

# MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, JULY 20, 1904

Number 1087

William Connor, Pres. Joseph S. Hoffman, 1st Vice-Pres.  
William Alden Smith, 2d Vice-Pres.  
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MANUFACTURERS

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Now showing Fall and Winter Goods,  
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DETROIT, MIAMI, CLEVELAND, CINCINNATI,  
WE FURNISH PROTECTION AGAINST  
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**EARN MORE MONEY.**  
write me for an investment  
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Will pay your money back  
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Have Invested Over Three Million Dollars  
For Our Customers in  
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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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.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  
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1023 Michigan Trust Building,  
Grand Rapids, Mich.

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## SOUTH AMERICAN TRADE.

Although this country purchases the great bulk of the products of the South American countries, we sell to them but a very small proportion of the foreign commodities which they consume. One would naturally imagine that the people of South America would prefer to trade with the country that is the best customer for their products, but the facts certainly indicate that such is not the case.

In a recent report to the Commerce Department the American Vice Consul at Trinidad calls attention to the backwardness of the United States in building up a trade with South America. He states the fact that while our trade with European countries has doubled in the past thirty years, it has not increased 5 per cent. with South America in that time. We buy from the people of that part of the world \$120,000,000 worth of products in round figures, and we sell them about \$40,000,000 of our products. This is certainly not a fair trade exchange, since it requires the payment by us of fully \$80,000,000 in gold to liquidate the adverse balance.

There are, of course, a number of reasons for this poor trade showing with South America, such, for instance, as the fact that the people of South America, having been long used to European-made goods, are loath to make a change; the failure of our merchants to comprehend the necessity of making just such goods as the people of South America want, and packing them in packages which can be easily handled on pack animals, as much of the transportation in that part of the world must be

done on muleback; the lack of facilities for granting long credits, and the like, but the principal reason is the lack of frequent and reliable communication in American vessels.

American ships would serve to drum up trade, as they would have to have cargoes to make the venture pay. As a matter of fact, there are very few American ships running in the South American trade, and very few foreign ships, for that matter, engaged in the trade between South American countries and the United States. On the other hand, there are many lines of steamers running between South American ports and Europe. There are English, German, French, Italian and Spanish lines of steamers engaged in the trade, and their respective countries enjoy the principal share of it.

This country should certainly have more frequent communication with South America than it has, and, by preference, this communication should be carried on in regular lines of American ships. Of course, this will not be possible until our shipping laws are changed, and American shipping is relieved of the burdens and exactions which are placed upon it, but which do not affect foreign ships. American registry should be given to every ship owned in this country, whether built here or not. The laws compelling American vessels to employ so many more officers and men, and to give them so much better fare than is customary in other ships, should be abolished. Commercial competition can be counted on to regulate all such matters. Under existing laws American vessels are being driven out of the foreign trade altogether, because they can not compete. A system of protection which destroys instead of protecting can not be too soon abolished.

America is famous as a land for work and workers. While there are many whose means put them above the need of employment, the number who toil constitutes by far the larger element. A late census bulletin states the total number of persons engaged in gainful occupations in 1900 was 29,073,233 which was one-half of the population ten years old and above, and nearly two-fifths of the entire population. The total number comprised 22,489,425 men, 4,882,630 women and 1,750,178 children, of whom 1,264,411 were boys and 485,767 girls. Those of foreign birth aggregated 5,851,399, or one-fifth of the total number of gainful workers. Those of foreign parentage aggregated 11,166,361, or more than thirty-eight per cent., almost equally divided between immigrants and children of immigrants.

## THE MEAT QUESTION.

Recent statistics show that the price of living in the United States has been steadily decreasing. Doubtless that will continue true as to all necessities, with a single exception. Meat is bound to go up, in fact is going up already. It comes about through the strikes in the packing houses, whence tens of thousands of employees have walked out, refusing to work any longer at present prices and under existing conditions. The men say that in their treasury they have sufficient funds to warrant them in staying out a very long time. They believe that, without their help, the packing houses can not run. This opinion does not obtain with the employers, who say that they are already receiving applications from men out of work, with whose services they can continue operations. Which of these two prophecies will be verified time only can tell. The outlook is for a long continued trouble and a stubborn contest. If the employers are as well organized as the employees they can probably put out a reduced product, but at prices so high as to compensate them somewhat for the loss incident to smaller sales.

Some are saying that the strike in the packing plants, whereby something like 45,000 employees quit work, will be like that of easy recollection in the coal mines. It will affect the general public by putting up the price of a much-used commodity. It will not, however, prove so serious an inconvenience as the indefinite continuation of the coal strike would have been. Both coal and meat are reckoned as necessities, but the former takes precedence. It is much easier to get along without meat than it is without coal, and while there may be a scarcity and while prices will advance, there can not be an actual meat famine. Under modern conditions the meat business has been centralized and the great packing houses put out the bulk of the product. There is, however, all over the country a supply of cattle that can be butchered and sold by local dealers. Only a few sections have coal, but every section has cattle. Nor is meat an absolute necessity. Vegetarians live to a ripe old age without eating any of it and physicians often urge that while it is desirable to eat some meat, people could eat a great deal less to their advantage. While it is an unpleasant prospect, the general public will not look with anything like the same apprehension on the strike in the meat packing plants that it did on the strike in the coal mines.

The force of love is more effective than the fence of a law.

## DOROTHY DIX.

Autobiography of the Tradesman's  
Brilliant Contributor.

I was born and raised on a big race horse farm called Woodstock, that lies in the blue grass region between Southern Kentucky and middle Tennessee, where I grew up with thoroughbred colts and little negroes, the two things I really understand best, and which I can never refrain from writing about long at a time. I was cradled on the back of an old race mare, named Fraxinella, who had a world-famous turf record in the days before the war, but whose latter years were devoted to nursing the children of the family, who were put upon her back and left to amuse themselves while she grazed sedately around the paddock, so I do not remember a time when I could not ride and drive and climb. Of education, in the sense that children are educated now, I had none, but I learned the speech of animals and nature, and I browsed in a fine old library of old books, and best of all I had the advantage of growing up absolutely untrammelled—with my own individual opportunity of individual development.

When I was twelve years old I was sent to a neighboring town to a female academy—which was all that innocuous name implies, so far as education went—where I was given a very thin smattering of all the ologies and isms and was graduated in a love of an organdie dress at sixteen.

I did not distinguish myself at school. In fact, I spent the last two years getting out a school paper, of which I was editor, proprietor, contributor and sole subscriber. It was to me an absorbing occupation, but to the great detriment of my marks.

Soon after I left school, and before I got fairly into long dresses, I married—most happily—George O. Gilmer, and for a time my fondness for writing—I had never dreamed of publishing—slept. Later on I took it up again, and wrote some little sketches of plantation life and race-horse stories.

All my life I had wanted passionately and above all other things to be a newspaper writer, but in my quiet and sheltered life in the country where the arrival of even a weekly paper was an event, the idea of a woman writing for a newspaper seemed as impossible and anomalous as for her to start out for the North Pole. Finally, my opportunity came. I fell sick and was taken down to a little place on the Mexican Gulf to recuperate. Here it chanced that my next door neighbor was Mrs. E. J. Nicholson, the great woman who owned and made the New Orleans Picayune. I confided to her my desire to write for the newspapers and she published some little sketches that I had written, which met with favor.

Two years later she offered me the post of woman editor on the Picayune, which I gladly accepted. I began writing a series of articles called "Dorothy Dix Talks," which attracted attention, and four years



*Elizabeth M. Gilmer  
(Dorothy Dix)*



later I left the Picayune to go to New York on the Journal staff as a special writer. While on the Journal I wrote signed editorials and did dramatic work and wrote special stories of the famous murder trials. I remained with the Journal until last winter, when, on account of the illness of my husband, I was compelled to return to New Orleans, and I then established the Dorothy Dix Syndicate and began sending weekly articles to other papers beside the Tradesman and Picayune.

I also do much special magazine work, which the Ainslee's and Everybody's feature, and I write a monthly article for the Twentieth Century Home which is published under my own name, Elizabeth M. Gilmer.

I literally jumped into my profession. I had no training whatever for it, and five years from the first time I ever saw a real play in a theater, I was doing dramatic criticism on a big New York paper. The first big story I was ever on was when the Journal sent me out to Kansas to campaign a week with Mrs. Nation when she was smashing saloons. I had never sent a telegram to a paper before, nor had I done any real reporting, and I was scared blue, but nature gave me that curious newspaper attribute—a nose for news—and when I got down to breakfast the next morning at the hotel I had a congratulatory telegram from the managing editor, and I knew then that in newspaper parlance "I had made good and would do."

Chief among my sources of inspiration I count a good typewriter. Every morning, promptly at ten o'clock, I take my seat at my machine, lay my throbbing and empty brow upon the rubber roller, and give away to utter despair over the possibility of thinking of a single new thing. Soon, however, the good genii of the typewriter whispers an idea, then another, and lo, something is doing! I turn out reams of copy, flim-flam editors into buying it, and so far have escaped the aspersion on my character of being strong minded, through never having an ink stain on my fingers. All of this is the direct result of using a typewriter instead of a pen.

I have never been able to acquire the accomplishment of dictating, as it embarrasses me to have people look at me when I think I am thinking. It is impossible for a busy, working newspaper writer, who must come up with a certain amount of stuff every day, to copy anything, so I compose directly on the typewriter, and as I write it it goes to the printer. I think I ought to say, though, that I am the worst typewriter that ever happened, and in the editorial offices where I am best known, it is still an open question whether my handwriting or my typewriting is the worse.

That is all about me except that I am thirty-five years old. I am happily married to a prosperous man who has done far more than I ever have, for he has invented a way to make turpentine and tar and wood



alcohol out of the refuse of the old pine forests of the South and thus turn the abandoned turpentine orchards into gold once more, and we have a charming little home in New Orleans set in the midst of palms and orange trees and roses.

Dorothy Dix.

#### Potato Corner at Kansas City.

The potato "corner" is a thing of the past and McKinney Bros., who engineered it, are richer in pocket by \$6,620. The "corner" commenced July 1 and lasted ten days, the firm selling the last of its holdings yesterday.

In the commission district the deal is looked upon as one of the shrewdest of recent years. When McKinney Bros. saw the possibilities for obtaining a "corner" their first act was to send agents to the fields in Arkansas, Indian Territory, and Oklahoma, who contracted for all the potatoes dug in the ten days following July 1. The first five carloads to reach Kansas City were thrown on the market at \$1.05, the current price being \$1.35. This action was intended to break the market and deceive the other brokers, and it succeeded.

The competing commission houses at once canceled what orders they had in the Southern fields because they could buy cheaper here than there. Of course, McKinney Bros. sold those five carloads at a loss. Then, when the other brokers had canceled their orders, the McKinneys bought every potato in Kansas City and the "corner" was complete. The competing brokers could not buy potatoes for less than \$1.65 a bushel. The price went up from \$1.05 to \$1.35, then to \$1.50, \$1.65 and up to \$2 per bushel. Fifty-four carloads were disposed of at these prices before the contracts with the Southern planters expired. In the meantime other brokers, feeling certain the wet weather would prevent digging by the farmers and gardeners near Kansas City for some time, ordered potatoes at \$1.65 a bushel. As soon as they arrived McKinney Bros. cut the price so far under that figure that their competitors did not sell a potato. It is said there are now twenty carloads of potatoes in Kansas City bought at \$1.65 and the price now is \$1. This means a heavy loss and there are some brokers in the vicinity of Fifth and Walnut streets who are not very good natured just now.

The fifty-four carloads disposed of by the McKinneys cost them 87 cents per bushel. Shipped potatoes are now held at \$1, and those brought in by farmers and gardeners can be bought for 75 to 90 cents.—Kansas City Times, July 12.

#### The Pains-taking Clerk.

The pains-taking clerk has at his call a capital that bears interest at a constantly improving rate; for it strengthens his reputation as a salesman daily and yearly, pushing him to the highest level in his employer's esteem, and bringing to him the reward which comes from work well done.

The pains-taking clerk accomplishes

his work in a practical way. He sees that every little detail is conducted as far as possible in the same manner as if the business were his own. He watches his stock that it does not get in a dangerously reduced condition; he sees that it is always kept in the best possible manner—the boxes carefully cleaned and arranged, the goods nicely wrapped in fresh tissue paper, the least speck of dust removed and the labels always kept fresh and inviting. He puts his best thoughts in any work he may be given to do. He uses his best skill and diplomacy in selling his customers and shirks not the task of taking the "hard ones." He looks to it that the store is always neat and tidy, and the little things that so easily litter up the store kept in their proper place. He gives his attention to a hundred and one little details that make for the public good opinion of his employer's store.

In his floor work among the almost numberless different kinds of people he has to deal with he is especially tactful and conscientious in his efforts to please. He is willing to go any length to please a hard customer, and to all he shows that he appreciates the favor of their patronage. He demonstrates to his customers by acts and manner that painstaking work is the basis of his daily task, and his employer rewards him, as does the public who appreciate the efforts of anyone who puts himself out to humor and please it. Therein lies the profit of taking pains.

Contrast such a clerk with the one who does not care a rap as long as things go along smooth and easy, who assumes that the world owes him a living and he is bound to get it with as little effort as possible; who regards every hard customer as "a crank" whose presence in the store it is his earnest effort to get rid of as soon as possible. Such a clerk must sooner or later give way to the painstaking clerk. The pains-taking clerk, sooner or later, will demonstrate the law as to the survival of the fittest.—Shoe Retailer.

#### The Drug Market.

Opium—Is firm but unchanged.

Quinine—Is steady but weak.

Morphine—Is unchanged.

Lycopodium—Continues to advance on account of scarcity and higher primary markets.

Menthol—Is weak.

Oil Anise—Is in good demand and advancing.

Oil Lemon—Is tending higher.

Gum Myrrh—Has advanced on account of higher prices in the primary markets.

Goldenseal Root—Has advanced and very high prices will rule during the coming year.

Canary Seed—Is very firm at the advance.

#### No Wrinkles in the Photos.

A German photographer, Kunwald, when taking a picture of a lady of doubtful age places sheets of celluloid between the negative and the printing paper, thus producing a very softening effect which hides the discrepancies of age.

# Three of a Kind

The Butcher, the Grocer and  
the Miller

"Man's best friends and the world's greatest benefactors."

The latter extend greetings to their collaborators and solicit  
a trial of

**VOIGT'S** BEST BY TEST

**CRESCENT**

"The Flour Everybody Likes"

We feel confident such an act of courtesy will result in the  
establishment of business relations of a pleasant and permanent nature.

**Voigt Milling Co.**

Grand Rapids, Mich.

# You 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.

## AROUND THE STATE

### Movements of Merchants.

Millersburg—John White has disposed of his meat business to Frank Repke.

Chauncey—F. H. Friat has purchased the general stock of Geo. W. Bentley.

Cheboygan—Michael W. Lawlor has purchased the grocery stock of Richard Tobin.

Bellevue—The grain business of J. R. Hall will be conducted by Brown, Stevens & Cargo.

Northville—C. A. Sessions has succeeded to the boot and shoe business of Sessions & Joslin.

Ann Arbor—M. M. Seabolt will open a tea, coffee and spice store at 218 Huron street July 23.

Detroit—Wm. A. Osborn has purchased the grocery and meat business of Earnest A. Osborn.

Almont—Curtis & Parmlee, undertakers and furniture dealers, are succeeded by Arthur V. Parmlee.

Hart—John H. Bouton has sold to J. J. McVean his interest in the grocery firm of Bouton & McVean.

Port Huron—R. G. Burwell has sold his drug stock to N. J. Crocker & Co., recently of North Branch.

Grand Haven—Wm. Thielman, Jr., dealer in lumber, lath and shingles, is succeeded by Peter Van Zylén.

Midland—The Gates Co. has been organized with a capital stock of \$4,000, with \$3,200 paid in in cash.

Port Huron—Albert Selby has purchased the grocery stock of F. F. Gates, who will shortly engage in the produce business.

Cadillac—John A. Coffey has purchased the John Olson & Son shoe stock and will continue the business at the same location.

Hart—The Hart Fruit Co., composed of E. Hawley & Sons and W. E. Snyder, will erect a new fruit packing house, 40x40 feet in dimensions.

Fremont—Frank Bisbee has purchased the grocery stock of the Joseph Atchison estate. Mr. Bisbee has clerked in the store for the past six years.

Hillsdale—O'Meara Bros. have purchased the paint and wall paper stock of G. W. Weatherwax, who recently succeeded to the firm of Geddes & Weatherwax.

Muskegon—The flour and feed business formerly conducted by W. R. Konkle will be conducted in future by A. Meister.

Jackson—The members of the Jackson Retail Grocers' Association perfected arrangements for their annual excursion this year to Toledo and Put-in-Bay, August 11.

Paw Paw—E. B. Longwell has sold his department store to M. L. Decker and Edgar Tice, who will continue the business under the firm name of Tice & Decker.

Ann Arbor—Warren W. Wadhams and Emanuel Stadel have formed a copartnership under the style of Wadhams & Stadel to engage in the clothing business here about Sept. 1.

Detroit—Judge Swan has granted an order of adjudication in bankruptcy in the matter of Joseph J. Caplan, owner of the Caplan Iron & Steel Co. Caplan's whereabouts are unknown.

Kalkaska—One of the most unique signs in the State now adorns the store front of Joy & Netzorg, dealers in clothing, furnishing goods and shoes at this place—"The Irishman and the Jew."

Clare—J. F. Tatman has purchased the Dr. Maynard property adjoining his own and will on the two lots erect a two-story brick, double front, 46x90 feet, one store to rent and the other for his grocery and shoe stock.

Cheboygan—I. S. Cooper and R. E. N. Bell have formed a copartnership under the style of Cooper & Bell for the purpose of engaging in the drug business. They expect to open their new store in the Poquette block about Aug. 1.

Ypsilanti—H. Lee Stumpfenhusen and Albert M. Pierce, formerly partners in a grocery business at this place, have filed a petition in bankruptcy, placing their liabilities at \$1,761.78 and their assets, claimed as exempt, at \$350.

Charlotte—The John Tripp Clothing Co. will open its clothing store about August 10 with an entirely new stock, consisting of a full line of clothing and men's furnishings. The John Tripp Clothing Co. contains the same members as does the firm of John Tripp & Co., of Sturgis.

Clio—Ellsworth E. Huyck has decided to take advantage of the bankruptcy law and dump the creditors who have banked on his integrity only to find that it is a minus article. He schedules his liabilities at \$6,650.40 and his assets at nothing. The application is made in the United States District Court at Bay City.

Lansing—F. W. Brown, who was for a number of years in the produce business at Ithaca, has taken a position as General Manager of the Lansing Cold Storage Co. H. L. Williams has found it necessary to give his entire time to his business in Howell and has severed his business relations with the company.

Battle Creek—At the last meeting of the Business Men's Association, it was decided to establish a labor bureau where worthy people seeking employment may make applications for positions. The Secretary of the Association will keep a record of all applications, together with their references. As this is a new departure, it was decided that no charges will be made applicants for the first three months.

Waldron—David A. Goodenburger, lumberman, well known throughout the southern part of the State for his eccentricities, has been adjudged insane and been taken to a private retreat at Flint for treatment. He made a specialty of cherry and walnut and was a shrewd operator. In spite of many bad investments his wealth is estimated at \$100,000. When taken in custody he was in the woods west of Waldron, where he had bought some walnut timber, and on a log nearby was spread out more

than \$5,000 in cash, while his diamond ring, valued at \$200, was found on a neighboring fence. His troubles with tax collectors, extending over a long period of years, unseated his reason.

### Manufacturing Matters.

Cadillac—The Oviatt Veneer Lumber Co. is succeeded by the Cadillac Veneer Co.

Big Rapids—Patrick Erickson has begun the manufacture of cigars on a small scale.

Hillsdale—The capital stock of the Hillsdale Steel Boot Co. has been increased from \$60,000 to \$100,000.

Emery Junction—The Iosco Brick & Tile Works, Ltd., has been organized with a capital stock of \$1,200, all paid in in cash.

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

Battle Creek—The Battle Creek Lumber Co. is erecting a large warehouse on its property at Battle Creek. Platform scales and railroad switches will be put in.

Detroit—The Economy Heating & Lighting Co. has been organized with a capital stock of \$5,000, with \$2,510 subscribed and paid in, to engage in the manufacture and sale of gasoline carbonators.

Detroit—The Walter Manufacturing Co. has been organized for the purpose of manufacturing plaster compounds. The capital stock is \$50,000, of which \$3,500 is paid in in cash and \$21,500 in property.

Houghton Lake—The Houghton Lake Lumber Co. has been organized with a capital stock of \$5,000, all paid in in cash. John G. Frank holds 332 shares, Fred A. Henry holds 167 shares and Anna J. Frank holds one share.

Moorestown—John F. Butcher is rebuilding his sawmill which was recently destroyed by fire. He is also arranging for a daily train service from Kalkaska over the Klondike branch, and for an extension of this branch to Jennings or Lake City, giving direct connection to Cadillac.

Ypsilanti—The Seymour-Lidke Co. has been organized with a capital stock of \$50,000, of which \$28,100 has been subscribed and paid in—\$700 in cash and \$27,400 in property—to engage in the manufacture and sale of implements and fencing. Otto F. Lidke holds 250 shares, Geo. Seymour holds 21 shares and Herman Lidke holds 10 shares.

Newberry—The Superior Chemical Co. has been organized with a capital stock of \$175,000 for the purpose of manufacturing wood alcohol and other by products. Orders for the necessary machinery and material have already been placed and the company expects to begin building operations within a few weeks. The plant will have a capacity sufficient to care for the smoke from the fifty-two ninety-cord kilns operated in connection with the furnace, and it is expected to have it completed and ready for operation before January next. The furnace will be idle for an indefinite period, possibly six

months, or until the condition of the iron market will warrant a resumption of operations. At present there is very little demand for charcoal iron. Meanwhile the furnace will be thoroughly overhauled and repaired and alterations made which will materially increase its output. A new and more powerful blowing engine is to be installed and another boiler added. The improvements and alterations will furnish employment to considerable labor through the summer months.

### Recent Business Changes Among Indiana Merchants.

Albion—The drug business of Stone & Son will be conducted in the future by H. D. Stone.

Boonville—J. S. Davis & Son's grocery stock has been sold to Fuquay & Bates.

Broad Ripple—Kirk & Sullivan, who conduct a general store, have been incorporated.

Carlisle—M. G. Roberts succeeds to the grocery business of Grizzle & Whalen.

Danville—Showalter, Hill & Co. are succeeded by Shirley, Showalter & Co., who will continue to conduct a boot and shoe and dry goods store.

Hagerstown—On account of the death of Wm. H. Presbaugh, his boot and shoe business will be discontinued.

Indianapolis—The Southern Product Co. has increased its capital stock to \$50,000.

Lafayette—David Burton has discontinued his clothing business at this place.

Logansport—D. Uhl & Son, who operate a flour mill, have been incorporated under the name of Dennis Uhl & Co.

Vincennes—Brooksmith & Son have succeeded Baker & Brooksmith in the general store business.

Washington—H. J. Lindman has purchased the drug stock of W. I. Jackson.

### On the Inside.

"Well, Maria, as near as I can figure it out, this summer campaign will cost us \$35,000 outside of the automobile and the yacht. Still, both the girls seem to be on the disengaged list as far as I can see. Do you think it pays?"

