Proctor & Gamble brands Lenox 3 10 Ivory, 6 oz 4 00 Ivory, 10 oz 6 75 Star 3 25 A. B. Whisley brands Good Cheer 4 00 Old Country 3 40 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gross lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 SODA Boxes, English 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 80 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats 12 Cassia, Batavia, bund. 28 Cassia, Saigon, broken 44 Cassia, Saigon, in rolls 55 Cloves, Amboyana 23 Cloves, Zanzibar 20 Mace 55 Nutmegs, 75-80 30 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 45 Pepper, Sngp. white 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 23 Ginger, African 15 Ginger, Cochin 18 Ginger, Jamaica 65 Mace 18 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Sngp. white 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 1/2 1/2 lb. packages 4 1/2 6lb. packages 5 1/2 40 and 50 lb. boxes 3 @ 3 1/2 Barrels @ 3 Common Corn 20 1lb. packages 5 10 1lb. packages 4 @ 7 SYRUPS Corn Barrels 23 1/2 lb. barrels 25 10 1/2 cans 1/2 dz in case 1 60 10lb cans 1/2 dz in case 1 60 5lb. cans 1 dz in case 1 85 2 1/2 lb cans 2 dz in case 1 85 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundry, medium 24 Sundry, choice 32 Sundry, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 2 @ 11 Fannings 12 @ 14 Gunpowder Moyune, choice 30 Moyune, white 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32

9 English Breakfast Medium 20 Choice 30 Fancy 42 Caylon, choice 42 Pecos 48 TOBACCO Fine Cut Cadillac 33 Sweet Loma 54 Hiawatha, 5lb. pails 56 Hiawatha, 10lb. pails 54 Telegram 25 Pay Car 31 Prairie Rose 49 Protection 40 Sweet Burley 42 Tiger 40 Plug Red Cross 31 Palo 35 Kylo 35 Hiawatha 41 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head 7 oz 47 Spear Head 14 2-3 oz 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 37 Piper Heidsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 38 Cadillac 38 Forge 30 Nickel Twist 50 Smoking Sweet Core 34 Flat Car 32 Great Navy 34 Warpath 26 Bamboo, 16 oz 27 I X L, 5 lb 27 I X L, 16 oz pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 39 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 2-3 oz 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz 24 Corn Cake, 1lb 22 Blow Boy, 1 2-3 oz 39 Blow Boy, 3 1/2 oz 35 Peerless, 1 2-3 oz 35 Peerless, 1 2-3 oz 38 Air Brake 38 Cant Hook 30 Country Club 32-34 Forex-XXX 28 Good Indian 23 Self Brand 20-22 Silver Foam 34 TWINE Cotton, 3 ply 25 Cotton, 4 ply 25 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb. balls 6 1/2 VINEGAR Malt White Wine, 40 gr 8 Malt White Wine, 80 gr 11 Pure Cider, B & B 11 Pure Cider, Red Star 11 Pure Cider, Robinson 10 Pure Cider, Silver 10 WASHING POWDER Diamond Flake 2 75 Gold Brick 3 25 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Karkoline, 24 4lb 3 90 Pearlina 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseline 3 50 Armour's 3 70 Nine O'clock 3 35 Wisdom 3 80 Scourine 3 50 Rub-No-More 3 75 WICKING No. 0 per gross 30 No. 2 per gross 40 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 00 Bushels, wide band 1 25 Market 25 Splint, large 6 00 Splint, medium 5 00 Splint, small 4 00 Willow, Clothes, large 7 25 Willow Clothes, med'm 6 00 Willow Clothes, small 5 50 Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60