"It certainly does, John. Why, last season we were just lumped into the list of 'and others' who were at the resorts, while this year four city papers have actually used the names of myself and the girls as 'among those present were.' I tell you, John, we are close to Society's heart, and that \$35,000 will be well invested."

## Commercial Credit Co., Ltd.

Widdicombs 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.





E. E. Brown has erected a new store building at Chestonia and engaged in the grocery business. The stock was furnished by the Clark-Jewell-Wells Co.

Ely & Morley, grocers at Kalamazoo, will move into their new store August 1 and will add a line of bazaar goods. The order for the stock was secured by David B. De Young.

The Worden Grocer Co. has effected an agreement with John Caulfield, providing for the construction of a building on the corner of South Ottawa and Island streets, 50x100 feet in size, five stories and basement. The building will be of brick, as nearly fireproof as possible to make a building of that kind, and will be equipped with electric lights, electric elevator, steam heat and all modern conveniences. The construction of the building will be begun at once, with a view to having it ready for occupancy by January 1, when the lease of the Worden Grocer Co. for the Hawkins block expires. A novel feature of the building will be the employment of chutes between the second and first floors and the sidewalk and the basement, by means of which goods can be moved downward without the use of elevators. The building will present a handsome effect, architecturally, and will embody all the improved appliances known to the trade for the rapid and economical handling of merchandise. Manager Rouse and Buyer Winchester have recently visited several nearby markets for the purpose of inspecting all the new mercantile buildings which have been erected during the past half dozen years and believe they have incorporated into the plans of the proposed structure up-to-date features which will enable the house to handle its output to the best possible advantage. The fact that the Worden Co. has been compelled to seek larger quarters and improved facilities is in itself an indication of the growth and prosperity of the business.

#### The Produce Market.

Apples—Home grown Early Harvest are in ample supply on the basis of \$1.25 per bbl.

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

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

Beets—20c per doz. bunches.

Blackberries—\$1.75 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 15@16c. Receipts are about equal to the demand. The quality of dairy is rapidly deteriorating on account of the extremely warm weather.

Cabbage—Home grown commands 65c 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 \$2.25 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.

Cucumbers—25c per doz. for home grown.

Eggs—Receipts are just about equal to demand. The loss off has increased rapidly during the hot weather of the past week. Local dealers pay 15½@16c on track, case count, holding candelled at 17@18c.

Gooseberries—\$1.15 per 16 qt. crate.

Green Corn—25c per doz.

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 and Californias have advanced to \$4@4.50 on account of the hot weather.

Lettuce—65c per bu. for outdoor grown.

Maple Sugar—10@11½c per lb.

Maple Syrup—\$1@1.05 per gal.

Musk Melons—\$2.25 per crate of 1½ bu. Texas grown; \$4.25 per crate of 45 for Rockyfords.

Onions—Southern (Louisian) are in active demand at \$1.75 per sack. Silver Skins, \$2.25 per crate. California, \$2.50 per sack.

Oranges—Late Valencias have advanced to \$4. Seedlings and Sweets are entirely out of market.

Parsley—30c per doz. bunches.

Peaches—Four basket crate of Albertas, \$1.25.

Pie Plant—50c per box of 50 lbs.

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

Potatoes—The market sustained a slump last week, from which it has not yet recovered. Choice Southern stock fetches \$1.75@2 per bbl.

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

Poultry—The market is weaker and lower on account of the absence of the entertaining class and the impending departure of the furniture buyers, who are voracious consumers of poultry. Spring chickens, 18@20c; fall chicks, 10@11c; fowls, 8@9c; No. 1 turkeys, 11@12c; No. 2 turkeys, 9@11c; Nester squabs, \$1.50 per doz.

Squash—50c per box of summer.

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

Raspberries—\$1.65 per crate of 12 qts. for red; \$1.40 per crate of 16 qts. for black.

Tomatoes—75c per 4 basket crate for Southern grown. Home grown fetches 10c per lb.

Watermelons—20@30c apiece for Georgia.

Wax Beans—Declined to 75c per bu.

#### The Grocery Market.

Sugar (W. H. Edgar & Son)—There has been no material change in the sugar situation since we wrote you July 12, all conditions being substantially as then outlined. Raws are strong, with practically nothing offering on spot at under 4c for 96 deg. test, while refiners continue to purchase for shipment from Cuba 95 deg. test sugars at equal to 4.02c, duty paid. Ninety-six deg. test sugar would cost 1-32c more, owing to the difference in duty, but, owing to deterioration at this season, there is now little, if any, 96 deg. test sugar in Cuba and probably not to exceed 70,000 to 75,000 tons of any test available for export. Europe continues to advance by small fractions, the parity at this writing being about 4.06c with 96 deg. test. It is worthy of note that October-December deliveries are quoted at this level, while far-off deliveries are higher—May, 1905, being at a parity of about 4.15c with 96 deg. test, which would seem to preclude the customary slump in prices on the close of the active refined sugar campaign. Refined is strong, with very heavy withdrawals on outstanding contracts and with good new business at present basis. Large oversales continue and we need look for very little improvement in this respect during the remainder of this campaign. The fruit supply over the entire country is large, as is also the European fruit crop. A steady increase in consumption abroad is reported and, with the close of the first year of "no bounty" sugars on September 1, the increase in continental consumption will undoubtedly prove to be fully 33 1-3 per cent. Unless Europe should produce a bumper crop, which now appears improbable, the course of prices should be on an ascending scale for some months to come.

Teas—New goods have been taken freely as they came in, as offered, and the general idea of large buyers seems to be to keep a good stock this year, for whether they gain anything by that course, it seems reasonably certain that they will lose nothing. There have been no changes in price during the past week.

Coffee—Trade is light, although the market showed some degree of firmness during the week. Recent receipts show an increase, but still are small compared with a year ago. Bullish reports regarding the current crop are still coming from Brazil Milds and Mochas and Javas are steady and quiet.

Dried Fruits—The crop of prunes is likely to be large, but will run largely to small sizes, it is said. Peaches are almost exhausted, and stocks are more closely cleaned up this year than for a long time past. It is said that the coast has only fifteen to twenty cars remaining unshipped. Spot peaches are fully 1@1½c higher than they were two or three months ago. New peaches are firm at the advance of ½c reported recently. A few sales have been made. There is some demand for future cleaned currants, but spot goods are dull and unchanged. Loose and

seeded raisins are both dull and unchanged. The future raisin situation is so beclouded and unsettled that practically no market exists just now. It seems almost certain that prices will open lower than last year. Apricots have been selling some, for future delivery, but spot goods are dull and unchanged. Nectarines are in very light supply and dull.

Canned Goods—Spot tomatoes are firm at 65c from packers' hands. Future tomatoes are unchanged and very dull. Some spot corn is moving, but the trade are buying only for immediate wants, in order to avoid being caught with any old goods at high prices. There has been and still is a good demand for peas, chiefly because of the low prices. There are now signs that the cheap lots in first hands are getting cleaned up. Packing is on in New York State, but many of the packers there have sold largely for future delivery and there will be no pressure to sell New York peas until contracts are filled. Eastern peaches are dull. Jobbers would like to buy, but packers fear to name prices. Some have thrown out prices as a feeler, but they are above buyers' ideas. California canned goods are quiet on spot, chiefly because the trade bought freely of futures. The California Fruit Canners' Association advanced prices on lemon cling peaches 10c per dozen during the week. Most outside packers advanced some time ago. A few independents will still sell at opening prices, but only in assortments. The Baltimore general line of small canned goods is in fair demand at unchanged prices.

Rice—Dealers are gradually working off their stocks and holding for steady prices. The Southern markets are reported as fairly active and the mills are generally very firm in their ideas, holding for prices much above the parity of local values and too high to attract buyers.

Fish—The catch of shore mackerel has continued to be so disappointing that the market has advanced \$2 per barrel in Gloucester during the week. The demand is good. Small deliveries of new sardines are being made on contracts. Cod, hake and haddock are slow and prices easy. In some sections there is a little demand, but not here. Salmon is selling as usual during the summer season, and there is some little shading in blocks.

Joseph Thiele and John J. Simon have formed a copartnership under the name of Thiele & Simon and opened a lumber yard at 65 Seventh street.

Owning a business is all right in its way, but when ownership is confined to an empty till, it's a heap better to be working for somebody else.

Ben. Milanoski has engaged in the grocery business on East Bridge St. The Lemon & Wheeler Company furnished the stock.

Tillison & Co. have opened a grocery store at Summit City. The Clark-Jewell-Wells Co. furnished the stock.

## WINDOW TRIMMING

**Crutches, Prescription Files, Sea Salt, Furs, Vegetables, Dry Goods.**

Crutches! Such a great stack of them in Peck's big round corner window this week, at the intersection of Monroe and Division streets.

An inexpressibly sad feeling steals over a well person in contemplating these wooden helps for the unfortunate, a feeling of deep pity for those bereft of the inestimable blessing of sound limbs, and yet perhaps 'twere better to reserve this sensitiveness for others for some mental defect of our own, for I can not recall a person I have known who was afflicted (shall we call it such!) with what we name the malady of lameness but what was the epitome of good nature, and seemed so utterly unconscious of the need of any sympathy—even unexpressed—that their disability seemed only a part of their personality.

\* \* \*

When a small child, I attended, for a number of years, a private school. There were some thirty pupils—boys and girls—and a fierce rivalry as to lessons and games and our "play-houses" existed between the "big ones" and the "little ones." Some of the "big boys" built the "big girls" a little hut in the schoolyard, but they wouldn't be as good to us little ones. That act on their part would have made us hate them forever had it not been for the fact that one of the "big girls" was lame and we partially forgave the bad boys on her account, as she could play in the little hut. It was high enough to stand up in nicely, which is more than can be said of some play-houses, and we were glad of this, so that "She" would not have to stoop. When the lame girl wasn't around we always called her "She," and we all knew who was alluded to without any mentioning of her name. Her parents, I remember, had bought a lovely little cottage near the school, on this only child's account, so she would have only a step to take daily to her lessons (albeit, poor dear, a halting one). The cottage was embowered in clambering roses and other flowering vines, and the yard was filled with blossoming bushes.

'Tis strange, the notions and longings that will get into a child's mind. When I used to cast surreptitious glances at the red velvet cushions of her crutches, which were padded at the lower ends with rubber to prevent a jar to the weak spine, the crutches seemed so grand, and her clothes were of the finest quality and made so prettily—her parents did everything that lay in their power to compensate her for her lameness—I say, when I used to contemplate the much that the invalid possessed (such beautiful dolls, too!), I felt my little self consumed with envy and desire to be "like Her" (we always unconsciously capitalized the pronouns even in our thoughts), and it

became then the sincerest longing of my life "to be lame like Her when I grew up!"

How many times since I "grew up" have I been thankful that Providence did not give me my wish!

\* \* \*

Next to the crutches in the drug store window are many old prescription files—very thick and very yellow—preserved since the year 1876—twenty-eight years! A placard accompanying these interesting and ancient files reads:

Our Library.

Up to date we have put up 368,960 prescriptions without accident.

Another card reads:

These samples show our method of numbering and filing.

"Old settlers" (how sadly their number dwindles year by year) and younger ones pause with deep curiosity. What memories are revived for the former as they read the names of physicians and companions long since passed to their eternal sleep—names not even a memory for the younger generation, who know them only by hearsay and in the histories of Grand Rapids pioneer life.

The pleasant, accommodating young lady book-keeper informs me that there are some 45 or 50 of these files.

Near the old slip-pasted books is a heap of small rose-pink envelopes, said to contain Satin-Skin face powder, the delusiveness of whose directions for applying leads every old witch of a woman to believe that all she needs in order to regain the lost bloom of youth on her cheeks is this selfsame stuff in the little pink envelopes.

Poor fool!

With the face powder goes a nicely-lettered card containing the following (to many) welcome invitation:

Don't you want  
a satin skin?  
Free Samples.  
You're next!

Step in and get one.

The "ruling passion strong in death"—the something-for-nothing idea—was most aptly illustrated in the following conversation which took place between two small kids who suddenly bobbed up from nowhere, as I stood looking in the window. Their ages were perhaps 11 and 8, and this is what they said, I meantime utterly (?) absorbed in contemplation:

Eleven Years—Satin-Skin! Face powder! We kin use that. Shall we git some? Le's!

Eight Years—All right. You gwan in an' git a couple an' I'll wait here.

Eleven Years—Naw I won't neither. I'll gwin an' git mine an' come out, an' then you kin gwin an' git yours.

Eight Years—Aw, come now! You git one fer me, too.

Eleven Years—Naw I won't—you kin git yer own.

Eight Years (resigned to the inevitable)—All right—gwan then—I'll wait, an' then I'll git mine.

Eleven Years entered the store, and I presume "got his," but I did not have time to wait and see what luck befell the other youngster.

In close proximity to the Satin-Skin chimera is an exhibit of Rexall Hair Tonic. This is disposed about the floor, and in the center of the bottles arises the broken-and-mended glass-shelved fixture whose unsightly repaired condition I mentioned in a former article. The window trimmer has turned the mended place a little farther towards the back, but still the repair is in plain sight, whereas, if such a fixture must be used, a little care in placing goods over the shabby spot would render it invisible to the window-gazer.

Across the doorway is a very attractive exhibit of Armour toilet soap with pretty-sounding names. The boxes are neatly piled and the dainty labels add greatly to the selling value of the contents.

Then comes a quantity of Atlantic Sea Salt, the bags of which bears the following wording:

Atlantic Sea Salt  
for the bath.

A double handful in a gallon of water gives you the Atlantic Ocean at home.

Imported by  
Fuller & Fuller Co.,  
Wholesale Druggists,  
Chicago.

A placard standing nearby says:

Sea Salt  
For the Bath,  
25c a sack.

I have before had occasion to refer to this excellent adjunct of the dainty woman's toilet. Applied dry or moist, the effect is exhilarating in the extreme, and its vigorous application and the after-rubbing with a coarse towel leave the skin as pink and pretty as that of a healthy baby. If women would only get it out of their noddles that they must eternally plaster their faces with cosmetics in order to be beautiful, and would apply more soap and water, salt and flesh brushes to their entire anat-

mies, they wouldn't be everlastingly worrying about their complexions. But woman has to be just so much of a fool anyway, and it might as well be over one thing as another, I suppose. Her complexion gives her a harmless diversion, so let her get out of it what fun she can.

\* \* \*

If it wasn't such terrifically hot weather that the very thought of furs makes one sizzle, I would mention the very fine display window of the Alaska Fur Co., at their new quarters, 121 Monroe street. But even the interesting little "Ocelot" in his big wire cage and his thick polka-dot fur overcoat makes one shut his eyes with an added sense of torridity, so we will pass him up, with the rest of the window, until the thermometer has dropped to a more livable degree.

\* \* \*

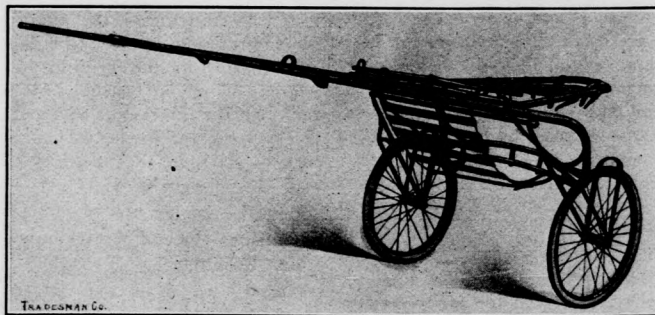
"Strong drink is raging." So is meat, this hot weather. But the cool-looking vegetables in Dettenthaler's east window somewhat reconcile one to existence. Here one may, at all times of the year, find "seasonable vegetables"—whether in season or out of season, it matters not to Dettenthaler or the vegetarian.

\* \* \*

Now is not "the winter of our discontent," saith the prudent Fair One who hath saved up her shining shekels until now, for the Midsummer Sales are upon us with all their allurements and fascinations. Everywhere said Fair One walketh, the Marked Down greeteth her bright eyes and she goeth inside the store and purchaseth much of the goods with the Bargain Counter aroma clinging to them. And they are bargains, too—if the Was and the Now prices mean anything.

It makes a woman shopper sick—yes, fairly sick—to contemplate the prices seen on every hand. It makes her "sick" if, perchance, she did not wait until now to purchase the articles of her wardrobe that needed replenishing. When she looks at a garment the price of which she knew

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**C. Crawford, State Agent.**

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to be, say, \$20, the Now of which is ticketed as \$12, it simply gives her the hypoes. She thinks, "If I had only waited a few weeks how much better I could have done with my money."

Many, very many of the best-dressed women leave their purchasing of the season's needed clothing until that season is half over, and thus they are enabled to get better quality of goods for their money than if they had rushed in at the start and got everything they wanted. Clothes, generally speaking, must be worn two seasons at least, and, by giving careful thought to one's purchases, getting a novelty—something everyone wouldn't look at—a woman may be well dressed, and at the same time stylish—that indefinable something impossible to describe but distinctly perceivable—without the outlay of so very much money. Then, if she keeps her garments nice by good care and good repairing, she may appear always well groomed.

#### Are Trading Stamps Beneficial to Shoe Dealers?

There is no question before the business world to-day that is causing so much comment as the trading stamp question. The writer, having had experience in competing against them, and also in having the use of them in the shoe business, may be able by stating his views to show some of the fallacies which certainly do exist regarding the seductive trading stamp.

The stamps were first introduced into this town about five years ago. The old, reliable firms doing business as they thought honorable and square refused to indulge in the new trade winner, and as a consequence they gradually saw their cash sales reduced and their customers going to the places where the stamps were given. The goods sold in almost every case were not the standard brands that customers knew the price of and could compare, but were nearly always shoes without names, or at least with those which had no significance regarding price and quality. After a few months the craze continued to grow, and the poor dealer who had no stamps could see his customers go by, day after day, with packages of shoes which had been purchased from his competitors. Human nature is such that when we see our business going from us, without any fault of ours as far as moderate prices, quality of goods and courteous treatment are concerned, we begin to look around and see what we can do to regain our customers.

It took us two years to get our business back to where it was before the introduction of the stamps. We tried cut prices in the way of discount for cash, but all to no purpose; they had a book started and preferred the little stamps. Nothing said, nor any inducement offered could change their desire to obtain a few more stamps. Finally, as there seemed no other way, the writer bought stamps from some of the people who were collecting them, and

who preferred to get cash for them rather than wait until they could fill a book. After getting about 5,000 to start with, we began advertising that we gave stamps of the same color as our competitors and that we sold such shoes as the Patrician, Queen Quality, Julia Marlowe, D. A. R. and other makes, of which every woman in the community knew the price. The effect was magical. We not only regained our old customers, but many who had never traded with us before. The fact that they could get from us staple lines, and that there could be no question about paying anything extra because they got stamps, caused many to once more start in collecting for another premium, but buying their goods where they knew they did not have to pay any more than if they had not taken the stamps. We therefore got many new customers, and reconverted some of the backsliders. Today there are five stores giving stamps who were obliged to put them in for self protection, with what result the writer can not say, but it is apparent that the benefit now for them is small, and that if they could be thrown out entirely the whole five would say amen.

It is a fact that nearly every merchant starting in to give stamps gets a false impression of the benefits to be derived. He thinks that if he does a business of \$12,000, and that by giving stamps at a cost of 4 per cent. he increases that business to \$18,000, he has made a handsome profit. He forgets that he has to give that 4 per cent. to his customers, who would trade \$12,000 without the stamps.

He figures that on the extra \$6,000 he will make about \$1,200 profit, and that the stamps only cost him \$240, leaving \$960 to the good, whereas he has also paid the stamp company 4 per cent. on the \$12,000 that he already had before he began the stamp project, and therefore is paying for his \$18,000 business \$720. But this does not tell the whole story. Competition again comes in the nature of more stamps for more trade. One dealer offers twenty stamps on the dollar, to be met by the other with thirty the next day. There have been days when as many as sixty stamps were given for one dollar, thus throwing aside all possibility of any profit from the transaction, and in many cases a loss is taken to get trade away from the other dealer. Now there can be only one result from this way of doing business, and that is too apparent to mention here. As to the benefits, the writer would say that there are none in the long run; they are only temporary, and the old-fashioned way of giving a dollar's worth for a dollar will win out in the majority of cases.

The premiums given for the stamps are, many times, so disappointing that the stamp collector becomes angry, and says that the whole thing is a delusion, and that they have been cheated. The writer has seen articles of furniture that had been given for one or two books, and that came to pieces after a few days of

use. They evidently were constructed in the cheapest manner possible, to hold together until the stamp collector could carry them away. After a few such experiences, an aversion is formed toward the stores giving stamps, and the proprietor, although it is in no way his fault, has to bear the blame by losing that customer and perhaps others who might have come to his store if he had not given the stamps. There is always a class of customers who are looking for something for nothing, and there always will be, but if your method of dealing is known to be fair and honorable toward all your customers, the most profitable patronage of your town will eventually find its way to your place of business, even if your competitor seems to give something for nothing in the way of premiums for trade. In most cases it will soon be found out that quality has been sacrificed in order to make the extra profit with which to pay for the stamps.

In conclusion, we say with all sincerity that if you are thinking of putting in stamps, do not do so, because as soon as your competitor finds out that you are getting any of his trade, he will put in stamps, and then neither will be any better off, and you will be giving your profits to help support in luxury the trading stamp companies. Last, but not least, you have encouraged a method of doing business that is not governed by good open, honest competition, and it surely creates a feeling among your business friends, who do not and will not adopt this method to gain trade, that is far from cordial, and in many instances old friendships to be entirely destroyed. Finally the time will come when we shall discover that the whole system is a delusion, and we will again return to the old-time, honorable and legitimate method of conducting our business.

If by these desultory remarks we have been able to throw any light upon the subject we will be amply repaid for making the foregoing suggestions.—Harry Howe in Boot and Shoe Recorder.

#### Reunion of the Old Ones.

The tack joke and the mother-in-law joke met on the brimstone streets and began to quarrel.

"You're so old you wobble!" said the tack joke, acrimoniously.

"Methuselah ought to sue you for infringement of copyright," retorted the mother-in-law joke with a sneer.

Just then came by a ghost so old that the two antiques knelt reverently

and shed tears of pity for the feeble old thing.

"No man knoweth his age," said the tack joke.

"Adam found him sitting on the front-yard fence waiting for him when he first arrived!" said the mother-in-law joke.

The old and dilapidated specimen was the joke about the young man being kicked down the front steps by his sweetheart's irate dad.

#### Had a Close Call.

First physician—So the operation was just in the nick of time?

Second physician—Yes, in another twenty-four hours the patient would have recovered without it.

## Freight Receipts

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

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - JULY 20, 1904

### COMMERCE AND SEA POWER.

Sea power to-day rules the world because it controls the world's trade.

Sea power is made up of a combination of great fleets of merchant ships to carry the trade, and of warships to protect the commerce carriers.

The Phoenicians were the first possessors of an ocean commerce. Their ships were freight carriers, but at the same time they were armed for defense. From the time of Solomon, a thousand years before Christ, the Phoenicians were the greatest navigators, the greatest explorers, and the chief conductors of the world's commerce. They had no rivals.

After them there was no great maritime nation until the discovery of America in 1492, when the Spaniards, and after them the Portuguese, developed wonderful enterprise in exploring, conquering and colonizing hitherto unknown countries. The Dutch also followed the example set, and took to the sea, conquering and colonizing a large island domain in the Asiatic seas. It was nearly a century after the Spanish conquest of a great part of the New World that the English bestirred themselves to do something on the ocean. In Queen Elizabeth's time Drake and Hawkins, who were no better than pirates, set out to capture and plunder the Spanish treasure ships that were carrying gold and silver from Peru and Mexico to Spain. It was success in these piratical schemes that tempted other British navigators to try the far-off seas, and so discoveries were made, and some colonies were planted.

If, however, the English were behind the other European nations in becoming a sea power, they have probably profited most, for their dominions are found in every quarter of the globe. The English started in as sea robbers, but their greatest wealth has been acquired by commerce. They are at the head of all the nations in the possession of war fleets and a commercial marine. But prophecies have begun to be common that England has reached the zenith of her sea power, and henceforth must dispute for supremacy with several other nations.

First of these is the American Republic, which is rapidly rising to the summit as a productive nation in agriculture and manufactures, but it has no mercantile fleet engaged in foreign trade, although it is accumulating a formidable naval armament. But, leaving the United States out of the question, there are other nations preparing to contest for sea power. A writer on the subject in the London National Review regards Germany as the most formidable of the probable rivals of Great Britain. Germany under the present Emperor has made extraordinary advances as a maritime and naval power. Says the writer in the National:

Previous to the South African war not many persons in England, even among the well-informed, realized the peril in which the country stood in consequence of the diplomatic campaign organized against her from Berlin. An attack upon England has been in the contemplation of Germany for a long time. Responsible Germans are convinced that the break-up of the British Empire would be followed by the acquisition of large portions of it by Germany. They even still look forward to the spread of German power over the whole of South Africa after the incorporation of Holland in the German Empire. And there are other portions of the British Empire on which their eyes are turned, however chimerical self-complacent people in London may think it. But a condition precedent for the realization of German schemes is the overthrow of England. To accomplish this the government of Berlin has pursued an exactly similar policy towards England as was followed by Bismarck towards Austria and France previous to his attacks on those powers. In the first place, no effort was spared to excite public opinion in Germany against them, and then every diplomatic resource was employed to isolate each of them in Europe. England, through her own fault in listening to unwise counselors, had no friends among the great powers. And opinion in Germany was so organized against her that the announcement of an Anglo-German war would have been received with enthusiasm from one end of the German Empire to the other. This was the state of things when the British alliance with Japan was published to the world at midnight on Feb. 11, 1902.

It was this treaty with Japan, as the writer quoted believes, that relieved England from immediate danger at the hands of Germany, while the war between Russia and Japan occupied the attention of the various nations, and for the time being postponed further action by Germany, which depended on Russia for moral and material support in any movement against England.

Russia is another country that is struggling to acquire sea power. Russia has only the North Polar Ocean along her coasts, and, therefore, access to seas that are not ice-bound is necessary. It was the desire to accomplish this by establishing ports on the Yellow Sea of China and Japan that brought on the war with Japan.

The famous Crimean war of 1854 grew out of the determination of Russia to open a way through the Dardanelles and acquire sea power in the Mediterranean. This was resisted by England, France and Sardinia, co-operating with Turkey.

Russia has also been seeking a naval station on the Persian Gulf, and although Russia may for the present be prevented from completing designs in those directions, the enterprise can never be abandoned, because the necessity for some such outlet is absolute and imperative.

In the meantime, whatever changes in international relations may occur Germany and Russia will find their interests closely connected, while intimate relations between England, France and Italy are recommended. Germany, on the death of the venerable Emperor of Austria-Hungary, hopes to acquire by annexation all the Germanic Austrian provinces. According to the writer mentioned:

A struggle between Germany and Great Britain is absolutely certain if Germany adheres to her present designs of transferring her destiny to the water and founding a great colonial empire. Two powers stand in the way of her ambitions—the United States and Great Britain. Germany, no doubt, would like to establish an empire in South America. Some Germans hope that this may be gradually accomplished by means of the German emigration to Brazil and the Argentine Republic. But any attempt to hoist the German flag on the South American continent would mean war with the United States.

Such a war, however, could not be undertaken by Germany, destitute as she is of coaling stations. That she is perpetually intriguing in the West Indies, as well as in Central and South America, in order to secure naval bases on the other side of the Atlantic, is well known to Mr. Hay and other American statesmen; but for internal political reasons, chiefly the strength and organization of the German vote, these manoeuvres are prudently concealed from the American public, who are consequently rather disposed to deride the idea that Germany "means business." With regard to Great Britain the case is different, and it is believed by persons of the greatest authority in Germany that it would be possible to deal England a blow which would shatter the British Empire.

The extract quoted above shows how seriously the rise of Germany as a naval power is regarded in England, and how possible it may be that the power of England as a commercial and maritime nation may have reached its culmination. It has already lasted at the highest point for half a century. It may now be ready to take the inevitable downward move, which must come to all nations.

Goats don't have tuberculosis. Cows do. Hence goats' milk is less dangerous to health than cows' milk. In Europe thousands of goats are kept for this milk, which is very commonly used. Altogether it is estimated there are only 2,000,000 goats flourishing under the stars and stripes. We ought to have 20,000,000 to supply the babies of the country. A Missouri man has undertaken to supply the deficiency. He has gone to Europe and will return shortly with a cargo of goats, which he hopes will multiply at such a rate that there will soon be goats enough for each household to have one attached to it.

The passive life knows no peace.

### GENERAL TRADE REVIEW.

It is unusual that the coming of midsummer should be attended with so many encouraging industrial features as are now in evidence, and this is the more remarkable that it should be in spite of so many adverse factors that in themselves would account for serious adverse effects. The advancing political interest, the arrival of the hot vacation season, damage of floods in the Southwest and the distractions and uncertainties of the great strikes would apparently be cause enough for a decided reaction, but instead we find more encouraging reports in most fields than for many weeks.

The most encouraging indication is in the steady recovery in stock values, especially in transportation shares. For the first time this year the sixty leading railway securities averaged higher in value than at the corresponding date of 1903. Trading could hardly be expected to be active under such conditions, although the volume was considerable, but the strength in advancing prices is sufficient assurance as to the general stability of trade conditions. One favorable feature was the final decision on the Northern Securities case, which leaves the distribution of the stocks to be determined by the courts, but settles the question as to any influence in the general market.

Reports from the iron and steel manufacturers are more favorable than for many months, the net earnings for the last quarter of the United States Steel Corporation exceeding the preceding quarter by 6,000,000. While the business is still far below that of a year ago the steady increase is such as warrants a greater interest in iron and steel shares than since the reaction began. In the textile field the most encouraging feature is found in the increasing demand for woollens in spite of the persistently high price of the staple. It is more difficult to bring buyers to pay a price for cotton products that will leave a margin above the high cost of cotton and labor. Footwear continues to fall behind the phenomenal records of last year, but this by no means argues that the trade is dull as compared by ordinary standards.

When the Russians lose Newchwang they will lose access to the Chinese markets for supplies for their troops inland. In a very little while the Russians will be entirely dependent on the Trans-Siberian railroad and its facilities are so meager that the Russians will never be able to get over it forces sufficient to cope with the Japanese.

The Russian Czar has issued a decree abolishing the arbitrary condemnation to exile or even death of political suspects. Persons accused of political crimes henceforth will be tried by the courts under the regular procedure. Conditions in Russia are such that it is necessary that the government do something to stop the rising tide of opposition.

There is no virtue without victory.



## CHANCES OF SUCCESS

## Afforded the Progressive Stenographer of To-Day.

The success of George B. Cortelyou, who rose from a position as stenographer in one of the Government departments to that of private secretary to two presidents, a seat in the cabinet, and the chairmanship of the Republican National Committee, has caused a large amount of discussion as to the opportunities that exist to the young man employed as a stenographer. The stenographer himself is apt to take a rather pessimistic view of the matter. To him it seems for the most part only chance to make a certain salary with but vague hopes of ever being enabled to work, through his vocation, to a position of value and responsibility in the world. He is likely to consider himself cooped up in the office, while men in other positions, such as salesmen, are out where the chances for advancement are more rapid.

Then the salary paid the average stenographer is hardly what would be termed attractive and the work is in many instances extremely arduous and trying. So the stenographer is prone to desert his art at the first opportunity that appears to him that gives a promise of a change of occupation and greater chances of promotion. But that the profession of stenography is an occupation where the right man, the man with the qualities that make a successful business man, can work himself up to the highest positions in the world of commerce and in public life the actual experience of many prominent men will go to prove. Throughout the country are to be found men occupying positions of unqualified greatness who gained their first starts through a knowledge of stenography. There is apparently no line of endeavor where a really first class stenographer has not a chance to rise to the heights of success. Lawyers, journalists, congressmen, railroad managers, members of the judiciary, Government officials, and the heads of great business enterprises, all are among those who began active life as stenographers.

In the Government service besides Mr. Cortelyou, whose rise to prominence is a matter of common knowledge, there is Frank E. Nevins, special agent of the Rural Free Delivery Department of the Postal Service. Mr. Nevins was first a law reporter, working for twelve years in the courts of St. Louis. Then he was in rapid succession reporter of national conventions for the Associated Press and reporter of speeches during political campaigns. It was here that his ability as a stenographer first was recognized and after the last national campaign he was appointed to the post he now holds in the Government service.

Frank M. Eddy, United States Congressman from Minnesota, began his career as a court reporter. Mr. Eddy's experience as a stenographer extended over a period of eighteen years. To the young man engaged

in stenography Mr. Eddy has this to say: "I think a knowledge of stenography almost an essential to success to-day. While there is an abundance of ordinary stenographers, the demand for experts always exceeds the supply. This is especially true of male stenographers."

Edward Bok, editor of the Ladies' Home Journal, secured his first position in the profession which afterwards was to be his road to success through a hastily acquired knowledge of stenography.

Here in the city there are a large number of successful men who began life as stenographers. Almost without exception they say their knowledge of this craft was a help to them in their career.

Benjamin J. Rosenthal, State street merchant and ex-member of the Board of Education, Chicago, secured his first position as a stenographer in a millinery house at the munificent salary of \$8 per week. From stenographer he became private secretary and confidential clerk to the firm's head. Here he learned the details of the business as well as the employer himself knew them, and promotion was rapid. He became traveling salesman, and in a few years embarked in business for himself.

"The chances for a young man engaged as a stenographer in a commercial house are, I would say, good," says Mr. Rosenthal. "If he is a capable man, possessed of ability and a really sincere desire to succeed, and will work hard to gratify his ambition, he will be offered the chance to demonstrate his worth in such a position sooner than in any that I can think of. A stenographer, if he is of the right stuff, because of the nature of his work, will become his employer's right hand man quicker than a man employed elsewhere in the establishment. He goes right in next to the man who is head of the business and is benefited by this association as well as given the chance to familiarize himself with the affairs of the firm. He learns the business. There is no detail of a business that is not touched upon in the correspondence and the stenographer being the man who handles the same is the man who has the chance. He learns how the various business deals of the house he is with are carried out. He learns, if he is observant, his employer's ideas, the ideas that have been used in the building of the business. He learns what business is, what it is founded upon, and the way that it is conducted.

"Of course the stenographer who wishes to use his position as a means of progress must be wideawake and enterprising. He must use his brains to the fullest extent possible. He should strive to learn to put his employer's ideas into the best form possible. He should not write the exact words that are dictated to him. A business man with a pile of correspondence before him to take care of can not always put his ideas into the best words. He hasn't the time; and if he can get a stenographer who can take the ideas that he dictates

and put them in first class form he is going to remember that man when it comes to making a promotion. The employer likes a stenographer who thinks. A stenographer should be a good grammarian, so that he can, if the occasion demands, correct a part of his notes and so save his employer a possible embarrassment. He should perfect himself in the details of the business, the prices, the stock terms, and the other technicalities. If he is with a machinery house let him learn the details of the business down to the cost of the iron that goes into the machines. If he is in the packing business let him know how the business is run even to what goes into the sausages. A firm will not go out of its own offices to fill a good position if it can possibly find the man wanted among its own employees. The best man in any position, it matters not what the position is, will always command attention when the filling of a new post is under consideration, no matter what that post may be. So the efforts of a stenographer should be bent to make himself the best stenographer in the office. He should make himself invaluable to his employer. He should work hard; if necessary he should get to the office in the morning before the employer and study the peculiar line that he may be in, for it is along the lines of hard work that the road to success lies in any field of endeavor.

"The young man starting in life to-day has better opportunities for a successful career than the man of fifty years ago. The field is broader now, the methods are easier. But the demands of to-day are far more exacting than they were. The specialist is the man who is needed at this day, the man who is best. Let a stenographer become the best at his trade with the chances that his position open to him the question of success becomes only a question as to his own fitness."

Charles R. Barrett, superintendent of the Athenaeum, is another Chicagoan who began life as a taker of dictations. Mr. Barrett came to the city twenty-five years ago with a knowledge of stenography and little else to start him in the struggle for position. He became stenographer and private secretary for the superintendent of a business college, learned the work, and established the school of which he is now the head.

"I do not know of a better opportunity for the young man to reach a high position in the world of business than through a stenographic position," says Mr. Barrett. "I am sure that it put me on the road to success. There is no other position that takes a man into the private office to the extent that such a position does. His work brings him into direct contact with the man who is the head of the business and the knowledge thus derived is of inestimable value to the young man in his future career. That the really efficient stenographer does work up to positions of trust in various walks of life is amply verified by the number of men in active life in this city who

were once stenographers. And their advancement has been rapid, too. The idea that a man must start at the bottom to work himself up is not true in the case of the stenographer. From a position of private secretary to one of executive importance is only a matter of a few years, as the record of a great number of men in Chicago will attest. Still, to hope to attain to such things a young man must of course possess the makings of a good business man, but the position of stenographer will open to him the chance to show what is in him."

A. F. Callahan, second Vice-President of the United States Cast Iron Pipe and Foundry Company, was also once among the ranks of the stenographers. He was an expert typewriter operator, taking dictations directly on the machine. For four years he wrote court reports in Louisville, Ky. He secured a position in the business that he is now in because of his ability in this line, and has progressed, step by step, to the position that he now holds.

Mr. Callahan says: "I can truthfully say that my ability as a typewriter operator secured me the opportunity to work into the business I am now in. I believe that the chances for the really good stenographer to succeed in business life are bright. Handling the correspondence of a business is, in my estimation, the best possible way of learning the policy of that business. So the stenographer has through his every day work a chance to learn the things that are of value in a business quicker than he would in most positions. He generally works near his employer. This is of great value to him inasmuch as he sees how a business is conducted from the view of the man who is the head of the firm. So if he is observant and keeps his work up to the highest possible standard he will some time be given an opportunity of proving whether or not he has in him the makings of a successful business man." O. H. Oyen.

## May Be Some Good Lamb Coming.

Utah flockmasters are now engaged in marking their lambs. They find one of the heaviest increases in the history of sheep raising in that State. None of the flocks will average less than 75 per cent. and some are as high as 100 per cent. increase. The sheep are in excellent condition. One of the noticeable things in connection with this increase is that the depredations of coyotes and mountain lions are far less this season than in the past. Just why this is so is not known, as the animals are as plentiful as ever. By some it is believed to be because of the splendid feed on the ranges, which keeps the sheep bunched better and enables the herders to keep a closer watch. Old herders do not remember when the ranges have been in better condition than this summer.

Don't sigh and gaze yearningly over the tree tops. Life battles are won by doers, not dreamers.

Women's imperfections are known only to their dressmakers.



### Weekly Market Review of the Principal Staples.

**Silks**—The particularly bright spot in the dry goods store continues to be the silk section. Reports from the roadmen are that little complaint is heard this season from merchants regarding their silk stocks. Other departments in the dry goods store may lag and be the cause of considerable complaint, but there are few pessimistic expressions regarding silks. The season is distinctly favorable to the sale of these fabrics. This statement is confirmed by the observations of garments seen on the street. The writer sat on a porch in a suburb last Sunday afternoon and noted the different dress materials worn by the pedestrians. The location was a good one for this purpose, as a large crowd of Sunday "outers" passed seeking cool spots away from the congested part of the city. The interesting feature of this observation was the large number of silk garments worn by picnickers. It required no special effort to pick the silk garments. They were much more aristocratic than any other materials seen. The silk shirtwaist suit was particularly conspicuous and in the lustrous silks now approved by fashion it is surely a rich garment. The papery finished silks are not received with favor by the public. There is a reason for this. For some time manufacturers have not been producing a silk of any special merit in the stiffer silks. They have been adulterating them excessively and as a result this class of silks has a liability to crack. The consumer accordingly has shown a disinclination to accept this class of silks and when fashion this season endorsed the softer silks the trade was glad to turn entirely from the silks with the stiff finish. The soft and satin finish is accordingly without strong rivals at the present time. Silks showing greatest favor are those which are soft and pliable. Two features are necessary to make a silk popular now. First is the quality of softness and second a lustrous finish. If a silk has these two qualities and is in the proper shade it is well received by the retail trade.

**Wool Dress Goods**—There is nothing in the dress goods situation, either in the buying, the enquiries or the talk about the market, to indicate any change of feeling in regard to styles for the coming season. Plain fabrics continue to have the call. Plain colors and plain weaves and broadcloths stand first in both foreign and domestic lines. Smooth finished woolens are strong and worsted suitings in neat effects are favored by a good many. In fact, the majority of orders contain at least a moderate proportion for such lines. Preparations are well under way for the spring lines, yet nearly every one urges the advisability of putting the date off as

far as possible. There seems, in fact, to be little incentive for opening earlier and it is believed that the agents will use discretion and wait until buyers are ready or even anxious to see the lines.

**Print Cloths**—Interest is centering in the print cloth market, and the outcome of the wage cut at the Fall River mills, which has been fixed for Monday, July 25, will be looked forward to. Manufacturers declare that if a strike is precipitated the mills will stand together until it is settled. The position of Eastern print cloths has been strengthened by the decision of Southern manufacturers not to sell on a lower basis than 3½¢ for 64x64s, seven yards, 28 inches wide, pending a meeting to be held on the 26th for the purpose of fixing a uniform price.

**Mercerized Worsteds**—This is a section of the market that is holding more than the usual amount of interest just now, more perhaps among the mills and agents than among the buyers, not because the latter did not believe in them, for the majority of them do, but the former do not know to what extent they can depend upon business for their mercerized lines. They were an experiment last season, and while they sold fairly well there is nothing upon which to base a feeling of security or insecurity for the future. During the last heavy-weight season the demand was good for really substantial fabrics, and while there were a good many cancellations for one reason or other, there was enough satisfaction expressed to justify the mills in making these goods strong features for the next season and many of them have anticipated a bigger demand than heretofore. The mills have been unable to decide just what features and characteristics are most desirable in goods of this class and the lines shown this year in almost every case come within these requirements. The patterns and tones are for the most part softer and more pleasing.

**Serges**—Serges are being opened up and a good many are now being shown, yet there are several important lines which buyers would like to see before they make their final decisions. It is true that a good many yards of serges have been sold without prices being quoted. Of course such orders were taken practically on an understanding that their solidity depended upon the future development of the market. Nevertheless at the prices which are being named now it is likely that most of these orders will stick. Serge is looked upon as a safe fabric for the next lightweight season and will be banked upon as a staple, no matter what else is bought or sold.

**Underwear**—There is a brisk trade under way in the heavyweight end of the market and during the past week some good sized orders have been booked. Among the lines that have been particularly prominent are sweaters, and in these the buying in both the initial and duplicate season has been excellent. Fall underwear is reported to be now in good condition in the jobbers' hands, and this condition is being reflected to the

primary market. Deliveries are frequently requested in short time, and goods that are under order already are wanted a week or two earlier than the time originally stipulated. Undoubtedly by the first of the month the jobbers' stocks will be pretty well cleaned up and they will be in a better frame of mind to consider the primary market's offerings for the new season.

**Hosiery**—The early reports from the hosiery salesmen who are on the road are not such as to offer any great encouragement, or inspire hopes of a quick or snappy season. We do not mean to say that there are not some promising features, in fact, there is much that is encouraging. The fact that the buyers are not ready to order, apparently, is one

of the most depressing features, yet it is only what ought to have been expected. The agents were warned that buyers were not ready and that trade might suffer by precipitating matters, yet they went ahead without regard to warnings. A talk with a number of nearby buyers elicits the fact, however, that they expect to order fully as much this season as last, but they want time to see a little more daylight through their last season's stocks before plunging on the next. The prices on hosiery for the new season vary from the same level as last year to reductions of from 2½ to 10c, although very few lines reach the latter figure. These declines, however, are due, not to a weaker condition of the market, but to the fact that almost invariably



but as we have made something of a study of the business perhaps we can help you make your corset department a more satisfactory feature of your business. Write us.

**Puritan Corset Co.**

Kalamazoo, Mich.

## Do You Know How It Feels

to dive down in your pocket and find the last cent? It's a mighty queer feeling, Mr., and if you've never experienced it don't invite the conditions that bring the sensation.

### Business Conditions Change

and the successful merchant must put himself in the position of the chronic office seeker who said political sentiment would have to "move darned lively in order to flop any quicker than he could." The conditions surrounding corset making and corset selling have changed very materially of late.

We do not claim to be "experts"

## Lumberman's Supplies

**Duck Coats, Fur Lined Coats, Leather Coats, Kersey Pants, Overalls, Lumberman's Socks, Mackinaws.**

Our stock for fall is in.  
Ask our agents to show you their line.

**P. Steketee & Sons, Grand Rapids**

Wholesale Dry Goods

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



these same goods were advanced a year ago, only to be reduced later, and the opening prices this season correspond to about the closing prices last year. There is some trading continuing on present season's goods, and in some directions there is really considerable business being transacted. Tans lead in the color schemes and some very handsome combinations of tan with dark brown, black and other colors were introduced later.

**Men's Shirts**—In spite of a somewhat backward season, most of the shirt manufacturers continue to hold very bright views for the future. Not very many appear to be overstocked, although this is partly due to the fact that they have taken time by the forelock and pushed off their stocks before it came to a heavy showdown. Of course, it is a very hard thing to make guesses on future business, for business depends upon so many different factors and foremost among these is weather. If the weather is unfavorable, trade will be slow; next comes the matter of style. If the manufacturer hits it off right in fabric patterns and colors even the weather does not prove as great a detriment as it would otherwise, but if the patterns were wrong the best of weather will not overcome this feature. So it happens that when a manufacturer sees matters going against him, even in a small way, he will endeavor to push off lots in large quantities, and a number of retailers have taken advantage of certain manufacturers' conditions to stock up pretty heavily on lines that approach very near to staples. These in many cases they have placed on sale at reduced prices, still making good profits for the buyers. Others have maintained full prices, and while they may not sell as many at present, they will get a larger percentage of profits, and by and by, when they are ready to advertise sales and show the same goods at reduced prices, they will probably get better results.