10 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70 Clothes Pins Round head, 6 gross bx 55 Round head, cartons 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in 65 Cork lined, 9 in 75 Cork lined, 10 in 85 Cedar, 8 in 85 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 75 No. 2 pat. brush holder 85 12lb. cotton mop heads 25 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 25 Paper, Bureka 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 85 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 16-in. Standard, No. 3 5 00 20-in. Cable, No. 1 7 50 18-in. Cable, No. 2 6 50 16-in. Cable, No. 3 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 25 Single Peerless 2 50 Northern Queen 2 50 Double Duplex 3 00 Good Luck 2 75 Universal 2 25 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 15 15 in. Butter 2 00 17 in. Butter 3 25 19 in. Butter 4 75 Assorted 13-15-17 2 25 Assorted 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 3/4 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz 1 15 Sunlight, 3 doz 1 00 Sunlight, 1 1/2 doz 50 Yeast Foam, 3 doz 1 15 Yeast Cream, 3 doz 1 00 Yeast Foam, 1 1/2 doz 55 FRESH FISH Per lb. Jumbo Whitefish 11 @ 12 No. 1 Whitefish 10 @ 12 White fish 9 @ 9 Trout 7 @ 8 Black Bass 10 @ 11 Halibut 10 @ 11 Ciscoes or Herring 5 @ 5 Bluefish 11 @ 12 Live Lobster 2 @ 22 Boiled Lobster 2 @ 23 Cod 12 @ 12 Haddock 2 @ 2 Pike 2 @ 2 Perch, dressed 7 @ 7 Smoked White 12 @ 12 Red Snapper 2 @ 2 Col. River Salmon 15 @ 15 Mackerel 14 @ 15 OYSTERS Per can F. H. Counts 40 HIDES AND PELTS Hides Green No. 1 7 Green No. 2 6 Cured No. 1 8 3/4 Cured No. 2 7 3/4 Calfskins, green No. 1 10 Calfskins, green No. 2 8 3/4 Calfskins, cured No. 1 1 1/2 Calfskins, cured No. 2 9 3/4 Steer Hides 60lbs. over 9 Cow Hides 60 lbs. over 8 1/2 Pelts Old Wool 50 @ 1 50 Lamb 50 @ 1 50 Shearlings 10 @ 1 30 Tallow No. 1 4 No. 2 3 Wool Washed, fine 22 Washed, medium 25 Unwashed, fine 14 @ 19 Unwashed, medium 21 @ 23 CONFECTIONS Stick Candy Pails Standard 7 Standard H H 7 Standard Twist 8 Cut Leaf 9 cases Jumbo, 32lb. 7 1/2 Extra H. H. 9 Boston Cream 10 Olde Time Sugar stick 30 lb. case 12 Mixed Candy Competition 7 Special 7 1/2 Conserva 7 1/2 Royal 8 1/2 Ribbon 9 Broken 8 Cut Leaf 8 English Rock 9 Kindergarten 8 1/2 Bon Ton Cream 8 1/2 French Cream 8 Star 11 Hand made Cream 14 1/2 Premio Cream mixed 12 1/2 Fancy-In Pails O F Horoughnd Drop 10 Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 12 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 12 Starlight Kisses 10 San Blas Goodies 12 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 11 Eclipses Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8 Moss Drops 9 Lemon Sours 9 Imperial 9 Ital. Cream Opera 12 Ital. Cream Bon Bons 15 20 lb. pails 12 Molasses Chews, 15lb. cases 12 Golden Waffles 12 Fancy-In 5lb. Boxes Lemon Sours 50 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Lt. and 60 Dark No. 12 1 00 Brilliant Gums, Crys 60 O. F. Licorice Drops 80 Lozenges, plain 55 Lozenges, printed 60 Imperial 55 Mottoes 60 Cream Bar 55 Molasses Bar 55 Hand Made Cr'ms. 80 @ 90 Cream Buttons, Pep. and Wintergreen 65 String Rock 60 Wintergreen Berries 55 Old Time Assorted, 25 lb. case 2 50 Buster Brown Goodies 30 lb. cases 2 25 Up-to-Date Assmt, 32 lb. case 3 50 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 00 Pop Corn Balls 1 30 NUTS Tarragona 16 Almonds, Ivica 16 Almonds, California sft shelled, new 14 @ 16 Brazil 10 Filberts 11 Walnuts, French 12 Walnuts, soft shelled, Cal. No. 1 15 @ 16 Table Nuts, fancy 13 Pecans, Med. 9 Pecans, Ex. Large 10 Pecans, Jumbos 11 Hickory Nuts per bu 50 Ohio new 1 75 Chestnuts, per bu 15 Shelled Spanish Peanuts, 7 1/2 @ 8 Pecan Halves 38 Walnut Halves 38 Ribbert Meats 25 Alicante Almonds 27 Jordan Almonds 47 Peanuts Fancy, H P. Suns. 6 1/2 @ 8 Roasted Choice, H P. Jibe. 8 1/2 @ 8 1/2 Choice, H P. J. Jumbo, Roasted 3 @ 9 1/2