**Carpets**—At the present time manufacturers are only fairly active and the general opinion is that this condition will not be materially changed until early in the fall. Various causes are given as the reason for the present condition of the trade, but, regardless of all other reasons assigned, the real cause is the old one of price, which has had an adverse influence on the business since the opening of the season. While jobbers have in general arrived at the conclusion that under the present conditions any further reduction can not be obtained, the retailers are insisting that they receive still further concessions in prices. The retailer is a powerful factor in the trade and his present attitude appears unreasonable to those who view it from the manufacturers' and jobbers' standpoint. He has received his share of the reduction, made at the opening, on the grades reduced, and is now wanting still further reduction on these grades, as well as reductions on grades not cut at the opening. It is generally admitted that carpets are a luxury and that they are the first thing curtailed by consumers when

everything is not booming, but, if the trade of the retailers has fallen off to any extent, there is no evidence that the consumers have been offered lower prices by the retailers as an inducement to buy. Of course, this does not apply to certain lines which were thrown on the market at bargain prices. Undoubtedly the retailers have it in their power to increase the consumption by offering the goods to consumers at attractive prices, or to decrease the consumption by holding them at prices higher than the consumer feels inclined to pay. For several years past retailers have received good profit from every yard of carpet they have handled. Now when trade is a little quiet, instead of stimulating it by offering goods at attractive prices, sharing with the consumers a little of their margin, they want the manufacturers and jobbers to bear all the burden. Many engaged in the trade believe if the retailers could be made to see the situation as it really is they would cease their importunities for still further reductions in the prices and stimulate the retail trade by sharing with the consumers a part of the profit per yard, which in the end would so increase the volume of business that the retailers' total profit would be as large as in years past when their profit per yard was greater.

#### Fall Styles in Neckwear.

The fall neckwear business can hardly be said to have begun generally, yet there is considerable trading under way and the orders so far placed prove that the manufacturers were right in their ideas of what would take. Large shapes are being selected with considerable freedom, the four-in-hands varying from two to three inches and ascots from three to four and one-half inches wide. The open and folded squares and the folded squares average about three inches in width. A large number of the patterns are large and in all-over designs. The leaf, vine and flower effects are prominent and relief patterns have been revived. Of course, large shapes and large patterns go hand in hand. Solid colors will be a very prominent feature of the autumn season as they have been through the spring and summer. Grounds in purple promise to be prominent and any of these come in richer tones than we have seen heretofore. Among the novel effects for autumn is a black weave shot with a tone which produced a dark purple effect, black shot with mahogany brown producing a seal brown of exceeding richness, and bordeaux shot with black giving a deep wine tone. With these also are frequently seen a third color which harmonizes.

#### All the Competent Drummers Have Jobs.

Have all the good salesmen jobs? The question is worrying many business men in New York. Some merchants were discussing the subject the other day. Said one, "I have a good line, the facilities to execute orders and I spend some money for advertising, yet a good salesman is

indispensable to my success. Try as I will I can not get men who put their heart in their work. I myself have not the eloquence nor the persuasive powers necessary to a drummer, but I never go on the road without coming back with more orders than any traveler ever brought me."

A paper dealer who does a very large business, serving some customers with as much as a carload of paper a day, had been listening.

"I am afflicted with the same trouble," he said. "My best salesman is myself. I have tried all sorts of men and have lost more money in salaries to incompetent drummers than in bad debts. I have about given up hope."

"It does my heart good to hear that you have the same experience which worries me." A third man began thus and heaved a great sigh. "I have interviewed applicants of all ages and nationalities who answered my many advertisements.

"Scarcely one but asks about the salary before he knows what goods he is required to sell. I have put on men who looked like church deacons and some who resembled race-track touts, in the hope that one might prove desirable.

"I have paid liberal salaries and commissions and have given the men every opportunity and encouragement, but I'm rapidly coming to your way of thinking, that all the good men have jobs."—New York Sun.

#### Masculine Smart Touches.

The small appointments of man's dress are so numerous this year and so pretty that they require special care. And for this purpose there are trunks which hold all the small things of dress in their proper places. There are little compartment trunks that have boxes and receptacles for shirts, belts, collars, ties, vests and stockings, while the main part of the trunk can be devoted to the larger articles of dress. The man of the season can easily turn into a dude, for the articles of dress all give him an opportunity to do so. The colors, the styles and the textures have certainly dudsish proclivities.

To the majority of men this opportunity to brighten up the clothing comes as a very welcome dress diversion. Even a man tires of monotony of wearing dark wool and the delicate tinted small things of the summer give him just the chance he needs for a smart touch.

The windows of the men's furnishing stores are full of novelties and, what is best of all, these are attractive. They are light and pretty in color, handsome in texture and surprisingly becoming in shape and in style.

It's not a bit of use to cross the street when you spy trouble coming. Stand your ground like a man and trouble will turn the corner.

Our country is big enough and rich enough to yield a livelihood to every worker, but it's a mighty mean place for the work-dodger.

The machine that cannot be improved has never yet been made.

# This Boy Has Grown



considerable during the past year; so have the sales of "EMPIRE" brownies. "Empire" brownies are of liberal cut and well made. Try them.

## Grand Rapids Dry Goods Co.,

### Exclusively Wholesale

Grand Rapids, Mich.



### Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, July 16—There is a dull coffee market, and, for that matter, there is nearly a dull everything. The big meat strike serves to cast a sort of gloom on trade in many directions. It is naturally a quiet time of year anyway, and all who can get away on vacations have gone to mountains and ocean, and the trade now being done is of the absolutely necessary sort. There have been very slight changes in the coffee market, and such as have taken place have been toward a lower basis. Actual demand has been rather light from both roasters and jobbers and the grocery trade is taking only enough to keep up assortments. In store and afloat there are 2,801,653 bags, against 2,375,026 bags at the same time last year. The crop receipts at primary points continue to be large, and this fact contributes toward a low range of prices. There is a light call for West India sorts, but quotations are generally quite well sustained. For good Cucuta 9c continues to be the prevailing rate, while good average Bogotas are worth 10½@10¾c. There is hardly anything doing in East Indias. Quotations show no change whatever.

Buyers of teas are seemingly waiting "till the leaves are turning red"—not tea leaves—before they will make any purchases. The market is about as lifeless as can be and the only redeeming feature is found in the report generally given that quotations are fairly well sustained. Dealers seem hopeful as to the future, and there is great room for improvement.

The call for sugar on outstanding contracts has been large and there has also been considerable new business—so much, in fact, that refiners in general are oversold, and complaint is being made of delay. The market closes strong and advances are likely to occur at any time.

There is a fairly satisfactory trade being done in rice, and as stocks generally are reported light dealers feel quite confident as to the coming season. Prices show no advance, but are well sustained. Southern quotations often appear above a parity with those ruling here.

Little of interest can be picked up in the spice market. Fall trade is not yet started and sales are made of small lots at unchanged quotations.

Molasses continues dull, as might, of course, be expected at this time of year, and as yet there is absolutely no indication of any revival. Stocks meantime are at a very low point and holders insist upon full values whenever sales are made. Blackstrap fetches full values and stocks are light. Syrups are in light demand at full figures—17@22c for good to prime.

There is what might be called a waiting mood in canned goods. Buyers want to see what the tomato and corn pack will be, and the chances seem to be most favorable for the former and rather "agin" a large pack of the latter. Salmon are firmly held and will doubtless show some advance. California fruits are firm. The pack of peaches will be by no means excessive it is said in Maryland and Delaware and, upon the whole, it seems likely that the canning industry will have a good year.

A fairly good demand exists for California oranges, which are worth from \$2.50@4.50. Lemons are strong and selling at \$2.25@3, the latter for extra fancy stock.

For top grades of butter there is a firm market and additional strength is being shown every day. It is hard to find fancy creamery at less than 17¾c and, indeed, 18c is often quoted. A good deal of stock is being taken by speculators and the trend is upwards. Seconds to firsts, 15½@17¼c; imitation creamery, 14@15c; Western factory, 12½@13¾c; renovated, 13@15c, latter for fancy stock.

The cheese market is quiet. Stocks are sufficient to meet all calls and, in fact, there is quite an accumulation. There is hardly anything doing in an export way and the situation in general is in favor of the buyer. Not over 8c can be named for fancy full cream.

Eggs continue to gain in strength, and there are not enough really desirable goods to meet the demand. Selected stock readily brings 24c for near-by; selected Ohio and Michigan, 20c; average best, 19c; seconds, 17@18c; dirty stock, Western, 13@15c.

### Would Not Miss His First Chance.

They had been talking about Englishmen of title who took up useful work. Somebody mentioned Lord Ross, who is a good-practical engineer, and then somebody else told this story:

Lord Ross having once—unknown to the employees—entered the engine room of a large manufactory, the engineer's attention was attracted to his odd behavior.

"Well, what's up now?" he growled at the peer. "What are you shaking your head and pulling out your watch for? What have you got to find fault with, anyhow?"

"Oh!" replied Lord Ross, "it is all the same to me. I have no fault to find. I am just waiting until the boiler explodes."

"The boiler explodes? Why, you are crazy, man," exclaimed the engineer, angrily, preparing to turn the peer out as a dangerous crank.

"Well," retorted the earl, "if you work ten minutes longer with that loose screw there the boiler will certainly explode."

The engineer, gazing in the direction indicated by Lord Ross, paled and jumped to stop the engine.

"Why didn't you say so sooner?" he blurted out.

"Why should I?" answered the peer. "I never yet have had an opportunity of seeing a boiler explode."

## Michigan Egg Shippers

Are you satisfied with the present returns from your egg shipments? Do you get the highest price that the market should warrant you?

### Why Not Try Boston?

We are in the market at all times for selected stock, large or small shipments. Write us, or telegraph us at our expense what you have to offer and at what price; consign us and we will return the highest Boston prices. No cartage or commission. Eggs at case count. We accept drafts with bill of lading for reasonable amounts. Balance sent the day of receipt. We know we can please you.

## The Ginter Grocery Co., Boston, Mass.

References: Dun, Bradstreet, Faneuil Hall National Bank, Commonwealth Trust Company.

## GREEN GOODS are in Season

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

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

**VINKEMULDER COMPANY**

14-16 Ottawa Street, Grand Rapids, Mich.

## Contract Now for Hay Bale Ties

Price, count and quality guaranteed.

Good assortment at all times.

Long distance telephones.

**Smith Young & Co.**

Lansing, Mich.

## 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.

**JOHN T. BEADLE** WHOLESALE MANUFACTURER



**HARNESS**

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES



# FATE OF BIG GAME.

## Its Mysterious Disappearance at the Advance of Man.

The extinction of the big fauna of the earth dates back to prehistoric times. Whether prehistoric man had a hand in its extermination is uncertain, but recent discoveries direct suspicion against him. The nicely cleaned bones of the cave bear, found in certain limestone caves of the continent, along with the remains of man, have made a clear case against our hairy ancestors so far as the ursa is concerned, but it has been left to the revelations of the fossils in the limestones of the Shasta caves, and to the splintered bones charged to human handiwork, to make a strong case of circumstantial evidence against him in the cases of the thalattosaurus, the eohippus, the shastasaurus, the torotocnemus, the California species of the ichthyosaurus, and the newest fossil of all, the euceratherium, or big-horned goat. That the cave man existed in sufficient numbers to have made a clean sweep from off the face of the earth of all the gigantic quadrupeds of that day would make him out a mightier Nimrod than we are disposed to believe him, and we shall therefore gratefully accept the theories of scientists, which attribute that extinction largely to changes of climate.

In this, our day, which may be granted to include the past two or three centuries, no such extenuating circumstances can be brought forward to clear man of his liability for the destruction of big game. When the United States was first settled pioneers on the Atlantic coast found a country rich in wild game. Black bears and cinnamon bears roamed all the woods and mountains, panthers were everywhere seen and heard, deer were so plentiful that they walked through the streets of villages, and the great moose roamed in large herds through the northern part of New England. Early in the nineteenth century these animals were still common, but with the improvement of fire-arms and their cheap manufacture they have vanished like the smoke from the red men's campfires. To-day the moose is only heard of in remote wilds of Canada and British America and in the Arctic regions, while deer and panther and bear and fox, and the little wild folk which dwelt along the streams and were relentlessly run down for their furry coats, may be accounted virtually extinct. The great leviathan of the sea, the whale, which once supported important industries and a large population, has nearly died out of the Atlantic and Pacific oceans, while Arctic whalers bring back more and more discouraging reports each year.

Less than thirty years ago the Western plains were the feeding grounds of immense herds of one of the noblest quadrupeds physically, and the most stupid intellectually, that the animal kingdom has ever bred, the American bison. So countless seemed these huge creatures, so hardy and enduring, that Uncle Sam's

Indian soldiers, the best acquainted of all the world with their characteristics, would have refused a contract to exterminate them within a hundred years. The idle tourist and the hide hunter to all intents accomplished that extermination within five years. Every one knows the sorry tale of the disappearance of the buffalo, and the puny efforts to restore the herds—puny counted by results, although a million or more dollars has now been expended in the effort. Along with the bison, deer, elk, bear and antelopes also vanished from the broad Western plains.

In other quarters of the world the same story of the disappearance of big game is being recorded. In the case of the elephant this is easily explained, for the huge fellow has a couple of centuries been the victim of organized effort to achieve his destruction, because of the value of the ivory in his tusks. The disappearance of the lion and tiger, the leopard, hyena, giraffe, rhinoceros and hippopotamus, and the ever-increasing difficulty of securing a shot at one of these, or of obtaining living specimens for exhibition, are not so easily explained. Possibly the diseases which distinguish civilization and make of human life an interesting struggle send their taint forward to the wild beasts, and they sicken and perish in the lonely morass, the jungle, and the desert places.

Whatever the cause, it is well for man that many of these wild creatures should become extinct. In the case of others their loss is to be regretted. The elephant and the bison are both too useful in their several ways to be lightly spared. In the case of the latter, in particular, the stupidity and avarice of man have well nigh lost to us an animal of superb size, whose juicy, highly flavored flesh is esteemed by epicures and would be a valuable article of food; which has fine possibilities as a draught animal, and whose heavily furred hide is of the utmost importance to inhabitants of the frozen regions. Antelope, deer, elk, the moose, all of them natives of this country, are valuable for their flesh and skins. Unhappily it appears next to impossible to breed these animals on a large scale in captivity.

## Of Course She Blamed Him.

"Girls are the most ungrateful people in the world," said young Jackson, as he stood beside the cigar counter. "You try to do something nice for them and you give them all your time and attention, and then some little thing goes wrong—not your fault, no indeed—just some hitch or other, and they turn you down in a minute."

"Last summer I met a swell girl down at Asbury, and after talking to her for a while I took her out to bathe. She wanted to learn how to swim, so I worked hard teaching her, and she was getting on famously when something happened. I was standing about ten feet away from her and told her just to launch herself out and swim to me and I would catch her and keep her from sinking."

She looked mighty pretty when she struck out and all went well for about four feet; then her face became deadly white and she reached down in the water and turned a somersault.

"I rushed to her and dragged her gasping to the surface. But she refused to be comforted and just squatted down in the water and began to cry. I asked her what the trouble was, and—will you believe it?—she turned her back on me and called me a horrible man. Then she began to whisper to her girl friends, and they all gathered about her and escorted her to the beach, and then to the bath house, so that no one could see her. And what do you think was the trouble? She had swum out of her bathing skirt and was left with trousers, shirt and stockings. And—will you believe it?—she blamed me."—New York Press.

Nobody is more refreshing to meet than the youth who is determined to succeed except, perhaps, the youth who has succeeded and is not vain of the fact.

Don't "knock." The heavier the hammer you swing the crueler the thump when it comes down on your own toes.

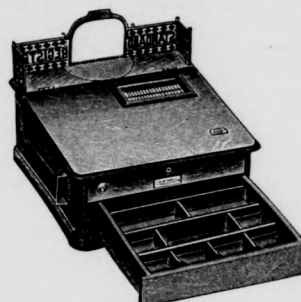
# RUGS FROM OLD CARPETS THE SANITARY KIND

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'g. & Carpet Co. Ltd.  
Petoskey, Mich.

# THIS IS IT

An accurate record of your daily transactions given by the



Standard Cash Register Co.

4 Factory St.,

Wabash, Ind.

# What Is Perfection?

Webster tells us it is "the highest attainable state or degree of excellence." Our customers tell us

## New Silver Leaf

means perfection when it comes to flour. What was thought to be perfection yesterday is not perfection to-day and to merit our customers' definition we are obliged to have our eyes open all the time to discover any improvement in flour making. The result is a flour unsurpassed. Correspond with us.

Muskegon Milling Co., Muskegon, 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



### Exportation of Fruit from the United States.

Exports of fruit from the United States in the fiscal year 1904 will exceed \$20,000,000 in value against less than \$3,000,000 in 1894 and less than \$2,000,000 in 1884. The growth in the exportation of fruits from the United States has been very rapid during the last few years. The Department of Commerce and Labor at Washington, through its bureau of statistics, has just issued a table showing the value of fruits and nuts imported and exported in each year from 1884 to 1904. It shows that the importations were practically twenty million dollars in value in 1884 and will in 1904 be about twenty-two millions, while the exports, which were \$1,746,418 in 1884 will be about \$20,500,000 in 1904.

Apples, oranges, apricots, prunes and raisins form the principal items in the exports of fruits. The value of the apple exportations in 1904 will amount to about eight and one-half million dollars out of the twenty and one-half million dollars' worth of fruits exported, and of the eight and one-half million dollars' worth of apples exported about five and one-half million dollars' worth was exported in the natural state and three million dollars' worth as dried fruit.

The exportation of prunes from the United States has grown very rapidly in recent years, the total number of pounds exported in 1898, the first year in which a record was made by the bureau of statistics, being, in round terms, sixteen millions; in 1902, twenty-three millions; in 1903, sixty-six millions, and in 1904 the exports will amount to about seventy-four million pounds, valued at about three and one-half million dollars. Germany, France and the United Kingdom are the principal customers for this class of American fruit, the total quantity sent to Germany in the fiscal year 1903 being eighteen and one-half million pounds; France, sixteen millions, and the United Kingdom, fifteen millions; while Belgium took nearly five million pounds, the Netherlands nearly four millions and Canada about four and one-half millions. Of the sixty-two million pounds of prunes exported in 1903 nine millions went from San Francisco and fifty-three and a half millions from New York, although they are chiefly the product of the Pacific coast.

Raisins are also becoming an important feature of the export trade in fruits, the total number of pounds of raisins exported in 1903 being four and one-fourth millions, while for the year just ended the total will be about four million pounds. Canada is our largest foreign customer for this product, the total quantity exported to Canada last year being over three million pounds. The principal port of shipment was San Francisco, from which about one and one-half

million pounds were sent; from Detroit, three-quarters of a million pounds; from the district of North and South Dakota, a half million pounds; and from New York, a quarter of a million pounds. These shipments from the Eastern ports originate, of course, on the Pacific coast. Of apricots, the total exports of which amounted last year to over nine million pounds, six and three-fourths million pounds were exported from New York and about two million pounds from San Francisco.

The imports of fruits and nuts have, as already indicated, changed but little in total value, but in character there has been a material change during the last decade. Oranges, of which the total importations amounted to over two and one-half million dollars in value in 1896, will amount in 1904 to but little over a half million dollars in value of imports. Lemons, which amounted to over five million dollars in value in 1895, will amount to a little over three million dollars' value in the importations of 1904. The bulks of the lemons come from Italy, and of oranges chiefly from the British West Indies. Bananas form by far the largest single item in the importations of fruits and nuts, and will aggregate over seven million dollars in value in the fiscal year 1904, against four and one-half millions in 1898. They come chiefly from Central America, Cuba and the British West Indies.

### Queer Cures of Country Folk.

"When it comes to superstition," remarked the doctor the other evening, "there's nothing that can beat the superstitions about medicine and cures generally.

"There's the average Arkansan, for instance. He thinks that a coal oil poultice is good for sore throat. As soon as his throat gets sore he binds about it a poultice of coal oil. It peels the skin off his neck, but he believes that it has cured him just the same. Then the Mississippian doses himself for impure blood with teas made of hemlock leaves, plantain and all manner of unpleasant weeds. The result is a bad stomach-ache, but the patient keeps up his treatment and thinks it as good as anything a regular practitioner would have given him.

"In our own Pike county, some years ago, I found a number of people maintaining that the one and only thing for a rattlesnake bite was to cut a live chicken in halves and lay on the wound the half containing the heart. They hold that the chicken would adhere to the bite and suck out the poison, turning, as the venom entered it, a horrible green.

"And the odd thing about all this," concluded the doctor, "is that people will take the most unpleasant medicines when they prescribe them themselves, whereas they would kick like mules if they were administered by a regular physician."

Don't boohoo because things go wrong. Swear at your luck if you must to ease your feelings, and then grit your teeth and get to work again with a resolve to do or die.

We want more

## Fresh Eggs

We have orders for

**500,000 Pounds  
Packing Stock Butter**

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

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

## Warner's Oakland County Cheese

Not always the cheapest,  
But always the best

Manufactured and sold by

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

Send orders direct if not handled by your jobber.

Sold by

Lee & Cady, Detroit

Lemon & Wheeler Company, Grand Rapids

Phipps-Penoyer & Co., Saginaw

Howard & Solon, Jackson

## Butter

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

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

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



**FALSE CREDIT.****Corporate System Which Would Tend To Invoke Confidence.**

Commerce is necessarily based greatly on credit, and credit on confidence; even cash transactions require confidence in the parties who may make warranties connected therewith.

The basis of confidence should be substance, not shadow, actual not artificial.

In other relations something of this sort is inevitable. The newly fledged physician or lawyer by virtue of his license is often presumed to be as fully qualified as is the old practitioner; he has been examined and pronounced by competent authority to be fit for any engagement; his certificate, ostentatiously displayed, serves him with the many as well as a reputation based upon years of labor serves his older colleagues. This is the system of artificial credit, and in these relations is perhaps permissible.

Capitalistic or monetary credit, however, need not and should not be made artificial, with its consequent deception, fraud and injustice.

Not venturing to anticipate what under better methods and improved systems may be attained in the future, suffice it to say, for the present, that the popular reliance on the law as a means of payment is a delusion and a snare; so long as our systems abound in delays, contradictions and uncertainties, so long as we have law in place of equity, and equity in place of justice, it is well nigh futile to attempt through the courts to obtain recompense for property or labor; and unfortunately this situation confronts most sternly those who can least sustain it, those who are dependent on their labor for the necessities of life.

The lien laws present a marked instance: Intended to protect parties who furnish labor and material in building their application is so cumbersome, dilatory and expensive that they result in disappointment and loss to all concerned; much better were it to have none at all; in such case the credit would be based upon the firmly established financial worth and strength of the builder, or upon collateral security.

These naturally lead us to the implication of credit conferred by corporate existence. The state is used as a partner in an immense confidence game. The charter, decorated with a profusion of gilt seal and red tape, accompanied by highly ornamented certificates of stock, and all attesting to the capitalization of, say \$1,000,000, suffices to beguile not only the unwary, but even the erudite into the belief that somewhere there is lying for their security the amount thus indicated.

The present popular vamping about "publicity" of corporate affairs furnishes little if anything to the purpose, any more than tinseling the dome of a skyscraper would afford proof positive of the firmness of its foundations.

In regard to some corporations the state requires actual (not merely apparent or artificial) financial resources as the basis of confidence; in some

states banks, insurance companies, building associations, and perhaps others, must deposit actual cash or collateral with a public custodian for the security of the creditors. This is a step in the right direction, although as yet not entirely efficient.

There seems little reason for discrimination between the dollars deposited in bank and the equally hard earned dollars that the poor widow sends to a corporation as purchase price of a sewing machine; yet the former is protected, at least to a degree, while the latter is not.

Every charter, no matter in what line of industry, commerce, or finance, should be founded upon the solid rock of cash property held by the state as security for the obligations of the corporations.

Our people are encouraged, indeed exhorted, to follow habits of industry and economy; they deprive themselves of luxuries and even of necessities throughout earlier life in order to provide at least comfort for their later days, only to find all swept away by misplaced confidence and an obsolete jurisprudence. The ensuing disappointment, bitterness, and despair pervert every sentiment, and thrift instead of being the handmaid of prosperity becomes the mother of anarchy.

Or let us take the other extreme. What are the real purposes of corporate existence? First, that the death of the members thereof shall not (as in the case of partnerships) compel the termination of the business; and, secondly, that the members shall not be personally liable for the corporate obligations. Now let these purposes be effected without deception or false pretense on the part either of the corporation or of the state.

Abolish all the misleading attestations as to the amount of capital of the corporation, the million of dollars on which it is organized and the many more millions authorized; stop deluding and robbing the public with these falsehoods, and let the act of incorporating consist merely of a public declaration that the incorporators expect the business to continue, no matter who dies, and that they do not expect to pay any of its debts themselves, but that the obligations must be met from the assets of the concern and not otherwise. Some such system would tend to invoke confidence only where it is deserved.

Andrew F. Hirschl.

To be a clerk is no disgrace; to stay a clerk argues numb intelligence and dead ambition. The young man in business who doesn't hanker after a shingle with his name on it, has the spirit of a lackey and the soul of an insect. And the employer who flies into a rage, because a clerk leaves him to become his own master, should compete for the gold medal at a donkey show.

Buyers and Shippers of

**POTATOES**

in carlots. Write or telephone us.

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

**Green Goods in Season**

We are carlot receivers and distributors of green vegetables and fruits.

We also want your fresh eggs.

**S. ORWANT & SON, GRAND RAPIDS, MICH.**

Wholesale dealers in Butter, Eggs, Fruits and Produce.

Reference, Fourth National Bank of Grand Rapids.

Citizens Phone 2654.

Bell Phone, Main 1885.

**SUMMER SEEDS**

Millets, Dwarf Essex Rape, Turnip,  
Fodder Corn, Cow Peas, Rutabaga.

**POP CORN**

We buy and sell large quantities of Pop Corn. If any to offer or required, write us.

**ALFRED J. BROWN SEED CO.**

GRAND RAPIDS, MICH.

—We Carry—

**FULL LINE CLOVER, TIMOTHY**

AND ALL KINDS FIELD SEEDS

Orders filled promptly

**MOSELEY BROS. GRAND RAPIDS, MICH.**

Office and Warehouse 2nd Avenue and Hilton Street,

Telephones, Citizens or Bell, 1217

**Fresh Eggs Wanted**

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

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

Wholesale Dealer in Butter, Eggs, Fruits and Produce

Both Phones 1300

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

**It Will Only Cost You a Cent to Try It**

We would like to buy your eggs each week, so drop a postal card to us stating how many you have for sale and at what price and on what days of the week you ship. Write in time so we can either write or wire an acceptance. We can use them all summer if they are nice.

L. O. SNEDECOR & SON, Egg Receivers

36 Harrison Street, New York

**Egg Cases and Egg Case Fillers**

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

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

**Ship Your Cherries, Currants and all kinds of Berries**

TO

R. HIRT, JR., DETROIT, MICH.

and get the highest price and quick returns.

**Poultry Shippers**

I want track buyers for carlots. Would like to hear from shippers from every point in Michigan. I also want local shipments from nearby points by express. Can handle all the poultry shipped to me. Write or wire.

William Andre, Grand Ledge, Michigan

## USE OF SHODDY.

## American Workmen Wearing the World's Old Clothes.

America is the greatest consumer of shoddy in the world, and in spite of our vaunted prosperity and high wages, the workmen of America are wearing the world's old clothes. This is not a case, however, of a cheap coat making a cheap man, for compared with the clothing worn by the European workman, shoddy cloth does not make a cheap coat. Cheap it is, of course, compared with a coat made from cloth that is all of new wool, but these cloths are becoming increasingly scarce as the prices of wool advance and the processes of making shoddy improve.

Shoddy is made from woolen rags or old woolen cloth of any kind. It is ground up in a machine and the resulting fibrous mass is spun into yarn again, sometimes around a cotton thread, or sometimes mixed with new wool. The dealer who sells clothing made of the cloth woven from this yarn can truthfully say that his goods are made of wool. They will look almost as well at first as goods which contain nothing but new wool, but their wearing qualities are inferior. The recent vogue of soft-finished goods gave an impetus to the use of shoddy by the cloth manufacturers, as it can best be used in such goods. Worsteds and other hard-finished cloths do not lend themselves readily to the use of shoddy.

Some time ago a representative of one of the biggest woolen manufacturing concerns in the country was asked how it was that in the face of an advancing wool market prices had several times been reduced on all the concern's most popular lines of cloth. He admitted without any hesitation that the cloth consisted of less wool and more shoddy each season.

"The public never knows the difference," he said. "The cloth looks as well to begin with, and if it does not wear as well, the purchaser never finds it out, for we don't wear out our clothes in this country as they do in Europe. Here even a poor man tires of a suit long before it is really worn out and throws it aside. In this country the workman demands woolen clothes. In Europe his clothing on working days is frankly cotton. For Sundays and holidays he may have a wool suit, but that has to last a lifetime. Our people demand a cheap suit of wool or something that looks like wool, and that is the reason that we must use shoddy in constantly increasing quantities. That is also the reason that shoddy is almost unheard of in Europe."

There has been recently a series of very heavy advances in the prices of several grades of European and Oriental wool which have put them beyond the reach of the manufacturer of the cheaper grades of cloth. These advances have been aggravated by the peculiar system by which the tariff on wool is assessed. Wool worth more than 12 cents a pound in the country of origin is assessed

at 7 cents a pound duty, while wool worth less than 12 cents a pound pays only 4 cents a pound duty. The recent advances have sent several large classes of wool, which were just below the 12-cent mark, over the line, and the importers are thus compelled to pay 3 cents more in duty.

That this condition has given rise to an increase in the use of shoddy is undeniable, but no figures are available. The importation of woolen rags, which all go into shoddy stock, is only a small part of the supply. The rags are collected in this country as well, and probably at least as large a quantity as is imported is collected here. Large quantities of cotton rags, in which a proportion of woolen rags too small to affect the dutiable value is mixed, are also imported, and undoubtedly sorted here. The imported rags come from all parts of the world. Probably the largest quantities come from England and France, but these in turn have been collected there from many countries. From Marseilles come rags which have been collected all over the Levant and the Orient. Great care is taken in the collection of these rags that none come from a district infested with disease, and they are all thoroughly fumigated and disinfected before shipment.

Until recently there had been a good deal of complaint among the shoddy manufacturers of poor trade, on account of the inclination of the public taste toward the use of cloths that did not admit of the use of much shoddy, but since the recent advance in wool prices it is admitted that the demand has much improved.

## Grafting Worse Than Murder and Theft.

In the very complicated scheme of pains and penalties of Dante's Inferno, he assigns what is perhaps the most disagreeable punishment of all to the people who use positions of power and trust as a means of making money. He regarded them as very much worse than murderers and thieves, and so did the respectable people of his time.

I do not believe that there will be any real remedy until we have so educated public opinion as to take these public wrongs a great deal more seriously than we now do. Indeed, I think that the chief importance of the efforts at reform is that they open people's eyes to the true character and magnitude of the evils, and thus pave the way for the necessary change of public opinion. The actual duration of a reform government in any city may be short, but the impression left by the campaign which preceded the election of that government is far longer and more permanent than people suppose, and usually prevents matters from going back to quite as bad a condition as that in which they had been previously.

Arthur T. Hadley.

A peculiarity of the habitual snarler is that he fancies he's a great critic. But the only remarkable thing about him that others notice is the prodigious length of his ears.



**99/50**  
—OUR—  
**NEW OVERALL**  
**\$4.50**  
**DOUBLE & TWIST INDIGO,**  
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**SWING POCKETS, FELLED SEAMS**  
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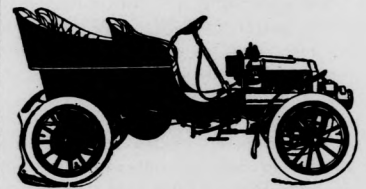
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## New Oldsmobile



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 &amp; Indiana R'y

"THE FISHING LINE"  
PETOSKE: BAY VIEW HARBOR POINT  
WEDQUONING WALLOON LAKE CROOKED LAKE  
MACKINAC ISLAND TRAVERSE CITY NORTPORT

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



### Fashions, Fads and Follies Peculiar to New York.

Fashion has moved from town to country, and save for a solitary club member pulling listlessly at his cigar you will find few smart people left behind. The American, like the Englishman, is hungry for the open and the growth of the manly sports and the multiplication of country clubs entices him from town just as soon as the sun begins to sear. It is the simple, wholesome pleasures of outdoor life to which our men of wealth and leisure are devoting themselves to-day and, of course, the influence of this on dress can not help being deep. I have traced this influence from time to time, but I am particularly impressed with it this season when the be-all and end-all of fashion seems to be to make man comfortable. The loose jackets and full trousers, the absence of the waistcoat, the narrow collars, soft cravats and boots cut low, all breathe an atmosphere of ease and repose that is most refreshing. Fashion and fitness, sense and propriety go hand in hand. The man who dresses queerly, the person of many fads, in fine, the poseur as a species is getting rare. Even the untamed and untamable college boy who fixes the fashions for the younger set is slower to embrace the new and the startling in dress and to tramp hobnailed over taste and decorum. I have just returned from a trip to the leading 'varsity towns and I felt proud of the clean-limbed, well-tubbed young men who show so sure an appreciation of what is fitting in dress. The American has in a superlative degree the knack of choosing that in which he looks best and of matching cravat, shirt and hose with the ensemble. By the by, the ever-recurring rumor is afloat that momentous changes will be attempted next autumn in the cut and finish of evening suits. This rumor appears so regularly each season that it looks suspiciously like the work of one man, but it is probably only the usual vaporing of the newspaper penny-a-liner who is hard put to fill his allotted space in the dog days.

Belts for summer, and I say "for summer" advisedly, because belts are worn the year around by the 'varsity set, are still of stout harness leather or tough pigskin. They are very plain in cut and usually have a bright buckle that stands out against the dark leather. Gunmetal buckles are not to be recommended, as they look funereal and deprive the belt of its one bit of contrast. For outing I have seen some men's new belts of chamois and soft kid, but they seem too effeminate in these athletic times when simplicity and sturdiness underlie the whole scheme of dress. Chamois gloves in corn and biscuit shades preserve their vogue for the sports and light country wear. They may be washed. Of course, chamois gloves belong purely to outing and have no place in town. Fewer dress suit cases are seen this season, saddle-sewn kit bags being favored for traveling. The conspicuously initialled dress suit case proclaims the tyro

from afar, and it has quite lost all smartness.

It was last winter, if my memory serves me, that I foreshadowed the decline of patent leather for boots and it is now quite in disfavor. Patent leather is too shiny and renders one's feet too conspicuous to commend itself to gentlemen. Calfskin is much trimmer and more refined-looking, and any of half a dozen varnishing preparations to be had of one's boot-maker will give it a dull gloss that is in much better taste than the vulgar glitter of patent leather. At a particularly smart wedding recently groom, best man and ushers alike wore varnished calfskin boots, buttoned, of course. I am quite aware that you can not wean the multitude from its partiality for patent leather, which to it represents elegance enthroned. The youth who has his hair cut like a half moon in the back and wears separable cuffs would not feel "dressy" (atrocious word, that) without his patent leathers, so, bless you, let him have them and be happy.

What puzzles the average man greatly during the waistcoatless days is where to carry his watch. If it is put inside the little pocket at the trousers waistband perspiration is apt to harm it and one can not reach it without a deal of shifting and tugging. The proper place to carry the watch is in the breast-pocket of the jacket and narrow strips of leather, of black seal or tan pigskin, take the place of watch-chains and buckle into the buttonhole of the lapel. These have been smart for several seasons and go well with the easy, breezy clothes of summer. I do not approve of fobs and they are not worn by the best-dressed men. It gives one a mussy feeling to have a bit of metal dangling from the waistband and it also detracts from the trim appearance of the belt.

Jackets for autumn are to be cut somewhat differently in the back. Instead of the center vent, 6½ deep, which is correct for spring and summer, there will be two side vents cut web fashion, so as to hold together when a man is walking and spread out fan shape when he sits. Aside from this, I see little that is very new in prospect. The lapels on jackets will still be broad and low, but waistcoats are to be cut high after the English manner. Thus the waistcoat will show even when the jacket is buttoned. All this, though, is purely problematical and I do not wish to be understood as chronicling the new fashions, but merely as sketching them in outline. None of the smart tailors are yet concerning themselves with autumn's mode and it is still in the formative stage.

For a dip into the surf swimming suits, not bathing suits, are in good form. These are two-piece, sleeveless, plain or silk striped and are fastened around the waist with canvas belts. Pajamas for summer come in cool linens, soft crepes or filmy silks and are cut military fashion. Undersuits have knee drawers.—Haber-dasher.



## A Larger Trade

Every merchant wants a larger trade this season than last. There are a good many ways to get it; you probably know what they are.

One of the poorest ways is to sell cheap stuff that looks good; you're getting this season's trade at the expense of next season's.

One of the best ways is to sell the "Palmer Garment;" and make every sale count twice—now and next time.

Think it over; we know we're right.

## Percival B. Palmer & Co.

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

The "Quality First" Line

Chicago



### Fall Styles in Neckwear and Hosiery.

Every indication points to an unusually active fall business. Initial orders have been placed in such a generous volume as already to cause wholesale houses to vote the new season a success. When general satisfaction is thus early expressed there remains no doubt as to what the final report on autumn trading must be. During June an exceptionally strong tone characterized transactions, and it is expected that a similar condition will prevail when duplicates come to be booked. The protracted cold period of 1903-04 is in a measure responsible for the healthy state of sales. Retail stocks were cleaned up as seldom has been the case. The buyer who now quibbles over price is rare. When lines are first submitted it is discouraging to sellers to encounter a widespread spirit of discontent based upon quotations. When such a feeling is conspicuously absent salesmen are spurred to do all that lies in their power to please customers in each detail of the bill. Some wholesalers have determined upon adopting an heroic policy toward cancellation henceforth. Goods are sold with a distinct assurance that countermands will not be recognized. This is a step in the right direction. Be it said to their discredit, a certain element of dealers do not hesitate to return merchandise on the flimsiest pretexts. It is especially distasteful for the wholesaler to get a series of cancellations in mid-season, and this through no fault on his side. The difficulty heretofore has been that some selling houses were weak-kneed in the matter of refusing to honor countermands, fearing that the account might be lost. The sooner the trade as a unit will declare against unjustifiable cancellations, the better for the industry.

Knitted porous linen undersuits, both in unions and two-piece garments, are dividing attention with woven linen-mesh productions. In the latter class there are more than two dozen different brands in evidence. For spot delivery nainsook sleeveless shirts and jean trunks are prominent factors. Bathing suit sales may be said to have reached the high-water mark. Representative houses proclaim that this season is the "best ever" and the sales are daily mounting.

A brisk demand is noted for Havana brown lisle undersuits in drop-stitch treatments. Leading sellers in knit wool gloves include plain effects. Cotton and wool mixtures are commanding the greatest attention in sweater sales. Some excellent values in this style garment are offered to retail at popular prices. Features of these goods are concave shoulders and hand-fashioned collars. Union suits are shown in finer construction. One and one ribs are displacing tuck stitch combination suits to some extent. Flat goods in union garments are now regarded approvingly by the better trade.

Leaders for autumn and winter are heather mixtures. Plated grounds are most in demand with Jacquarded

figures or stripes and spots. There are many black grounds embroidered with figures. Iron grey, dark gun-metal, champagne, olive, prune, bordeaux, gens d'arme and seal brown make up most handsomely. When tan is sought, it is always the deep shades. Dropstitch and plain silks with self clocks hold their places. Bracelet hose, which were introduced this spring, promise to be a factor in sales. Some have shepherd's check bracelets, while others have lace bracelets just underneath the rib at the top. Heavy accordion ribs, dark tan, gunmetal, navy, black and myrtle in iridescent colors are seen in many stores.

Of knit gloves greys, tans and heaver shades are good, tans especially. Solid colors seem to lead. For golf and sporting generally, white and red stitched with black are still used. Scotch plaids and washable wool gloves find a ready sale in the college set and the best trade everywhere. Buyers may take knit gloves with the assurance that they will sell in normal quantities in fine goods. The popular demand will probably not be great, as the knit glove only commends itself to the discerning. It is primarily a glove for roughing it and the winter sports, but it is also a capital hand covering for nipping weather.

Cotton prices are falling, but unless there is a continued and sharp increase or decrease in the cost of the raw material the prices of manufactured goods are seldom affected. A benefit that will accrue from the change in the situation is that the producer can count definitely on getting his supplies, and that is no mean advantage. It means prompt shipments from the factories, and that, after all, is the main thing of importance to-day.

Black silk French handmade half-hose are good property, selling at \$5 a pair. Rich self checks enhance the natural beauty of these goods. In medium priced solid color men's hosiery the following are meeting with success: Navy, cardinal, Burgundy, beaver, electric blue, golf green, slate and the like, either in lises or silk blendings. All are most pleasing.—Haberdasher.

### Keep After the Grafters.

The problem of graft is no new one in the history of the world. Kipling tells us that the secret hid under the pyramids is that of the graft of the contractors that built them. The chief difference is that we now recognize the use of public authority to extort money as a form of robbery and we have a good strong word to cover all such things, the word graft. In less happy times the same thing was called piety and patriotism.

The only way of abating the evil of graft is to keep at it, never to forget what it is and never to honor those who practice it. The evils of oppression disappear as we make men strong. The evils of graft disappear when men think clearly and act honestly. Let each man attack his own particular grafter and we shall see what happens.

David Starr Jordan.

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

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

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



## Clapp Clothing Company

Manufacturers of Gladiator Garments  
Grand Rapids, Mich.

## The William Connor Co.

WHOLESALE CLOTHING MANUFACTURERS

The Largest Establishment in the State

28 and 30 South Ionia Street, Grand Rapids, Michigan

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

Spring and Summer Clothing on hand ready for  
Immediate Delivery

Mail orders promptly shipped.

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.



I can please  
that man of  
yours: I give  
four cuffs to  
a shirt  
Tom



### Unique Window Displays by St. Louis Retailers.

The big shoe stores on Olive street and Broadway are vying with each other in the matter of making shoe displays that will catch the popular fancy, and never before in the history of St. Louis has there been such an elaborate showing of fancy and staple footwear.

The streets are thronged with sight-seers from all over the world, drawn by the wonderful World's Fair, and the down-town shopping district is dividing honors with the Exposition. For there are some pretty big mercantile establishments here, and they are items of great interest to a great many who have never been to the city before, and many a profitable lesson will be learned by every one who takes advantage of the opportunity to see what is shown in a city store.

St. Louis shoe stores are noted for their tasty windows, but the trimmers have drawn on their artistic conceptions to the limit to duly impress World's Fair visitors with the important and undisputed fact that this method of advertising is more effective than all other means combined. I know of a few stores who never have a line in the local papers—yet their stores are always crowded, but a glance in the windows will tell the secret of their success. No money or labor is spared in the decorations, and the result fully justifies the pains taken.

While a great many stores in the smaller towns have very creditable displays, there are still quite a few who woefully neglect this important branch of the business. They argue that "Everybody in this neighborhood knows me, and knows I sell shoes, and if they want to buy of me, they will do so whether I put any shoes in the window or not."

This is a great mistake. The seeing of a certain article often creates a desire for it and I am positive that there are more pairs of shoes sold in a town whose merchants keep the windows clean and well trimmed than would be sold if they were neglected. A man or woman will hang on to an old pair much longer than he would if he happened to see some shoe that struck his fancy, and it is just as important for the small store in the small town to have the shoes well displayed as it is for the city store.

Outing shoes of canvas, buckskin, etc., are also largely shown, and a great many of them are sold every day. One shoe man told me that his sale of white canvas Oxfords was running a close race with patents and tans. They look cool and appeal to those who do a great deal of tramping on the Fair grounds. Most of them are made over a wide last, with plenty of toe room, and are bound to be very comfortable. The

prices range from \$1.25 to \$3, and some even higher, but the \$2.50 shoes seem to be the most popular sellers.

In the dress shoes, especially for ladies, the narrow Opera toe is becoming very popular. The dealers are not anticipating a return of the needle toe of a few years ago, but they are running much narrower than they did a season or two ago. The mannish shoe for women, which was quite popular last season, is almost a thing of the past, and I only noticed one window that included the style in its collection. Button shoes for both men and women are very correct—some of the highest grades being shown in this style. The Oxfords, in button, are as popular as the high shoes.

Bluchers are having a bigger sale than ever. They are shown in all grades and colors, both Oxfords and balm.

It may be interesting to some of our country readers to know that fully half the shoes displayed in the city stores are tans, both for men and women, and 90 per cent. of them are in the better grades, from \$3 up.

In J. A. Hutcheson's Century Building store some very smart things in Clapp's shoes are being shown, among which are the following: Plain toe, custom last, vici Kid Oxford with a common sense heel, which looks to be cool and comfortable, tan blucher Oxford, military heel, with a medium swing toe.

A tan blucher Oxford, medium wide toe, footform last with a perforated tip. A patent leather Oxford shark-fin style. The toe is on the duck-bill order, and the sole has quite an extension—wider over the ball and gradually getting narrower towards the toe, which produces the shark-fin effect. This is one of the latest patterns in the window.

And the World's Fair visitor has not been neglected for a card on one shoe calls attention to "Clapp's Picker," a wide last, vici kid bal, footform shape, which looks easy for tramping purposes. The prices range from \$5 to \$9.

There has been some apprehension among dealers about being able to get enough tan shoes to supply the demands, but the Regal has tried to relieve all doubt on that score, as far as they are concerned, by putting in an exclusive tan window of Oxfords. They also show an assortment of tan silk laces, tan polishes, etc. They recently had a telegram from the factory posted on the window announcing the fact that "5,000 pairs of tan Oxfords have just been shipped and will arrive shortly."

Hanan & Baker are showing some of the newest things in the market, among which are the following: Louis lace, patent kid, dull top, 3 inch French heel, plain toe, rather pointed, \$6.

"Baker's Steeple Heel," light shade tan Oxford, blucher, narrow toe, with a slight swing, \$4. "Baker's Tan Castors," toe slipper, suede, 2½ inch French heel, \$5, and a champagne color, plain Opera toe Oxford, French heel, \$5. This store shows three shades of tan—light, dark and choco-

late. Some of their leaders in the men's window are, "Hanan's London," a tan Oxford with a soft tip, straight London last, \$5. "Baker's Boston," a patent kid, London toe Oxford, \$4. "Hanan's Astoria," patent leather Oxford, narrow potay

military heel, \$7, and Hanan's "Mound City," tan Oxford, plain custom toe, natural edge, \$6.