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER
Jaxon Brand



1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 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
1 lb cans 375
1 lb cans 480
3 lb cans 1300
5 lb cans 2150

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 16 oz ro'd, p gro 9 00

BREAKFAST FOOD

Grits

Walsh-DeRoo Co.'s Brands



Cases, 24 2 lb pack's. 2 00

CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 500.....32 00
500 or more.....32 00
1,000 or more.....31 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg, per case.. 2 60
35 1/2 lb pkg, per case.. 2 60
38 1/4 lb pkg, per case.. 2 60
16 1/2 lb pkg, per case.. 2 60

FRESH MEATS

Beef

Carcass.....8 1/2 @ 9 1/2
Forequarters.....5 1/2 @ 6 1/2
Hindquarters.....8 1/2 @ 10
Loins.....12 @ 16
Ribs.....8 1/2 @ 13
Round.....7 1/2 @ 8 1/2
Chucks.....@ 6
Plates.....@ 4

Pork

Dressed.....@ 5 1/4
Loins.....@ 10 3/4
Boston Butts.....@ 8 1/2
Shoulders.....@ 8 1/4
Leaf Lard.....@ 7

Mutton

Carcass.....6 @ 7
Lamb.....8 1/2 @ 10

Veal

Carcass.....5 @ 7 1/2



24 10c cans.....1 84
12 25c cans.....2 30
6 50c cans.....2 30

COFFEE

Roasted
Dwinell-Wright Co.'s Bds.



White House, 1 lb.....
White House, 2 lb.....
Excelsior, M & J, 1 lb..
Excelsior, M & J, 2 lb..
Tip Top, M & J, 1 lb...
Royal Java

Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sagl-
naw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

COFFEE SUBSTITUTE

Javril



2 doz. in case.....4 50

SAFES



Full line of the celebrated
Diebold fire and burglar
proof safes kept in stock
by the Tradesman Com-
pany. Twenty different
sizes on hand at all times
—twice as many safes as
are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SALT



Jar-Salt

One dozen
Ball's quart
Mason jars
(3 pounds
each).....85

STOCK FOOD.

Superior Stock Food Co.,
Ltd.

\$.50 carton, 36 in box.10.80
1.00 carton, 18 in box.10.80
12 1/2 lb. cloth sacks... .84
25 lb. cloth sacks... 1.65
50 lb. cloth sacks... 3.15
100 lb. cloth sacks... 6.00
Peck measure90
1/2 bu. measure..... 1.80
12 1/2 lb. sack Cal meal .39
25 lb. sack Cal meal.. .75
F. O. B. Plainwel, Mich.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50
Black Hawk, five bxs.2 40
Black Hawk, ten bxs.2 25

TABLE SAUCES

Halford, 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

Now Pull Up The Suckers

Profit is your corn. Spring left-overs and summer idleness are your suckers. Pull 'em up, and you'll better your crop. Leave 'em alone, and you'll dwarf your corn.

Through scores of expert buyers, in more than fifty departments, we've gathered a host of bargains—every one of 'em, mind you, a summer special, for use right now.

All through the months those buyers were hustling for these bargains, we had other men busy sifting out plans for using the goods and other helpful suggestions for summer re-tailing.

Take merchandise like our summer specials—in kind and price, powerful enough to lure buying interest from its summer doze—and some such Resultful Plan as those suggested in our July catalogue—and you can pull up summer idleness.

With the special things, judiciously mix odds and ends, remembering that the only way to make them look like bargains now is to cut their prices—'way down deep. Thus, you can pull up your left-overs.

Profit on the special summer things, supplied by us—ready money, in place of things stored for out-of-date use, next spring—trade coming your way, with no summer break to be offset—then, that will be your fall crop.