In their ladies' window Brandt's have reproduced a small stairway—the steps being covered with rich green velvet, and a sign at the top

You are entitled to good and satisfactory service and will receive it on large or small orders for anything in

## Tennis Shoes

Care in filling orders and promptness in forwarding goods are adhered to on one pair the same as on one hundred pair and your favoring us with your orders will be appreciated.



### The Joseph Banigan Rubber Co.

Geo. S. Miller, Selling Agent

131-133 Market St., Chicago, Ill.

As viewed by some Banigans and Woonasquatuckets are the best rubbers on the market.



## The Very Best

Nothing in our shoes but leather, lining, thread and nails. Nothing but what should be there and that of the best, the very best.

Our trade mark on the sole guarantees your customer absolute foot satisfaction.

If our shoes are not on sale in your town write us. It will pay you to look them over.

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



which reads, "The Pike made easy." It is very catchy and apt, and there is usually a crowd around admiring the latest creations in footwear. Brandt's cater to the masses, and have made a success of it for the store is always crowded with all classes and conditions of mankind.

They show a patent kid, dull top, plain narrow Opera toe, French heel, lace, dull top boot for \$6.

A two eyelet blucher Oxford, patent vamp, dull quarter, natural edge, for \$5, a tan button Oxford, potay extension sole, \$3.50. Champagne color, plain Opera toe, blucher Oxford, French heel, \$4. A 4-strap patent kid slipper, French heel, plain Opera toe, \$2. They are exclusive agents for Queen Quality shoes and show them in all styles. In the men's window they show all the late styles in Clapp's, Stacy Adams, and other standard makes, besides the H. J. Comfort lace, which they advertise very liberally. They also show a large assortment of outing shoes from \$1.25 to \$3.

Boehmer's are exclusive agents for the Dr. A. Reed's Cushion shoe and they have it made up in all the popular styles for both men and women. In the ladies' window they show a patent colt Oxford, button, plain Opera toe, natural edge, extension sole, \$5. A patent kid Oxford, plain narrow toe, French heel, blucher, \$3. A one strap slipper, French heel, seam from toe through center of vamp, turned sole, \$4. Tan Oxford, freak toe, blucher, extension sole, \$3.50, and the same style in patent leather for \$3. A 6-button high shoe, over the same last, is marked \$3.50. This is the only window on the street in which I noticed the freak toe. In the men's window they show a hand sewed patent bal., wide drop toe, natural edge, for \$9. Boehmer's Custom Oxford patent kid, plain toe, \$6. Gun metal "duck-bill" Oxford, military heel, hand-sewed, \$9, with a ticket announcing that orders will be taken for special pairs. The popular prices at this store run from \$3 to \$6.

Every shoe man in the city with whom I talked said this is a record-breaking year for them. Frank Ames, manager for Brandt's, said that May was the best month they ever had and that July would be still better. Others are equally pleased with the summer business.—Drygoodsman.

#### Duty of Attorneys as Good Citizens of the Republic.

Former Secretary of War Elihu Root recently delivered an address to the graduating class of the Yale Law School which contains some striking paragraphs which were reported by the Associated Press. Mr. Root evidently had in mind the peculiar influence which lawyers have always had—especially in the United States—in making laws and shaping the machinery by which they are executed. He was not, in the reported passages of his address, speaking of the duty which the lawyer owes to his clients but of that which, as a lawyer, and because he is a lawyer, he owes to society. As to

this, Mr. Root's conception of the lawyer is that of a conservator of institutions—"to promote rational progress while maintaining stability against all fads and crude innovations."

The commencement orator is necessarily an idealist. On such occasions it is the accepted practice to seek to inspire the young men with emotions which, however transient they may be, shall associate one important epoch of their lives with thoughts of the good, the beautiful and the true, and the good lawyer, true to the obligations of his profession, is, in the opinion of Mr. Root, a great conservative force. There is no doubt, if this be the correct conception of the function of the lawyer as a citizen—and it probably is—that the members of few other professions or occupations so nearly live up to their ideals. We are, of course, like Mr. Root, referring not to the shysters and demagogues who masquerade under the cloak of lawyers, but to those who are influential in society, not because they are lawyers, or even because they are learned, but because they are wise counselors and worthy men. They are, indeed, as a rule, conservative. So conservative are they, in fact, that most laymen will be prone to think that Mr. Root would have done well if he had laid more stress than he seemed to upon the necessity of "rational progress." There is no question that the accumulated wisdom of the ages is the most precious heritage which each generation bequeaths to the next, but no generation does its duty to posterity which does not add something to the store which it has received from its ancestors. While the legal profession does, as it must, endeavor "to meet the changing conditions of life and activity," to use Mr. Root's words, it does not, as it may seem to the layman, and as compared with other learned secular professions, do as much as it might, or as it should, to shape those changes or create those conditions. If capital desires to consolidate, or labor to control its environment, it sometimes appears as if lawyers sought to be helpful rather by new interpretations of old laws, or skillful methods of evading them, than by promoting statutory or constitutional changes which frankly deal with new conditions. In common parlance, this has come to be called "legal chicanery," and the number of lawyers who habitually pursue this course is so large that multitudes regard it as typical of the profession. "Progress" seems to be largely effected rather by ingenious rulings of the courts than by the direct action of the lawmaking power.

In no respect is "rational progress" in legal affairs more essential than in the administration of criminal law. Such "progress" as we are making seems almost wholly in the direction of assisting the criminal class to continue to prey upon society. Take, for example, the water cases now dragging their way through the courts of Kent county. Without reference to the guilt or innocence of the ac-

cused, it is safe to say that in no other country than the United States could such an outrageous exhibition occur. In any other community the guilt or innocence of the persons would have been settled months ago after trials costing not one-tenth of the inconvenience and expense to society which we are enduring in these cases. The whole performance is a travesty on justice, made possible by "precedents" and practices which the people call "legal chicanery."

The people have never enacted laws which enable the members of the legal fraternity to block the machinery of the law in this manner. They can not well abolish them for lack of the technical skill to make other suitable provision for the protection of society. The situation is the work

of the legal profession, on and off the bench. Reformation of these practices is one of the most pressing needs of society. Lawyers can bring it about if they will. It could be wished that they would undertake it, for if the people have to do it for themselves they may proceed in more iconoclastic fashion than, upon the whole, is desirable. Frank Stowell.

#### A Studied Reply.

Miss Ancient (cooly)—Don't you think this hat makes me look too girlish?

He—Well, no; but it makes you look as if some other hat would be more appropriate.

Let us keep our secret sorrows secret.

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

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.**

## Shoes That Wear

Are the shoes to wear.

Our "Custom Made Shoes" are that kind. Oak-tanned soles, chrome-tanned uppers. Workmanship and material of the solid, substantial kind. This big value for the price is what makes them popular. Send us a trial order. We furnish attractive posters free.

**Waldron, Alderton & Melze**

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

Wholesale Shoes and Rubbers

State Agents for the Lycoming Rubber Co.

**PUSHING AHEAD.****The Only Practical Way To Overcome Obstacles.**

"You can't lean up against a barn door and walk off simultaneously." People try to do this when they look at difficulties instead of at the thing they want to accomplish.

The man who slinks, the man who says can't, the man who fixes his eye on hardships never arrives at anything but hardships. Suppose a thing looks hard, that makes no difference, push ahead. Did you ever see a piece of work accomplished that you had thought too hard for mortal hand and brain? Did you yourself ever learn to do a thing that you had believed impossible for you to accomplish? When you look back what do you find made the new work you stumbled over so hard, so impossibly hard? Your opinion of it, the strangeness of it—nothing more. As soon as you began to push in dead earnest the seemingly impassable road opened up.

You can spot the man who lacks push by this one sign: he thinks no one else has a hard time but himself. He always talks of the obstacles he has encountered and his heroic efforts to overcome them. He just as invariably thinks and talks that things came easy to John Jones, who succeeded. He will tell you—if he gets the chance—how he suffered and bled and almost died because circumstances were "agin him." He will tell you how he had no advantages as a youth, or no health, or how big corporations squeezed him out of business, or how his friends swindled him. He'll rake together all the excuses he can find as a kind of defense and then he'll stand behind that bulwark and tell you how no one on earth ever tried harder than he did or ever deserved success more. But because of such and such difficulties, unforeseen, unconquerable, he failed.

But just you point out somebody else's success and see how quickly he'll change his tune. "O, that was just luck," he'll say. "Anderson happened to go to work for that firm just when they needed him and he fell right into the routine work and they simply forced him on up. Why, he couldn't help but succeed. His work is just a matter of habit, routine, now; anybody could carry it on after once getting started."

If you suspect a man of lacking grit and push, just get him to talk about some other man's success. If he is a quitter he will never give any man credit for succeeding where he failed.

This isn't just willful obstinacy or wounded vanity either; the man who lacks sand, the man who hasn't the grit to push on against difficulties, really doesn't know how success is won. He does not know that it is his own weakness of character, the weakness that cons over hardships, supposed injustice, obstacles, what not, that has made him fall. It is the load he carries that is his handicap.

The man who succeeds sheds dis-

appointments, thoughts of failure, as a duck does water. He knows that if he lets them penetrate they will become a part of him, they will change him. He can't afford to make a part of himself such elements of weakness. He can't afford to keep with him the things that neutralize and even paralyze his powers.

Do you take comfort in counting up your difficulties and hardships? Does it seem to you that no one else ever had so many obstacles to contend with? You are cherishing the things you ought to cast from you. You are on the wrong track if that is your state of mind. There is no thoroughfare that way. You are groping in a blind alley, a cul de sac.

When you catch yourself dwelling on the obstacles that block your passage, pull a tight rein on yourself, for whining is a sure sign of failure. Whining means a will too weak to push ahead and conquer hardships.

Do you see a lion in the path? Well, glare back at him. Maybe he's only a stuffed lion. You remember the creature that terrified Mrs. Stetson's little hero in "An Obstacle?" You remember how dismayed the hero was at first; how he tried prayers, threats and polite entreaties, yet that obstacle didn't budge. As a last resort he tried ignoring the creature and pushing right ahead, as he himself tells:

I took my hat, I took my stick,  
My load I settled fair;  
I approached that awful incubus  
With an absent minded air.  
And I walked directly through him  
As if he wasn't there.

Half the things that floor us belong in the same category with this terrifying creature.

But there are some obstacles that won't down before an absent minded air. There are some that you must fight tooth and nail. Then it is a question of how much you care for success. Some people who talk about hardships are too downright lazy and selfish to work. They want to accomplish great things, but it's hard work to push. So they sit down and rub their bruises and tell why they can't go on. But they never admit they are lazy. No, no. They have been abused, unjustly treated by fate.

What are you willing to pay for success? Ease, comfort, leisure? Are you willing to work for things as Lincoln did? When he decided that he ought to study grammar he walked six miles to borrow a book and then sat up half the night studying. He didn't waste time thinking how impossible it would be to learn grammar without a teacher. When he mastered grammar he borrowed another book, and when he couldn't afford a light at home he found a neighbor who let him read by the firelight. He kept his eye on what he wanted, and no matter what was in the way he kept moving in that direction.

Resolutely to push forward, to make sally after sally in the direction you want to go, is the only way to conquer obstacles. You can get through the densest crowd if you know how to use your shoulders, if

you take advantage of every little opening. But you have to be alert and quick and you have to keep up your pushing if you don't want to get squeezed to death. If you stop pushing you will just be wedged in the crowd and kept at a standstill.

The man who resolutely and straightforwardly attacks difficulties gains power little by little. The only way to gain strength is to lean on what you have. The power of the athlete is the result of long continued practice, the product of thousand times repeated efforts. Helen Keller, deaf and blind from infancy, learned at last to communicate with the world. She has written a book that shows no mean knowledge of men, nature, and events; she has won the friendship of world famous men, and now, at the age of 24, has just been graduated from Radcliffe College. How astonishing are her achievements, representing, as they do, such patient perseverance, such indefatigable determination.

Hardly less remarkable have been the labors of her teacher, Miss Annie M. Sullivan, who for seventeen years has been leading the blind girl "up out of Egypt." What examples the lives of these two heroic women are of the power of push! They kept steadily moving on, not stopping to moan over hardships. They could have done no other way to have crowned the long stretch of years with so many successes.

Is there something that you want behind that hill of difficulty? Stop thinking about the obstacles and simply push ahead. Don't be a vegetable; don't take root in your tracks. If it is only an inch, go forward.

John A. Howland.

**When It Was Empty.**

Little Flora was complaining that her stomach felt bad.

"Perhaps it's because it's empty," said her mother. "It might feel better if you had something in it."

Not long afterward the minister called. In reply to a question as to his health he said that he was well, but that his head felt rather bad that day.

"Perhaps it's because it's empty," spoke up Flora. "It might feel better if you had something in it."

Too many cousins spoil the legacy.

**Flynn the Fireman**

Flynn the fireman fighting the fire is always willing to climb up higher. But when on the level, enjoying life, he feels he is well prepared for strife. If he has on a pair of **HARD-PAN** shoes, for they are the kind he can always use.

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.**

**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.



### BOB WHITE.

#### The Most Useful Bird on the Farm.

Few sounds on the farm are sweeter than the resonant note arising when "amid the stubbled corn the blithe quail pipes at morn." The rural scene misses much of its setting when this beautiful bird is absent. There are music in his pensive whistle, a stimulus in the whirl occasioned by his rushing flight, and good company in frequent sights of the flock as they scurry on whizzing wing from one part of the place to the other. The quail is a semi-domestic bird that loves the cultivated field, the thick-growing hedge, the growing grass that bespeaks the presence of man. It is pre-eminently the bird of civilization, and is benefited by its advance, while all the forest-loving birds are discouraged in proportion as trees are cut down and fields cleared for the harvest. Most varieties of our feathered friends decreased or disappeared with the destruction of the primeval forests, but the quail follows the plow, the reaper and the mower, being at its best in the tall grass of June, the ripening wheat of July and the tall corn of the autumnal season. The quail is semi-domestic and admirable in all the family relations. When they mate it is for keeps. No divorces go in the world of quaildom, no infidelity, no human getting off with the old love before getting on with the new. Master Bob White is a model husband, father and pro-

vider. Ever faithful to his spouse, a strict monogamist, he assists both to hatch and rear the young and watches vigilantly over "mother" while she is attending to the nest, meantime consoling her with his sweet monotone or warning of the approach of enemies.

But it is not by his beauty and cheerfulness alone that Bob White recommends himself to the farmer and all who live in the country. He is invaluable along the lines of utility, and pays for his keep a thousand times over. The ornithological officials of the Department of Agriculture speak in the highest terms of the quail's economic value, and declare them to be the most useful birds on the farm. Field observations, experiments and examinations show that they consume large quantities of weed seeds and destroy many of the worst insect pests with which farmers contend without injuring grain, fruit or other crops. It is estimated that in Virginia alone every year they destroy nearly six hundred tons of noxious weed seeds. The quail are mortal enemies of the Mexican boll weevil, which damages the cotton crop upwards of \$15,000,000 a year; the potato beetle, which cuts off \$10,000,000 from the value of the tuber crop; the cotton worms, which have been known to cause \$30,000,000 loss in a single season. Favorite food of these busy birds is the chinchbug and Rocky Mountain locust, scourges which leave desolation in their path and have caused losses

to the extent of \$100,000,000 in some years.

It is manifest, therefore, that no farmer can make a better investment than to keep a few dozen flocks of quail on his farm all the time. They should be protected every way from their many natural enemies, especially the prowlers from cities, pot hunters, and all others seeking them for food. The quail's natural enemies, such as foxes, owls and hawks, should be exterminated and the birds guarded as carefully as fancy poultry. Finally, all farmers should work, collectively and individually, for the repeal of laws allowing the shooting of these useful birds at any season of the year, for their multiplication means more abundant crops and additional sources of delight on every farm where their merry voices are heard.

#### An Aged Twenty Dollar Bill.

A county judge down in Kentucky, W. H. Prewitt, of Danville, has in his possession a \$20 bill that has connected with it a pathetic story of the civil war. While gathering together and arranging his personal effects, in company with several friends one day in June, he pulled from an old box a \$20 bill, yellow with age, and remarked:

"This must not be spent during my life-time."

He then related the following story: "Just after the battle of Perryville I found two young Confederate soldiers—two boys, about seventeen or eighteen years of age, lying wound-

ed upon the field. I took them to my home, then in the neighborhood of the battlefield, and took care of them for several weeks, until they had almost recovered from their wounds. One morning a company of Federal soldiers surrounded my house and took us prisoners to Danville, where they kept us for several days before taking the boys to prison. When the lads were about to be taken away they gave me this \$20 bill for taking care of them. I refused at first, but they insisted that I take the money, for it would be taken away from them anyway, and I might just as well have it as anybody. I finally consented. They gave me the bill and bade me goodbye as they went to prison. That was forty-two years ago and I have neither heard nor seen anything of the young soldiers since, but I have kept this money. Many times I have been broke and in need of a dollar, but I never had a desire to spend the bill. Here it is; it belongs to them."

#### A Good Understanding.

She—You must remember that ours was a summer engagement.

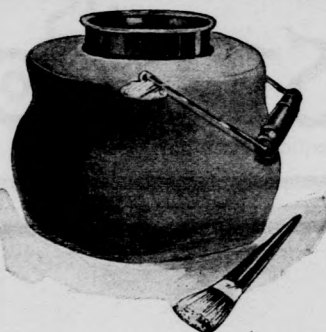
He—That means, if you see any one you like better, you'll break it?

"Yes."

"And if I see any one I like better—"

"I'll sue you for breach of promise."

Men are never led to better things by preaching about forbidden things.



## The Glue Pot and the Glue

We empty many a glue-pot in our factory. But we use *glue*, not mucilage or flour paste. Our glue is the stick-tight kind and costs 50 per cent. more than the cheap make-shift which some manufacturers use.

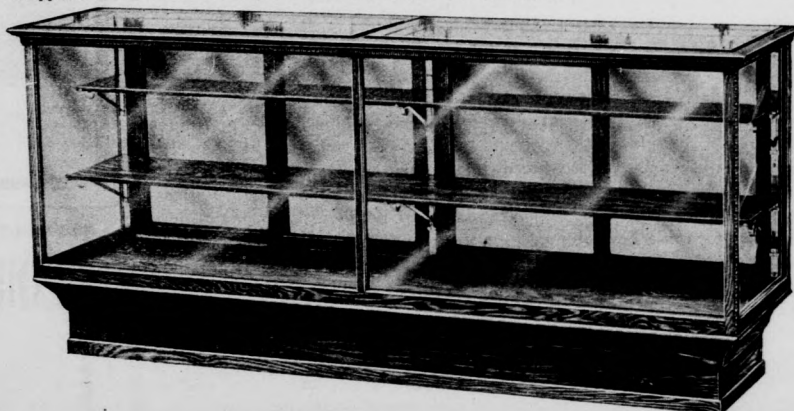
You don't see the glue, so what's the use of spending good money for a superior article that's hidden? WE don't argue that way.

A GLUE BLOCK is simply a piece of wood used to fasten the parts of the case together. The more plentiful they are, the better the construction.

WE USE TWO IN EACH CORNER and use them liberally throughout the balance of the case, so that our cases are much stronger than the ones made just to sell.

We use a screw instead of a nail, whenever possible.

NO. 63—Best combination case on the market, 36 inches wide, 42 inches high. Adjustable shelves. Shipped knocked down. Glass, finish and workmanship of the highest grade.



It pays to buy good cases. Our catalogue describes that kind. Want it?

## Grand Rapids Fixtures Co.

Grand Rapids, Michigan.

New York Office, 724 Broadway  
Boston Office, 125 Summer Street

## HARDWARE

### Best Methods of Extending Credits and Making Collections.

After an experience of almost twenty years in a retail store, holding successively every position from "boy helper" in a country store to head of the firm, I am persuaded that lack of system is the rock on which many a retailer's craft breaks and goes down; and in no other department is it responsible for more failures than in granting of credit and making collections. In no other department is the management so loose and in no other department is it more essential that a strict supervision be maintained.

The hardware store is essentially a credit store—not in the sense that the general store is sometimes considered, but we are called upon by the very best class of trade for accommodations, ranging from one to twelve months; and while it is thus considered, it can be conducted upon a safe, sound basis, without material loss.

No laws of state can suffice, and credit must, of necessity, be entirely independent of legislation; consequently, after all rules and regulations have been exhausted, the credit man must at last resort to facts obtained by diligent enquiry and personal characteristics of a customer who applies for credit. When personal knowledge is limited, or the customer is a stranger to you, do not hesitate to ask for reference (or, better still, demand security) and add to the knowledge obtained from such references a well-trained judgment of human nature.

An organization of the local merchants of the town for mutual protection is quite often beneficial, but is not always possible; and even then the individual must exercise a certain amount of fine discrimination and knowledge of his fellowman.

A large per cent. of losses is the effect of over-zealousness in business as well as inability to say no. I know it does seem to the merchant that he has developed into the basest ingrate when he has to refuse credit to a customer who has spent his cash, as well as used his influence for the house, and who only asks for a small amount for a short time. But if the party is unworthy of credit, say No, even at the loss of his business. When a customer proves to you that he is not honest and trustworthy, he should not be given a line of credit, except when ample security is offered. Clerks should not be given "carte blanche" in matters of credit, but when application is made should refer same to the head of the firm. Due regard should be given to a man's ability to pay, but the vital part to consider is honesty of purpose as shown by previous conduct. A limit should be placed upon most accounts and the book-keeper required to notify credit man

as soon as same is reached, whereupon the customer should be required to give additional security.

In the sale of all vehicles and implements, it is much better to take notes, retaining a lien on property purchased, unless customer is known to have considerable property that would not be subject to schedule.

A mistake that is made by almost every retailer is in not having a firm understanding, and making a specific date for payment when sale is made. When the account or note is due a statement should be sent followed by another in a reasonable time, and this in turn by a personal call of the collector; for in this way a customer is made to understand that we are doing business in a manner not calculated to hold out inducements to "deadbeats."

The retailer should have his credit man familiarize himself with the financial condition of every cash customer of the store, when possible, so that he may be able to answer affirmatively or otherwise, immediately on request for favors. Upon his ability to do so depends the value of such person to the firm. We are likely to be persuaded against our better judgment when we stop to listen to the oily tongue of the would-be "dead-beat."

In the matter of collections, many of us leave it to incompetent persons, when we should exercise a supervision over it ourselves. We should look after our collections as systematically as we do the purchase and sale of our wares.

As stated in the outset, we should have a distinct understanding as to when the account is to be paid, and have the book-keeper mail statement on such date, to be followed by others of a more "pressing nature," if not responded to in a reasonable time. All accounts should be closed by note if not paid at maturity, and security exacted. This will prevent disputes months afterward and retain the friendship of many who might otherwise become enemies of the store. The local bank can be made a help in collecting notes from your sensitive customers, and will cheerfully do so without cost to you. The average customer knows better how to "stand you off" than the banker, and will pay promptly in order to establish a bad reputation for debt paying.

A regular collector should be kept and should be sent regularly to see the delinquents, which person will be found to pay better than the best salesman in the house, although his work does not show up so well, and frequently seems to be an unnecessary expense that might as well be dispensed with without material loss.