Do you want it? It's up to you. Goods and hints, ready for your use, are all fully set forth in our July catalogue—free to you, or any other actual merchant. Ask for catalogue No. J509.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only

NEW YORK CHICAGO ST. LOUIS

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—1,000 acres hardwood timber land, Newton county, Arkansas. Average 6,000 feet per acre, price \$4 per acre. Blackwood & Son, Mount Judea, Arkansas. 643

General store in Maryland manufacturing town. Good stand. Stock about five thousand. Address Box 111, Williamsport, Maryland. 644

For Sale—Dry goods stock of \$5,000, clean and up-to-date. Best opening in Michigan. Town 3,000; four railroads; farmers prosperous; good reasons for selling. Can reduce if purchaser desires. A. E. Smith, Durand, Mich. 645

On account of the death of John L. Spohn, manager of the Spohn Harness Co., manufacturers of and dealers in harnesses, blankets, robes, whips, trunks, and all horse goods, the business will now be sold, affording a splendid opportunity for someone desiring a well established business of twenty-five year's duration, and the only one of the kind in Allegan, Mich., county seat of Allegan county and a splendid business center. See or write I. F. Clapp, Administrator, Allegan, Mich. 646

For Sale—Hotel and restaurant; all furnished in first-class condition; fine location, near all docks and depot; beautiful little town on the lake; selling on account of sickness. Write to Mrs. A. Shearer, Frankfort, Mich. 647

For Sale—Well established millinery business in Holland, Mich. Best location in city; doing good business. Stock inventories \$700. 55 West 13th Street, Holland, Mich. 648

First-Class stock of dry goods. Invoice \$7,000 in big manufacturing city of 16,000; pay roll \$60,000 per week; splendid opening for a hustler. Good location. Schier & Fowler, Kewanee, Ill. 650

For Sale—Old-established retail millinery business at 27 Canal street, one block from Hotel Panfind. Best of reasons for selling. Address C. Jacobs & Co., Grand Rapids, Mich. 651

For Sale—Good house and barn, full sized lot, 1 1/2 blocks west of Main street, Big Rapids, Mich. Will exchange for dwelling or grocery stock. Address No. 652, Michigan Tradesman. 652

For Sale—Stock of groceries, crockery and provisions, invoicing about \$2,500 in Central Michigan. Town has 1,000 inhabitants; surrounded by good farming country. Will exchange for improved farm. Address 653, care Michigan Tradesman. 653

For Sale—Grocery stock and fixtures, together with bakery, invoicing at about \$900. Store and good brick oven can be rented reasonably. Location hustling town surrounded by first-class farming country in Central Michigan. Address Grocery, care Michigan Tradesman. 654

For Sale—Up-to-date millinery stock and fixtures in a hustling railroad town of 2,000 population. Will sell for \$500 cash if taken in July. Address No. 655, care Michigan Tradesman. 655

For Sale—In Central Iowa; general merchandise; small stock; cash only; large college; fine schools and churches; street railway. Address L. L. Johnson, Toledo, Iowa. 621

For Sale—75 dozen double triangle brand linen collars at 90 cents per dozen. Address Will Roberts, Sutton, Nebraska. 622

Farms and city property to exchange for mercantile stocks. We have tenants for stores in good towns. Clark's Business Exchange, Grand Rapids, Mich. 626

I will sell half interest in a growing mercantile business in healthful climate and surrounded by honest trade; write for terms, etc. it will pay you. P. L. McCarthy, P. M., Greenriver, Utah. 628

130 Acres good farm land; 70 acres cleared; new house, barns and well; all farm tools required; also team, eight milch cows, cream separator and everything required for running place in first-class manner. August Johnson, Barrette, Wis. 630

For Sale—Select stock of drugs invoicing \$2,400 for \$1,400. Real estate, storeroom and dwelling combined, value \$3,000 for \$2,000 cash or \$2,200, one-third down, or rent on reasonable terms. Enquire of Warner Van Walthanson, 1345 Johnson St., Bay City, Mich. 639

Drug Store doing a paying business for sale; rare opportunity for party with small capital. Address J. J. Masse, Sault Ste. Marie, Mich. 631