When times are good retailers are liable to neglect their collections, for the reason that they do not need the money, and are afraid of giving offense in asking for it. To avoid such the merchant should draw out his profits annually, leaving only enough to carry on the business in a conservative way. On the other hand, when collections are slow, we are liable to become discouraged and

fail to make the effort necessary. An account can frequently be secured by granting a longer time, and even, by lending a small amount in cash, obtain a lien on personal or real property.

At the end of the year charge off all doubtful accounts and turn same over to the collector, with instructions to collect or compromise. In this way they will not be lost sight of by being swallowed up in the New Year's business.

Finally, one idea should be borne in mind constantly: Collect without legal process. J. L. Davis.

Many a man starves his family in order to keep up the premiums on his life insurance.

## Automobiles

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

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

Sherwood Hall Co.,

Limited  
Grand Rapids, Mich.

## Horse Clippers



20th Century, List \$5.00.

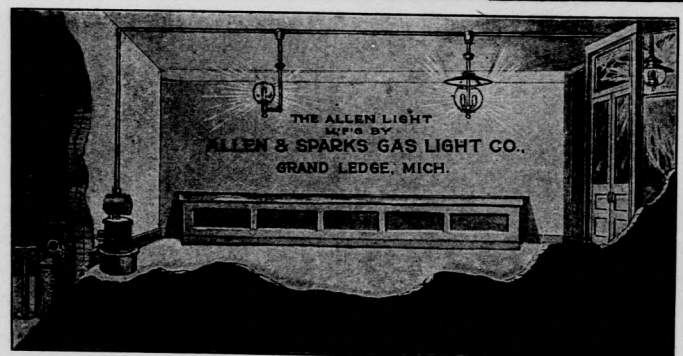


1902 Clipper, List \$10.75.

Clip Your Neighbor's Horses and Make Money.

# FOSTER STEVENS & CO.

Grand Rapids, Michigan



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.

## 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.



**LONG LIFE FOR ALL.****Means of Preserving Functions of Body Discovered.**

Tradition credits man with the capability of living many times the length of the average life of to-day. Sanitary statistics prove that the span of human existence is being gradually extended. Many have asked themselves why, while various animals—carp, parrots, turtles, elephants, eagles and serpents, for instance—live on for centuries, man, the best product so far of evolution, should seldom reach 100. Some have noticed that the animals remarkable for longevity have the faculty of renewing at intervals the skin or shell or other portions of their frames in which the waste of the body becomes accumulated.

Ninety-five per cent. of the organic matter we take into our bodies as food remains therein, in combination with sulphur and 5 per cent. of mineral matter—sodium chloride, silica, calcium phosphate, carbonate and traces of iron and lead. These build up the body up to a certain age—more or less satisfactorily, as we feed or as our inherited constitutions enable us to assimilate the food we take. Beyond that age they accumulate in quantities which the body can not dispose of, and all ordinary attempts to remove them fail, just as the careless engineer fails who does nothing but pour oil into his engine clogged up with dirt.

Dissolve this dead waste out of the body and the blood will do its work again effectually, renovating the living parts as in youth. Otherwise it goes on accumulating, gradually blocking up the drainpipes of the body and hindering the excretion of waste material that the healthy skin action of youth promotes. Hence, as men grow old their skins gradually harden and become like parchment, filled with the indurated cement-like deposit which can be felt if you pass your hand over the flesh of an old man. Such a man having escaped the ordinary phases of humanity, most of which are merely the quicker results of the same thing, dies, as we say, of "old age."

That man ought not to die if we can clean him and set him going again, just as we can a well-made and well-preserved watch or engine, the moving parts of which are still well preserved and which are simply clogged by dirt. The man's moving parts are good. We repeatedly read the statement by medical men at inquests on such that "all the organs seemed perfectly healthy." Such men die because a slight cold or some similar accident stops the engine, which, if it had not been fouled throughout by waste and its exhaust sealed up, would have overcome the temporary stoppage.

Sixteen years ago, after a good deal of previous enquiry had been devoted to the subject, my attention was directed to the use of glacial acetic acid, solid at 50 degrees, as a means of dissolving the dead waste out of the skin. I found that in the proportion of three parts of the acid to one of water for the legs and arms and

five parts of the acid to one of water for the more tender parts of the body, it dissolved out the waste clogging the skin, bringing it away until the renovated skin below was like that of a child.

My method was, after the hot bath, before retiring at night, to shampoo the body vigorously with the acid and water by means of a small sponge for ten minutes or so, until the flesh tingled, and then to get into bed still damp. I found in my own case and in that of others that this treatment cured gout and banished all the aches and pains of fatigue as if by magic. In the morning I stood the feet, with my socks on, in a shallow dish with just enough of the acid and water therein to soak the soles of the socks, put on my boots and went about my business. In a few weeks my feet were totally freed from the hardened skin which gathers on the feet of those who do much walking, and anything like a corn or callous disappeared most agreeably. Anyone who follows my example intelligently will derive similar benefits.

I do not think the treatment would be of any use to a man already smitten with any organic disease. He is booked. But I do believe that the man who is still otherwise healthy—who is going to live until he dies of "old age"—may prolong life in renewed vigor very considerably. I think, too, that many more would benefit if recourse were had to the method in earlier life.

I am still carefully pursuing my experiments. Until recently, although convinced of the reality of the results obtained, I could not but regard them as in some degree empirical. But the discoveries of the properties of radium and kindred radiating substances seem to me to afford a clew which I am trying to follow and which I am hopeful may lead to still better things. I started sixteen years ago and it is possible that others who avail themselves of it may arrive independently at other results even more beneficial than I think I have attained. E. J. Kibblewhite.

**Gum-Chewing Advised.**

"The chewing of gum is generally regarded by the parents of children who are addicted to it as a pernicious habit," said a New York dentist the other day. "And yet, in certain cases, I have no hesitancy in saying that it is a most excellent thing. In fact, on more than one occasion have I advised the parents of children whose faces were narrow and whose jaws were not sufficiently developed to make them chew gum. The constant exercise has a tendency to widen an otherwise narrow jaw and thus make room for teeth that show evidence of crowding each other out of shape. The constant chewing of gum for two hours every day is sufficient exercise to bring about a most desirable result in the dwarfed formation of a child's jaw. Even when no such treatment is necessary I see no reason why the children should be forbidden to chew gum. It can do no harm and may possibly do good in keeping the teeth white and clean."

**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.

**Good Glass and Square Treatment**

A combination that has increased our business wonderfully during the past year. We handle everything in GLASS. Let us quote you.

**Grand Rapids Glass & Bending Co.**

Grand Rapids, Mich.

Factory and Warehouse Kent and Newberry Streets

**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

## WINDOW TRIMMING.

## Scientific Methods Pursued by Up-To-Date Dealers.

The decorating material used should be appropriate to the display, and in selecting such material several things are to be considered. Naturally, dark goods show best over bright background, and light over dark, but dark material frequently reflects so badly that the value of the display is entirely destroyed. It is also often the case that the buildings across the street from your store are so low that your window reflects the sky, in which case dark material is to be avoided. A high building opposite is very likely to cast such a shadow upon your window as to avoid reflection, although the effect is sometimes just the reverse. Therefore, you must study conditions surrounding your windows, and be governed accordingly. By such study and observation you will soon be able to avoid all reflection.

The background material can be hung either by rings, shirred on a pole, or neatly pleated. The floor should be well covered with a plain colored velvet or Brussels carpet, or any other material that best appeals to the location. In all cases, care should be taken to get the edges of the material up close to the window.

Everything in the window should be spotlessly clean—the glass, the decorations and the goods displayed. Flies do more in summer to spoil displays than anything else, therefore they must be kept out of the window. In most lines of business it is best to case the window tightly with glass, but if this is not done, netting should be used, preferably black, as this is most inconspicuous. A frame can be put up similar to a window sash, and wire netting drawn over it; or, if one does not do this, at least a piece of black cotton netting should be hung from the ceiling to the floor, so as to make it impossible for insects to get to the display and glass. This netting should receive special attention on Saturday night, or nights preceding holidays, as, the store being closed, it is likely to be dark inside, and the flies in trying to get to the light will go to the window. A good idea is to leave the transom open on such occasions so that they can get out.

Avoid crowding the window. The hardest thing to teach a new window dresser is when to stop. Notice an amateur artist. He paints a landscape, and in this puts not only trees, hills, brooks, etc., but the chances are that he will somewhere crowd in a farmhouse, wind-mill, barn, bridge, cow, and a man, and then look for some place to put the dog, while the experienced artist paints a few trees and makes a beautiful painting. So in window dressing, show one thing at a time, and not too much of that. Have it stand out so as to make such an impression on the observers that they will not be confused.

Do not permit show bills or other advertising matter foreign to your business to be displayed in your window.

There are three good ways of

causing people to look into your window and keep them there; namely, to amuse them, to mystify, or to astonish them, thereby arousing their curiosity. A common brick or anything unusual in your window is sure to cause someone to ask what it means. For this reason it is well to continually change the display and show something to make people talk. All talk is advertising. Therefore, the more you make people talk about you, the more they are advertising you, and by frequently changing your display and giving them something new, you get people to watching and wondering what is coming next. This is sure to fix business and location in their minds, and when they need anything in your line, the first place they will think of is your store.

Don't be afraid to leave the beaten path. Do something new; not necessarily freakish, but a departure from the conventional. Every store has a show window, but some of them are unnoticed for the reason that anything which is ordinary soon fails to attract attention. Therefore it is necessary to depart from the regular order of things and do something which others do not do, and in this way impress the public with the fact that Your store is The store. Occasionally something entirely foreign to your business can be made to prove very attractive, and a properly worded sign will connect it with your business.

To illustrate this point, the writer has in mind a case of a window dresser in charge of the windows of a large department store. The shoe department desired to make a run, at the close of the season, on Oxfords. In order to remove the display then in the window and arrange the new one, the shades had been drawn down. The porter was in-

structed to wash the glass on the inside and to clean the interior generally, but when, after a reasonable length of time, the work was not finished, he found the porter sitting on a stool fast asleep, his cleaning material resting on the floor and his head rolling from one side to the other, with mouth wide open. Merely throwing in loosely a few dozen pair of the Oxfords and a pile or two of cartons, and placing at the colored boy's feet a quickly marked sign reading, "Dreaming of our \$1.89 low ones," the window dresser let up the shades. This proved to be one of the greatest attractions that the window dresser ever used. The attraction proved such a success that, although the porter left the window with a rush when he woke up, he was sent back and the show was continued for several days very successfully by his feigning sleep.

That store was not selling soap or scrub brushes, therefore the attraction in this window was entirely foreign to the goods displayed, but by the use of a proper sign it was utilized to advertise the goods shown, and its success was demonstrated by the success of the sale. But the benefit of this display did not stop with the sale of the goods. The idea itself was the talk of the city, and this talk was all advertising, the value of which can never be estimated. This fact also demonstrates that moving displays pay, even although of a simple nature, because they attract attention.

Demonstrations in your window will pay. For instance, I once saw a window in which was displayed a certain new brand of cigars. A man had been made up, who, with a false mustache and a proper costume to represent the person after whom the cigar was named, sat in the window

enjoying a smoke. Upon enquiring of the storekeeper if it paid I was informed that it did, as it certainly attracted attention and impressed the name upon all observers. Smokers seeing it were led to try the cigar, and, while in some cases the returns may have been only temporary, still if the cigar had any merit it was sure to find permanent users, and this without persuasion or time on the part of the clerk. I know that later there was a steady demand for these goods.

Demonstrations of this kind do pay, and can be adapted to any kind of business. Display the goods conspicuously in the window, attract attention to them by means of some novelty in the display, and then have someone inside familiar with the goods to receive the interested people and wait on them.—W. S. Schweiger in Shoe Retailer.

Sometimes dimples and duplicity are running mates.

**\$500 Given Away**  
Write up 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.

**GRAND RAPIDS  
FIRE INSURANCE AGENCY**  
W. FRED McBAIN, President  
Grand Rapids, Mich. The Leading Agency

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's  
best ones, that call for

**HAND SAPOLIO**

Always supply it and you  
will keep their good will.

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.



### Unionism the Other Side of the Pearly Gates.

Mrs. Turner, of Grand Rapids, lived as an enthusiastic champion of unionism and when recently the final summons came she died in the blessed hope that she was going to a land where unionism was universal and perpetual. There were no "scabs" in the heaven pictured by her imagination, no "unfair" employers carrying on business there, no strike breakers in the dominions of St. Peter, and no non-unionists allowed in the closed shop of the blessed abode. But, just as they were about to say the last sad words over her remains, the horrifying discovery was made that she was lying in a non-union coffin and that non-union carriages were waiting to carry the mourners to the cemetery all furnished by a non-union undertaker. There was consternation and confusion until a union undertaker could be got to bring a coffin with the genuine union label thereon. The remains were transferred, the "scab" drivers and carriages dismissed and the "unfair" undertaker sent about his business; after which the funeral of Mrs. Turner proceeded with due decorum.

The irreverent may be inclined to carry the matter farther, and to wonder if, on arrival at the pearly gates, Mrs. Turner will refuse to enter until assured that all the examiners, ticket takers and other spiritual employes of the New Jerusalem are orthodox members of the ghostly union. If not, she can not afford to violate her pledges and principles

by entering such an unlabeled place. Presuming that St. Peter and his assistants at the entrances can answer satisfactorily her searching questions, speculation will still be rife as to what this hyper-unionized lady will do after admittance to the grounds and introduction to its angelic population. Will she begin immediately to organize a grand federation of labor, with affiliated branches including all the varieties and grades of the astral angelology? Will she have a guild of the cherubim, another of the seraphim, and walking delegates appointed from the messenger angels? Will she demand of St. Gabriel that he unionize all his celestial choirs under threat of a strike among the heavenly musicians? Will she browbeat St. Peter himself, and lay down the law to that pious patriarch after the manner of a true earthly "advanced thinker," and in the tone of one educated in the methods of women's clubs? In other words, will she introduce discord into the long prevailing harmony of the spheres, substitute discontent for repose and sow the seeds of hatred where heretofore all had been peace and happiness? According to Milton's "Paradise Lost," it is possible to stir up rebellion even in the abode of the blessed, when restless and ambitious spirits are roused into suspicions and antagonism. Lucifer was an unmanageable quantity, and by the assistance of his bad angels caused a great turmoil, as we learn from the pages of the great English epic. But what were the

machinations of this intriguing band compared to the capacity for mischief of an up-to-date walking delegate of the female gender if once turned loose among the inhabitants of the city not built by human hands?

### Sales of Summer Neckwear.

Neckwear has fluctuated in point of sales very materially, yet, on the whole, has secured a very good amount of business. So far the season has been one largely of plain colors, but included also quite a variety of fancies. Large shapes are in demand, but at the same time there is plenty of request for the very narrow styles, many men preferring them for outing wear.

The question has been asked many times recently why men's neckwear should be especially affected, and no satisfactory answer has been found. It is easy to understand that men will not wear straw hats when the thermometer ranges in the 30s and 40s, but it seems singular that the neckwear business should be affected in like manner. The fact that in neckwear it has practically come down to two shapes has probably something to do with the falling off in the department. When made-up shapes, such as puffs and tecks, were in style a man buying would be apt to take several shapes, thus increasing, yes, doubling, his bill; now he buys a four-in-hand and a tie and he is done. It seems, therefore, now to be entirely a question of an assortment in the styles of silks. A

liberal buyer will select different colors of effects and that is the only recourse a dealer has to induce his customer to buy more than one or two scarfs. Retailers should be willing to creep out of their shell of conservatism and take more chances by buying a larger assortment, by taking advantage of the many novelties in silks which are so liberally provided by manufacturers, who, in turn, also see the necessity of showing increased lines of silks. If a man can not be induced to buy more than one shape he should have an opportunity to buy other patterns and styles and also different weaves in silks. That is a recourse which retailers have, and it seems reasonable that it might work quite successfully. It is a mistake to get an idea that men will only pay so much and no more for neckwear. Salesmen behind the counters should be forced to show good goods. They never can sell anything better than a 50-cent article if nothing better is shown to customers, and many a man would pay \$1 or \$1.50 if a nice line of handsome, new, rich scarfs should be shown him.

### The Cook's Carrying Capacity.

"You are having trouble with your cooks?"

"Yes. The first one carried on so."

"And how about the last?"

"She carried off so. I lost two vests and a hat."

Before Beauty's shrine, the dressing table, is a prayer-rug, worn with much worshipping.



## START ON YOUR VACATION KNOWING THAT YOUR PROFITS ARE PROTECTED BY A NATIONAL CASH REGISTER

IT ACCURATELY RECORDS

1. CASH SALES.
2. CREDIT SALES.
3. MONEY REC'D ON ACCT.
4. MONEY PAID OUT.
5. MONEY CHANGED.

It prints this information on paper and you have a complete record of each day's business whether at home or on your vacation.

A National is an investment, not a cost.

It pays for itself by stopping errors and enforcing carefulness.

It pays 100 per cent. per annum.

**National Cash Register Company**  
Dayton, Ohio, U. S. A.  
OFFICES IN ALL PRINCIPAL CITIES

**Tear Out This Coupon  
and Mail to Us Today**

*N. C. R. Company*  
Dayton, Ohio

I own a

store.

Please explain what kind of a register is best suited for my business. This does not obligate me to buy.

NAME

ADDRESS

NO. OF CLERKS

MICHIGAN TRADESMAN.



### Proper Age For a Girl to Marry.

Written for the Tradesman.

Dr. Smith, who gave the progressive woman a knock-out blow the other day at the medical convention at Atlantic City by declaring that she was progressive backwards, wound up his jeremiad about the feminine sex by lamenting that women were marrying later in life and declaring that every girl should be married by the time she is eighteen.

Dr. Smith evidently holds with our noble President that woman's chief object in life should be adding to our infant industries and that she cannot get too early a start on her career, but if he knows any community in which the average girl of eighteen is fit, either mentally, morally or physically, to marry, he has a piece of exclusive information that the remainder of us do not possess. Here and there, it is true, there may be a girl of eighteen who has flowered into a precocious maturity and who is a settled woman, both in body and character, but the ordinary slip of a flighty, irresponsible, gum-chewing and candy-eating girl is just about as much fitted to be a wife and mother as she is to be Secretary of the Treasury or Minister to the Court of St. James.

Of course, our grandmothers mar-

ried when they were sixteen and seventeen and eighteen, but they were old women by the time they were thirty. Worse than that, their babies died like flies. Nothing is more pathetic than to go through an old cemetery and see the rows and rows of little graves and realize that each one represents a mother's broken heart and unavailing tears. The decrease in infant mortality is one of the most notable achievements of our times, but it is not only a triumph of improved science—it is a triumph of improved motherhood. The immature child of the immature woman had but a feeble hold on life and was still further the victim of the ignorance of its girl mother, whereas the child of the mature woman starts out with a better physical equipment, and has the additional advantage of having its early years surrounded by intelligent care. That women marry now at twenty-five instead of sixteen is the main reason that there are fewer Rachels mourning for their children and weeping because they are not.

Fortunately, public opinion has changed upon the subject of early marriages, and most potent of all, fashion has set its condemnation upon them. We used to think it romantic for a girl to marry in her early teens. Now we think it idiotic and bad form, and when we hear of a girl of sixteen getting married we extend to her the same compassion that we bestow upon the child bride of India, for indeed there is no spectacle more pitiful than that of a girl

making vows whose significance she is too much of a child to understand, taking upon herself responsibilities she is too young to fulfill, too often, in her ignorance, fastening a millstone about her neck that is to drag her down to misery and lifelong regret.

Nor are girls nowadays eager to take this flying leap from the cradle to the altar, thus cutting themselves out of the play time that lies between the school room and matrimony. Viewed from the strictly practical standpoint of getting as much happiness out of existence as possible, a girl has everything to gain by postponing marriage to a date well beyond her teens.

To marry the minute she gets out of the school room is to rob herself of all joys of young ladyhood and to abdicate the throne where, for a few years at least, she might reign as undisputed queen. As affairs are ordered in this country the grown daughter is the despot of the home, and her will the undisputed law. If she belongs to rich people, you meet her dragging gouty papa, grumbling and protesting, around Europe in her wake. At her bidding the family breaks the association of a lifetime and seeks a new domicile among strangers in a strange city. She has but to speak and all of the family customs and habits and traditions are changed. No self-sacrifice is thought too great, no hardship too heavy if only it adds to her happiness and enjoyment.

If the family is poor, mother may

have to hustle out of bed at six o'clock in the morning to get the breakfast for father and the boys, but the girl is never asked to assist. On the contrary, everybody goes on tip-toe by her door in order not to disturb her slumbers. Whatever economies must be practiced she is exempt. Whatever sacrifices must be made she is spared. Her mission in life is to enjoy herself, and with a self-abnegation exhibited alone by the early Christian martyrs and American parents, nothing is expected of her but to have a good time.

I know of nothing more touchingly tender than this, for it is the parents' appreciation that a woman's life is bound to be full of suffering and sorrow and anxiety, and before their daughter embarks on this stormy journey, they want to give her one little interlude of perfect care-freeness and pleasure to which she can always look back with happy memories.

Married life even under the happiest auspices, can offer no such elysium to a woman. Matrimony brings its responsibilities that none may escape. In its earliest and baldest aspect it means house keeping, and the bride finds herself up against the awful servant problem. It is her first intimation that life is real and she sheds bitter tears over the discovery. Then, if she is a foolish child, after a struggle with incompetent cooks and saucy maids, she confesses herself beaten and takes refuge in a boarding house or hotel. If she is a sensible woman she ties on her

## 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.





apron and goes down into the kitchen and fights the battle out, but she knows that she is starting out to learn the hardest and most exacting profession in the world, and that never again will life be a picnic where somebody else pays for the band and furnishes the refreshments.

She also finds that somehow when a woman gets married she falls off the pedestal she has adorned in her own family and that instead of having incense burned at her feet, she has got to fill the job of incense burner. At home everybody considered her tastes and her pleasures and adapted themselves to her. As a married woman she soon finds out that it is the husband whose tastes and pleasures have to be consulted and that if there is any adapting done, it is the wife who has to do it. It is the man whose temper and peculiarities must be rubbed the right way of the fur, and it requires age and knowledge of the world to enable a woman to be a good successful rubber.

It takes tact and self-control and diplomacy for any woman to get along peaceably with her husband and it is impossible that any girl in her teens should possess these. That is the reason that all young couples quarrel like children. A girl lacks the wisdom to cope with dangerous situations; she will fly into tantrums where she most needs to keep her temper; she will weep where she ought to laugh, and say bitter things where she should jolly. A baby with its hand on the throttle of an engine going sixty miles an hour, a blind man piloting a ship among the reefs, is not running a greater risk than the untaught and ignorant girl who ventures into matrimony, and any man who entrusts his happiness in her hands is more than reckless. He is foolhardy.

In time the child-bride learns her lesson—she learns how to bear and forbear, when to speak and when to be silent, but the pity of it is that nearly always her dearly bought knowledge comes too late, for somewhere in the stormy years of her early marriage she lost her husband's love. She is left to garner the harvest of her own mistakes, and she reflects with bitter regret of how different all might have been if she had only known more of life, more of men, more of human nature.