For Sale—Stock of hardware and general merchandise in small town in North Central Michigan. Inventory about \$3,500. Address No. 634, Michigan Tradesman. 634

Lady Bookkeeper and stenographer desires employment. Three years' experience. Address No. 640 care Michigan Tradesman. 640

Notice—I want to locate in Grand Rapids. Will put a little money into an established grocery trade within city limits. Must know at once. Address Partner, care Michigan Tradesman. 637

For Sale—Drug stock and fixtures, invoice about \$4,200. Located in the best little town in Michigan. Local option county. Address No. 638, care Michigan Tradesman. 638

For Sale—Clean drug stock, good business, in county seat town. Reason, owner not registered. Address No. 618, care Tradesman. 618

For Sale—\$3,500 stock general merchandise. Country town; good reasons; doing a good business; no trades. S. & Co., Spring Hill, Ill. 620

For Sale—Candy factory, doing good business, both city and country, Seattle, Washington; population, 150,000. Address W. H. Hecht & Co. 587

Geo. M. Smith Safe Co., agents for one of the strongest, heaviest and best fire-proof safes made. All kinds of second-hand safes in stock. Safes opened and repaired. 376 South Ionia street. Both phones. Grand Rapids. 926

For Sale—The leading hardware store in a thriving city in Western Illinois. Invoice. Best location in city. A money-maker. Best of reasons for selling. Address Rambler, care Michigan Tradesman. 605

For Sale—A fine bazaar stock in a lumbering town in Northern Michigan, county seat. Price right. Good reasons for selling. Must be sold at once. Address Rogers Bazaar Co., Grayling, Mich. 606

Cash or a good farm for your stock or merchandise. Address Box 148, Independence, Iowa. 610

For Sale—Fourteen room hotel, new and newly furnished, near Petoskey. Fine trout fishing. Immediate possession on account of poor health. Address No. 601, care Michigan Tradesman. 601

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

For Sale—Bright, new up-to-date stock of clothing and furnishings and fixtures, the only exclusive stock in the best town of 1,200 people in Michigan; nice brick store building; plate glass front; good business. Stock will inventory about \$5,000. Will rent or sell building. Falling health reason for selling. No trades. Ackerson Clothing Co., Middleville, Mich. 569

For Sale—Long-established dry goods and carpet business; best town of 7,000 in Illinois; best location in town; odds and ends all closed out; cleanest stock you ever saw offered for sale; invoices about \$16,000; can be reduced to \$10,000 in a few days; owner not well; made enough to retire; a snap if you want a paying business; no trading stock; terms to suit; traders of Western lands and equities need not apply. Address F. S. Taylor, Galesburg, Ill. 642

A firm of old standing that has been in business for fifteen years and whose reputation as to integrity, business methods, etc., is positively established, desires a man who has \$5,000 to take an active part in the store. This store is a department store. Our last year's business was above \$60,000. The man must understand shoes, dry goods or groceries. The person who invests this money must be a man of integrity and ability. Address No. 571, care Michigan Tradesman. 571

For Sale or Exchange—Gas stock, paying better than 10 per cent., for city property or improved farm lands. Address P. O. Box No. 58, Lima, Ohio. 627

A Snap—General hardware, tinning, plumbing, implement and harness stock in town of 1,200 inhabitants in Southwestern Michigan. Good farming country; good factory town; no competition; invoices \$7,000. Cash sales last year, \$22,000. Good reason for selling; will bear investigation. Address No. 625, care Michigan Tradesman. 625

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

Cash for Your Stock—Or we will close out for you at your own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 577 West Forest Ave., Detroit, Mich. 2

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

Wanted—Will pay cash for an established, profitable business. Will consider shoe store, stock of general merchandise or manufacturing business. Give full particulars in first letter. Confidential. Address No. 519, care Michigan Tradesman. 519

On account of failing health I desire to sell my store, merchandise, residence, two small houses and farm. Will divide to suit purchasers. J. Aldrich Holmes, Caseville, Mich. 532

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

For Sale—A modern eight-room house Woodmere Court. Will trade for stock of groceries. Enquire J. W. Powers, Houseman Building, Grand Rapids, Mich. Phone 1455. 498

For Sale—Meat market; good location. Address No. 554, care Michigan Tradesman. 554

For Sale—Tin shop, complete set tools, good furnace business. Small stock. Address Lock Box 592, Shelby, Mich. 611

For Sale—Farm implement business, established fifteen years. First-class location at Grand Rapids, Mich. Will sell or lease four-story and basement brick building. Stock will inventory about \$10,000. Good reason for selling. No trades desired. Address No. 67, care Michigan Tradesman. 67

Drug Store and Business for Sale Cheap—\$3,000 inventory. Address Muskegon, care Michigan Tradesman. 594

For Sale or Rent—Two-story brick building in hustling town; fine location for any business; store has electric light, fixtures, shelving, counters, tables, city water. Address No. 595, care Michigan Tradesman. 595

On account of ill health I wish to close out at once my stock of general merchandise, consisting of groceries; all new stock a year and a half ago, dry goods and notions. For particulars address J. M. Wheeler, Shelby, Mich. 591

For Sale—Hardware stock inventory from \$3,000 to \$3,500; established six years; reason for selling, are not familiar with the hardware business and lumber yard requires all of our attention. Address A. A. Hemily & Co., Newaygo, Mich. 580

HELP WANTED.

Wanted—A registered assistant to work nights; ten hours work; must be well recommended. Address No. 596, care Michigan Tradesman. 596

POSITIONS WANTED.

Wanted—A position by an experienced clothing and shoe man as clerk or manager. Address J. A. Vandervest, Thompsonville, Mich. 555

Notice—If you want an up-to-date, all around general store manager and one who knows about all kinds of goods, and a good salesman, address No. 636, care Michigan Tradesman. 636

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

Ad-writer, thoroughly experienced in clothing—all its branches; A1 salesman, open to proposition after June 20; satisfactory references. Address Lock Box 817, Tecumseh, Mich. 576

Wanted—Position by registered pharmacist. Experienced. First-class references. C. M. Gray, Belding, Mich. 649

AUCTIONEERS AND TRADERS

The Hoosier Hustler—The prince of merchandise auctioneers, carries the largest book of reference of any auctioneer in the United States; now selling stock for A. H. Dearborn. For terms and reference book address Box 12, Barnes, Kansas. 603

Reduction Sales—Conducted by my new and novel methods draw crowds everywhere. Beat any auction or fire sale ever held. I personally conduct every sale. I am not a novice at the business, but a competent special salesman and advertiser with years of experience. My methods clean your stock of all stickers, and will quickly raise money for the merchant. I also conduct closing out sales. For terms and references write to-day. Address W. A. Anning, 86 Williams street, Aurora, Illinois. 607

Merchants, Attention—Our method of closing out stocks of merchandise is one of the most profitable either at auction or at private sale. Our long experience and new methods are the only means, no matter how old your stock is. We employ no one but the best auctioneers and salespeople. Write for terms and date. The Globe Traders & Licensed Auctioneers, Office 431 E. Nelson St., Cadillac, Mich. 446

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

MISCELLANEOUS.

An Artist—Send \$2 for 4 inch ad. your own business. 100 printed copies. Grant Steele, Saranac, Mich. 623

Grocerymen and Dealers—50c will bring you by return mail 100 bright, catchy, up-to-date pulling suggestions for advertising by circular or in newspapers. Don't delay a day in sending for them and see how your business will grow. Address R. A. Neff, 1020 Broadway, Toledo, Ohio. 616

Good Typewriter wanted in exchange for printing. Gildart Bros., Albion, Mich. 581

To Exchange—80 acre farm 3 1/2 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house, good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501

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.

WITHOUT A STRING.

How the World Wants an Advertisement.

Written for the Tradesman.

A new idea has dawned upon the up-to-date advertiser: an advertisement to amount to anything ought to be followed up. What is the use of spending all that money for the advertisement to attract the attention of the reader, win that attention and let the matter end then and there? There is no use. The advertiser to be true to himself should give the reader to understand that there are two sides to this matter. If he, the reader, sees an article advertised and he writes in regard to it to the advertiser and his letter is answered, there is and ought to be only one outcome to such correspondence, and that is a sale. It too often happens that the advertiser's letter receives no response. In that case it is the advertiser's bounden duty and service to follow up the thing and compel the answerer of the advertisement to "come to time!"

Something less than a hundred years ago a citizen of this free republic, seeing in the columns of his daily that a dealer in horses had that sort of stock to dispose of, wrote for the pamphlet advertised to tell all about it. It came in due time, but it so happened that the stock advertised and described in the pamphlet was not wanted and the pamphlet was thrown into the waste basket, where it properly belonged and the matter was supposed to end then and there. The advertiser did not think so. After what he concluded was a long enough time he wrote to his correspondent asking why the pamphlet was not answered and why he, the correspondent, had not written in regard to it? If the pamphlet did not meet the expected requirement a more explicit statement in regard to what was wanted would gladly be given and awaiting such explicit statement the advertiser begged to remain yours truly. Of course the letter went into the waste basket, where the writer should have known it would go, thinking now for a certainly the correspondence was at an end. Not so. After an interval came a letter of anxious enquiry whether now a way had not been made clear to a sale. The subscriber's horses were acknowledged to be the best in the country and would the correspondent kindly write? The correspondent wouldn't do anything of the sort; but he did decide then and there that when the time came for horse-buying that fellow of the advertisement with a string to it would not sell that particular horse to him.

Some time ago a typewriter—the instrument—had become a necessity and a letter was sent to a certain manufacturer as to terms. A package of literature in regard to that particular machine followed. The next mail brought another and the next another. In the meantime the man with the want had found a machine that suited him, bought it, found his want happily realized and has been using the machine ever since; and ever since at regular in-

tervals that man's mail is overloaded with typewriter pamphlets insisting upon what the sender knows to be true, that his typewriter is the only machine on the market worthy of the name and at such rates that no sane man can afford to fail to take advantage of them. This has been going on for six months and the persecuted enquirer is wondering how much longer the string to that advertisement is!

Last summer a poor old professor, who has been hammering all his life Latin and Greek into the heads of his boys and girls, was informed by a letter from a publishing house that a certain text-book, just published, was on its way to him and would he "kindly look it over and tell the publishers what he thought of it?" The teacher thought nothing of the communication—he received too many of them to make it a novelty—and the letter went the way of the numerous rest. In due time came a letter calling attention to the previous one and requesting the "professor" to forward his opinion at an early date. By chance or mischance the book in question did not arrive. The teacher was wanting no change of textbook. With his own methods he could make any textbook on his specialties available; it was vacation time, "In the good old summer time," and why should he bother himself with a new Latin book that was trying to make its way in the world where were too many of its kind already. For one good year that poor old man has been pestered with letters of enquiry from that publishing house—the last one complaining that it is not fair to accept a book without at least acknowledging it and so making the exchange of book and opinion an even one. Surely the advertisement with a string is an evil to be avoided.

The advertising columns of the more popular periodicals frequently have advertisements to the effect that writers of stories, long or short, will find a place for their manuscripts with the inserter of that particular advertisement. A certain writer who is old enough to know better and who has for years been a fairly successful writer for the press concluded to place a recently completed story with one of these advertisers rather than bother with its disposal. He applied to the agency to be informed that it was at his disposal. Its talented corps would look over and correct any Mss. committed to its care; but to secure the best results the agency urged the gentleman to join its class of learners and so take advantage of a certainty in the disposal of such merchandise. Too busy and too indifferent to reply the man thought the easiest way out of the trouble was to let the proposal remain unnoticed. For weeks at intervals the agency's literature flooded his desk and finally came a letter stating that in his particular case he would be allowed to join the class of beginners at a much reduced rate. Would he kindly reply? He did; to the effect that he was a graduate of one of the oldest New England colleges with an A. B. and an A. M.

and later on, as a recognition of his ability in letters, a Ph. D. at the end of his name if he wanted to write it there, and he did not feel the need of starting in all over again for the sake of disposing of any article he had or might have on hand. He therefore hoped he might be excused from all further correspondence on the subject and hoped that the advertising literature of the agency would cease to come to him. It ceased.

These are a few of many instances that might be furnished of the advertisement with a string. Too much commendation can not be given to this important department of commercial enterprise, but it is submitted that there are limits beyond which the advertiser must not go. To look down the advertising columns of paper or magazine is often a delight; to follow up a real or fancied want is equally pleasing, but if the following up is to result in annoyance and unmitigated nuisance such following up will cease and the advertisement will become a terror to the community it was designed to bless. The wanting world can not do without the advertisement, but that same world wants it without a string.

Oil and Gas Engines Displacing Steam Power.

I have been led lately to think the whole development of the steam engine, to the exclusion of the gas engine, has been a mistake and that we are now at the beginning of a new era in the use of power. Engineers could to-day gain better and more economical results by abandoning steam and using internal combustion engines, even in large establishments. The gain in economy in fuel will advance with the size of the establishment. With the internal combustion engine a brake horse power can be produced on a pound of coal. This could not be done with steam under any conditions.

So great a revolution has come about in methods of producing power that a 10,000-ton cruiser of twenty-one knots an hour could to-day proceed around the world at fourteen knots without taking on fuel and without sacrificing any of her war efficiency.

Oil engines, using crude petroleum, will be developed as soon as the demand is felt for them, but even here the fuel can be made into gas and burned thus with far greater economy than is possible when the oil itself is burned under boilers or gasoline can be used. In an ordinary 3,200 horse power torpedo-boat forty-three tons of coal would be used in ten hours. With gasoline the radius of activity of the same torpedo-boat can be more than quadrupled, for 3,200 horse power can be produced from 3,200 gallons of fuel. Briefly, 16,000 pounds of gasoline will do the work of 96,000 pounds of coal. The cost of the fuel is higher, but with a gasoline plant in a torpedo-boat only two men are required in the engine-room and none at all in the fire-room. The dangers of steam at high pressure are avoided and the com-

plexity of steam machinery done away with.

Owing to the certain saving to be secured in coal consumption and to the simplicity and reliability of the gas engine plant, we shall witness a gradual forcing out of the steam plants in future power plants for lighting, pumping or factory use, and it will be a question of but a short time before many of the existing steam plants will be replaced.

Lewis Nixon.

Do Want Slips Help the Buyer?

Where a buyer has what might be termed one department only, I hardly think that the want slip would be a necessary adjunct to a successful department. My reason for this is, that an aggressive, painstaking department man would be so familiar with his stock, its needs, its surplus, etc., that the want slip would be unnecessary.

Secondly, the most serious of all the objections to the call-slip idea is its liability to encourage a buyer to overpurchase in order to have his department complete in each detail. Nothing, in my opinion, is such a handicap to a buyer as an overstocked department, and this is very apt to occur when attention is given to the calls, or wants, that are turned in by salespeople. There will always be wants in a department, no matter how carefully it is watched. Careless and inadequate salespeople often turn in these want slips to cover their lack of ability to make a sale.

On the other hand, where a buyer has a series of departments, widely different in character, with subdepts that assist him in selecting the merchandise, the want slip keeps him in touch more closely with the wants of the departments than would be possible otherwise; but he must be very careful to distinguish in these want slips the good from the bad.

In summing up, I will say this: the strictly legitimate call slip made out by a conscientious salesperson, who is interested in the success of his, or her, department and whose opinion a buyer can place some dependence upon, is a good thing no doubt. But it is a system that can be very easily abused, and very often the benefits from same will be overwhelmed by the buyer endeavoring to meet the demands of the public and thereby over-stocking himself.

Geo. C. King.

Business Wants

BUSINESS CHANCES.

\$300 will buy eleven wood working machines for light manufacturing, also 6 h. p. gasoline engine. Going out of business. L. F. Zells, Port Huron, Mich. 656

For Sale—Bazaar, notions. In one of the best towns in the State; good farming country; sugar factory; good trade; established three years; plenty of room to add other lines; will sell or rent property. Reason for selling, poor health. Box 196, Crosswell, Mich. 657

For Sale—One 280 gallon Bowser oil outfit with pumps complete, in good condition. Price \$15. f. o. b. If you want a tank of this kind, write A. C. Snyder, Crosswell, Mich. 658