A girl who is married before she has had her girlhood makes a far more frivolous wife and mother than does the woman who marries after she has had her fill of society. Men seldom marry until they are tired of balls and parties and are ready to settle down into slippers ease at their own fireside. Youth craves excitement, diversion, companionship, amusement, and if a man weds a young girl she is still anxious for the pleasures she has never enjoyed. Matrimony doesn't stifle her yearnings for amusement. She wants to go about because she has not seen the show herself. The husband wants to stay at home because he has seen it so often he is tired of it, and there is no subject of discord oftener to

the front than the antagonistic attitude of husband and wife on the amusement question. This is a subject of dispute, however, that seldom arises between the mature woman and the man she marries, because she too is satisfied with society and is glad to turn to the peace and rest of domesticity.

A final and clinching argument against a girl marrying at eighteen is that at that age no girl has come to herself and knows what she wants in a husband or what she is going to be herself, and matrimony is full enough of risks anyway without making the extra risk of your own development. The curled moustache lay figure of a man that a young girl fancies will fill a mature woman with disgust. The man that she was ready to break her heart for at eighteen, she wouldn't have at thirty if he was gold-plated and had every hair on his head strung with diamonds. Happy, then, is she if she hasn't tied a knot with her tongue that she cannot untie with her teeth. And this is not the worst of it. Tragical as is her changing taste it is not so tragical as her own development often is, and there is nothing in life sadder than the fate of the woman who marries when she is a child and who outgrows her youthful romance and the husband to whom she is bound.

When a girl should marry depends on many things, but no girl should marry at eighteen. She should wait at least until she is a judge of men and knows what kind of a husband she prefers. True, she may not get him, but at least she makes her bargain with the acumen of an adult, instead of making a blind grab for the first thing in sight like a child in a candy shop. And the results are likely to be more satisfactory for both parties. Dorothy Dix.

#### Autumn Glove Trade.

The autumn glove trade has been eminently satisfactory; in fact, has shown a considerable increase over the business done last year in many sections. So far the possibilities of a shortage of gloves, owing to the Gloversville strike, has not caused any particular uneasiness among the retailers nor affected prices, but it may do so very soon, particularly if it is necessary to handle a larger proportion of imported goods, as now seems probable. The policy of the glovers' union has confined the making of the finer grade of gloves to certain union men, who were on strike about twenty weeks, and the non-union hands now on the work are unable to make anything but the cheaper lines. Some retailers have already placed unusually large orders for fall gloves in anticipation of this possible shortage, and at the same time some domestic manufacturers are trying to protect their trade by substituting foreign goods, even where it means a direct loss to them.

Remorse is a widower with three uninteresting, old-maid daughters—Prudence, Patience and Piety.

There is no woman too blind to perceive her own beauty.



### 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.

## Facts in a Nutshell

# BOUR'S COFFEES MAKE BUSINESS

### WHY?

They Are Scientifically  
**PERFECT**

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### FOOTE & JENKS

MAKERS OF PURE VANILLA EXTRACTS  
AND OF THE GENUINE, ORIGINAL, SOFT, BLEND,  
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' GLASS  
EXTRACTS

**Trees Which Serve as Grocery Stores.**

Most remarkable are some of the features of different kinds of trees, and eccentric vegetation is confined to no tropic or zone or country, but can be met with the world over. Thus in Madagascar is to be found a tree known there as the "traveler's tree" because of its beneficent quality of providing a supply of pure fresh water on demand to the weary and thirsty wayfarer in that far-off land.

This useful tree has the appearance of a huge fan, with a rather unwieldy handle. The body of the tree rises some thirty feet, at which height leaves radiate from opposite sides of the stem. These leaves are eight feet long, and stand on a leaf stalk six feet in length and there are from twenty to twenty-four of these leaves on a single stem, spreading out like an open fan.

In the dry season, when all seems arid and parched, the traveler or domiciled native has but to pierce one of these trees just at the point where the fanlike crest has its beginning, and out will flow copiously pure, fresh water, and as cool as if it had been raised in the "old oaken bucket" from a depth of a well. But its uses as a vegetable fountain are not the only ones it has to commend it to the people of the island where it thrives.

From the leaves of the tree are formed the serviceable thatched roofs of the houses, at least for the dwellers on the eastern side of the island. The stems of the leaves are used for partitions, and sometimes

even for the walls of the houses. The outside bark of the tree is laid for flooring, and the leaves again, when beaten flat, serve not only for tablecloths, but for the very plates from which one may eat when seated before such tablecloth.

In Venezuela, too, what is such a vegetable wonder as the "cow tree?" This tree grows on rocks where no other thing thrives. Its leaves are leathery and crisp, but by making incisions in the trunk a peculiar, grayish milk oozes out, which is tolerably thick and of an agreeable balmy smell.

The natives gather around these trees at sunrise and bring large bowls with them to receive the milk, for toward noonday the heat of the sun changes the milk to sour. However, the milk will harden into a toothsome gum, much as the familiar breaking of the milkweed's stalk by our own school boys will ooze the white juice of that weed, which the air turns to gum. The gum of the cow tree acts as a good assuager of thirst.

It is a curious and a puzzling sight to the stranger to see the trunks of these trees bristling with plugs, as he will see them, for the drawer of milk from a hole in a tree will plug it up when his needs are supplied, to keep the tree from unnecessary waste.

Three odd and useful trees are the "butter tree" of Central Africa, the "manna tree" of Calabria, and the "tallow tree" of Malabar. The first of these bears a nut from the kernel of which the natives produce a butter

which, so African travelers inform us, much resembles butter obtained from cow's milk, and which will remain sweet a year.

The "manna tree" is so-called because from a sap which is tapped from the tree in August a sweet gum is evaporated, which has no little food value and some commercial substance in the drug trade. The "tallow tree" of Malabar yields from the seeds of its fruit, by boiling, an excellent tallow, which serves as a valuable illuminant, both as oil and by candles which are made from it.

It is a most remarkable tree, too, that flourishes on the island of Fierro, one of the larger of the Canary group. The island is so dry that not even a small rivulet is to be found, and for that absence of water a curious compensation is made by a tree such as is not to be found elsewhere. The leaves of this tree are long and narrow, and they continue green the year through.

The gentle mystery of this tree is a cloud that hovers about it constantly; this is condensed to water, which saturates the leaves, and falling from them in constant drops, keeps the cisterns which are in excavation beneath them always full of water. It is the absence of all water, save this so strangely collected by the rain tree, that keeps the island sparsely populated; for the trees are but few, and the supply of water is not sufficient for the needs of a larger population.

We have in our own country at least two strange creations among

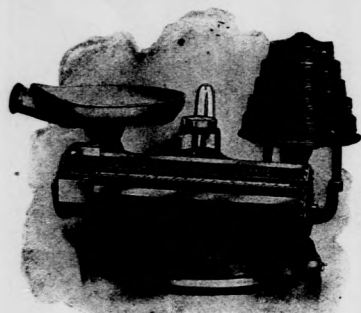
trees—the "soap tree," which grows in Florida, although it is not indigenous, and the "witch tree." The latter is, more properly, perhaps, a bush or shrub, and is peculiar to the Tuscarora gulches in Nevada.

The "soap tree" was brought from Japan, where it is common. It is a prolific bearer of berries about the size of a cherry, and of the yellow color of a common bar of soap. From these berries, boiled with the hard black seed they contain, a good soap is fabricated; but in Japan the berries are used as a substitute for soap just as they come from the trees.

The "witch tree" is a dwarf tree, its stem rarely as large around as a man's arm, and seldom taller than eight feet. It has innumerable branches and intertwining twigs. Its foliage is so luminous that at night it can be plainly distinguished a mile or more away; while, according to a letter to the writer from a resident of Tuscarora, in close proximity to one of these trees, fine print is easily read.

This tree is evidently a species of bay, and the luminous property of its leaves is parasitic. It consists of a gummy substance, which, upon being transferred to the hand by the rubbing of leaves upon it, imparts to it the same phosphorescent glow, while the glow disappears from the leaves.

A unique tree on the Island of Goa, near Bombay, is the "sorrowful tree," as the natives term it. That name is given to it because the tree has a drooping, sad appearance during the day time, but its aspect



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.

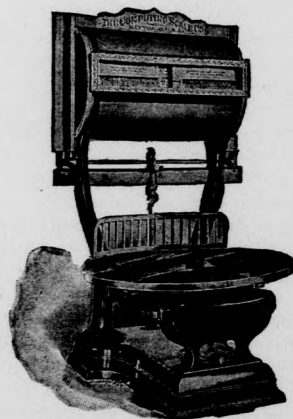
We build scales on all the known principles: Even Balance, Automatic Spring, Beam and Pendulum, all of which will

**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



changes as the sun goes down; then its leaves open and no longer droop, and fragrant blossoms come into bloom upon it. The moment the sun shows itself in the east the blossoms close, the leaves begin to droop, and the petals of the recent sweet blossoms fall to the ground. This tree blossoms thus all the year around.

The baobab trees of Senegambia are believed to be the oldest living trees on earth. Some scientists have put the age of one of these trees at 6,000 years; and the conscientious and conservative Livingstone was positive that one he examined was not less than 1,400 years old. This is the tree that sends out the immense branches that bend to the ground for support, although they grow sometimes to a length of seventy-five feet before they bend downward.

There is a legend about a tree of Tibet, called the "tree of ten thousand images," which runs like this:

Far away in the dreary land of Ambo, in Tibet, is a green valley, in which, in a Tartar tent, was born a beautiful boy named Tsong-Kaba. From his birth he had a long white beard and flowing hair and could speak perfectly his native tongue.

His manners were majestic and his words were full of wisdom. When he was three years old he resolved to cut off his hair and live a solitary life; so his mother shaved his head and threw his long, flowing locks upon the ground outside their tent door. From his hair sprang the wonderful tree.

Tsong-Kaba lived many years, did countless good deeds, and at last died. But the tree which had grown up from his hair lived on; and they called it "the tree of ten thousand images." This was long before the Christian era, but it is the testimony of the French missionaries that the tree lives yet. The leaves are always green; the wood is of a reddish tint and has an aroma as of cinnamon.

The bark of the tree is marked with well-known symbols in the Tibetan language; alphabetic characters also appear in green on every leaf, some darker, some lighter than the leaf itself. The branches of the tree are described as being spread out like plumes of feathers crowning a trunk only eight feet high, but of great girth.

Two French missionaries who saw the tree were fully convinced that the marks upon it were of natural growth.

#### Why and How the Grocer Should Advertise.

It is a lamentable fact that the grocer is the last one of the commodity merchants to arouse himself to the importance of advertising his wares. I am brought in contact with many grocers in my business life and find among them many progressive men, but a great number of them say: "I don't need to advertise. My store front is full of a good display of vegetables and groceries, and as everybody must eat, they will find me." Why is it that people who sell staples get an idea that because they are selling something that peo-

ple must have they do not need publicity?

In every little town in the country are grocery stores galore. Every merchant who sells regular lines handles groceries, and has competition. Whenever competition enters into a merchant's business life, then, at once, enters the element of advertising. Why not? Competition is the life of every business or trade and advertising is the stimulation to that trade. Turn where you will, in these strenuous days, you can not get away from that truth. Unlike other stimulants advertising does not leave the patient in a depressed state, but directly the opposite. Advertising a grocery will stimulate trade in the grocery line just as surely as it will in the dry goods trade.

Not long ago, in buying some cereal products at a certain grocery, where I was pretty well known, I found signs of animal life in the article purchased. The grocer said they gathered in all such products where they stood on the shelf long. I sympathized with him, in his misfortune, which must result in a loss to him and if occurring in large enough quantities would make it impossible to close a balance on the right side of the ledger. I asked him why he didn't apply the remedy. He asked the remedy and, of course, my answer was, "Advertise." "Any one ought to know," he said, "what your remedy would be because you are a crank on advertising."

"Now, isn't my prescription up-to-date?" In the new "pathy" known as osteopathy, the practitioner applies manipulation or action directly to the diseased portion, which he claims is always caused by a congested condition of the arterial system. If loading up with goods for the shelves and leaving them there until worms gather in them is not congestion, what is it? Apply a manipulation or "action" directly to the congestion when it appears and keep up a weekly treatment as a constitutional and the congestion will disappear never to return, the business blood, "money," will move through the arteries of trade and troubles will be over. By all means keep up the constitutional treatment as a preventive. —Chas. W. Howe, in Advertising World.

#### 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

# Fans for Warm Weather



Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled as follows:

100....\$3.00	400....\$ 7.00
200.... 4.50	500.... 8.00
300.... 5.75	1000.... 15.00

We can fill your order on five hours' notice, if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

## Tradesman Company

Grand Rapids, Mich.

## CLERKS' CORNER

### Genial Personality Aids in Clerk's Advancement.

In estimating the value of store clerks the heads of departments consider other things as well as the ability to roll up a big sales report. The personal equation is never lost sight of. Some men are a great success behind the counter because of their shrewdness, quickness, memory, etc., yet their personality is such that they detract from the general tone of the store. Such persons retain their positions if there is no specific breach of decorum to be charged against them, but the lack of agreeable personal qualities always proves a drawback to their advancement.

In contrast to this type is the man who is slow but who makes trade. He is just as courteous and painstaking to the woman who asks for samples as he is to the dressmaker's buyer whose trade everybody is anxious to get. He is patient and good humored with the economical home dressmaker who wants to lay her pattern on the goods before buying. He lets the pretty girl hold the shirt waist material under her chin to see if the color is becoming. He does not hesitate about taking any number of bolts of cloth to the daylight if you are uncertain about the color. He never sniffs at the woman who asks, "Well, haven't you something else almost like this?" although she has in her hand exactly what she called for.

He finds not only the best match for your sample but he finds the second best and the third best, so that you will be perfectly satisfied. He conscientiously estimates the quantity of braid you will need, although he can sell you only the dress pattern. He is a little slow and, yes, is imposed upon, but the head of the department knows his value.

A discreet tongue is a valuable possession for the clerk who would "get on." The clerk who has more so-called wit than discretion is hurting himself. Once upon a time a woman overhauled half the stuff on the silk counter and then said she was "looking for samples for a sick friend." The clerk stared. "Now in England, madam," he said with a full Yankee twang, "under such circumstances we'd send for a doctor."

A clerk may not and probably will not lose a sale by commenting on the action of one customer to another, but he is hurting the reputation of the store. The customer he is talking to naturally expects the same treatment the minute her back is turned. The clerk who comments on the actions or decisions of members of the store management in the hearing of customers is belittling the house he works for. The clerk who "runs down" a rival store may once in a hundred times make a sale by so doing, but he is cheapening the house he works for every time. The

clerk who indulges in 'slang may sell just as many goods as her more refined coworker, the boldness of the former may even in some instances accomplish a sale, but she is hurting the reputation of the house. A clerk may never say anything gross enough or rude enough to be reprimanded or dismissed, and yet the quality of his speech may be a real injury to the house he works for.

But discretion is only a negative virtue. A personality that shines and sparkles, a happy manner that acts on one's spirits like a good tonic, makes buying a bit of lace or a yard of veiling a pleasure, is highly prized even when not accompanied by the practical qualities that enable one to make a big sales report. An unusual degree of cheerfulness, good humor, and sweet courtesy in a single person helps a whole department and is never forgotten in estimating the value of its possessor. Such a person, who has the true social spirit, can do a great deal to tone up a department and establish an esprit de corps that even the most efficient head can not always do. Just the way a woman walks up the aisle, the tone of her "Good morning!" her manner of approaching a customer, may be so pleasing that every one who sees her does a little better. People with social talents usually do make big sales, even if they are lazy, because they always have hosts of personal friends, and customers always come back to them, and even if their sales reports are modest their personality has a practical value to the firm they work for.

Another valuable trait that heads of sections never fail to note is willingness and ability to pass on ideas to fellow clerks. The man or woman with a generous, helpful spirit, who treats his fellows not as rivals to be jealous of but as fellow workmen to be helped along, instructed, and encouraged when they fail, may work into an assistant's position as much on these qualifications as on his ability to sell goods and to take care of stock. Ability to give ideas to other people is a most valuable sort of ability and none of it is allowed to go unappreciated.

In one of the big stores this doctrine of passing on ideas is urged on all employees as part of their duty. They are made to feel that if they hold all their ideas at the service of their employers and freely pass them on to their fellow workmen such action will be counted to their credit and will aid in their personal advancement. To further emphasize the thought that each employee is to have a care for the general success of the whole store, as well as for his own personal success, a certain sum in cash is paid for each idea or suggestion for the perfection of any part of the store system that the management deems practicable.

Ability of any sort never goes begging. It is the policy of the best stores to fill all positions as far as possible from the ranks. It is the boast of store managers and owners that they are glad to pass the bundle boy up to the position of section

manager, superintendent, or buyer. These promotions come as a rule by passing through the ranks of the salesmen, but occasionally salesmanship is not required.

A few months ago a section manager found that a certain young woman was practically a failure behind the counter, yet there were many things about her that indicated a superior mentality.

All her qualities were observed and reported upon by the head of her department, with the result that at the end of two months' employment she was made assistant head of a department. The management had discovered that, while she could not sell goods to advantage, she could direct other people; in fact, her ability was of a much higher order than her position as a saleswoman required.

An advancement based like this one, on the discovery of other qualities besides the ability to sell goods, is not a rare one. One manager states that hardly a month goes by that some one is not picked out from the ranks of salesmen and given a position more suited to his special talents.

It remains true, of course, that the ability to roll up a big sales report is in general the basis of promotion for clerks. And any clerk may succeed by narrowing right down and keeping his eye fixed eternally on his own report sheet, but the other kind of man, the man who takes time to show interest in and to make his personality felt throughout the whole

department, the man who instructs and encourages newcomers, and looks to the interest and progress of the store generally, will find that these traits are duly taken note of and that they will contribute to his advancement. John A. Howland.

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

### 40 HIGHEST AWARDS In Europe and America

### Walter Baker & Co. Ltd.

The Oldest and  
Largest Manufacturers of

PURE, HIGH GRADE  
**COCOAS**  
AND  
**CHOCOLATES**



No Chemicals are used in their manufactures. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children. Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

**Walter Baker & Co. Ltd.**  
Dorchester, Mass.

Established 1780.

## SALT SENSE

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

Take salt, for instance.

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

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

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

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

Write for information about our popular 1/4 bushel (14 lb.) sack of Butter Salt which retails at 25c.

**DIAMOND CRYSTAL SALT COMPANY,**  
St. Clair, Mich.



## SPECULATIVE SALESWOMEN.

## How Chicago Clerks Add To Their Incomes.

"I can not permit you to transact your private business over the counters of this store," said the superintendent of a State street dry goods house to a clerk who had been engaged in earnest conversation with an elegantly attired woman.

"The lady asked to look at some laces," replied the saleswoman pertily.

"I understand all about it. Don't let this occur again," responded the superintendent in so sharp a tone that it caused the rebuked subordinate to drop her eyes and blush deeply. She silently replaced the box of lace on the shelves and walked to the other end of the counter.

"That girl is more intent on building up a trade of her own than in serving the interests of her employer," explained the superintendent. "If I did not keep a close watch over them some of our clerks would devote half of their time during business hours to their own personal transactions.

"It is not generally known, but a large portion of the women who are employed in the retail stores of Chicago are engaged in some other work. There are insurance agents, clothes brokers, agents for mining stock, real estate agents on commission, drummers for music teachers, book sellers and I don't know what all. Their position in the store gives them a much wider acquaintance than would be possible for them otherwise.

"Clothes brokerage seems to be the favorite business with the clerks, and they make good money at it. That woman with whom the clerk was having such an earnest conversation was trying to sell to the saleswoman an elegant wrap which she wore last season. I do not think they came to any definite understanding. Each woman, of course, was bent upon driving as good a bargain as possible."

"Do you mean to say that elegantly dressed woman was in need of money?"

"Not at all. That is not the point. You understand there are hundreds of women in Chicago who hold responsible positions in society by virtue of their ingenuity in keeping up the appearance of being thoroughly up-to-date in dress. Their ingenuity makes up for their lack of ready cash. Take, for example, the wife of a man whose income is \$5,000 a year. The wife has managed to secure a foothold in what is commonly called 'good society,' and she finds that her husband's purse will not permit her to indulge in the extravagances in dress which are practiced by her wealthier acquaintances. She is bound to retain her foothold in society, however, and to do this she must not appear shabby in attire, nor must she fail to keep up with the changes of fashion. How can she manage it? Many women solve this problem by running in debt, but not

so of the class of women of which I speak.

"The ingenious women hunt up these female brokers in the large downtown stores and invoke their aid. Suppose it is late in the fall and a woman wants a handsome wrap. She has been prudent during the summer and saved money enough to buy a handsome garment. When she selects the garment she wishes she pays cash for it. The winter passes with its pleasant social events, and the expensive wrap does good service. At Easter she goes to church with a captivating and stylish new suit. 'Where did you get the money to buy such a nice spring suit?' asks her husband. 'I sold my winter wrap,' replies his wife cheerily. 'Where in mischief do you sell your clothes?' asks the husband. 'To saleswomen in the dry goods houses.'

"There you have the whole thing in a nutshell. The ingenious woman manages to keep pace with the fashionable changes of the season in matters of dress for about one-third of what it costs her wealthier friends. To be sure her stock of wearing apparel is not nearly so large, but it is always stylish and attractive.

"Most of the clerks who engage in these outside lines, although not all of them, are heads of departments and they get very good pay to start with. As soon as they save from \$75 to \$100 they begin to operate in the clothes brokerage. Of course the other lines such as insurance, real estate and so on require no capital to commence on. Human credulity is their stock in trade.

"I can not tell you how they go to work to secure their first customer. In the clothes business perhaps they have an acquaintance who knows a woman who would like to negotiate for the sale of a handsome wrap or gown, or perhaps some one in the store drops a hint to the effect that she would like to purchase a garment of that kind. Employers have never been able to tell just how their clerks drift into this outside work. The fact is they take every possible care that we do not know they are engaged in it. All negotiations are conducted on the 'dead quiet' and their customers are bound to secrecy that precludes information from that source. Once in a while complaints come to the office that customers have been cheated in mining stock deals, that insurance policies have been misrepresented, but such complaints are rare in comparison to the amount of business transacted. A complaint of that kind usually means a dismissal if it can be proved that the transaction transpired in our establishment during business hours. As I have said, this traffic is carried on secretly and it would be difficult for us to prove a case against a suspected saleswoman.

"Then, again, most of the clerks that we have reason to believe are engaged in this sort of thing are among the shrewdest, most painstaking and valuable of our help. So long as they do their duty in the store we let them alone. Some of these women make from \$1,000 to \$1,200

each year by this outside work. Then besides this they have their regular salary from the firm employing them as clerks. The system of doing this outside work certainly should be abolished, but as you readily can see it is a complicated problem to solve."—Chicago Record-Herald.

## Will Destroy Nation's Moral Life.

I am, always have been, and always will be, opposed to the use of power and position to extort money, and during all the time that I have been in public life, I have always done everything in my power to prevent it.

The best way to stop it is to make the "penalty fit the crime" by the enactment of the most stringent laws against it, and by electing to office

and placing in office honest, manly, conscientious men, who will not use their position, or their power, to get money by any dishonorable practice.

I agree with the press in regard to the enormity of this vice, and I believe its continuance will destroy the moral and intellectual life of our country. It must be stopped and every effective means known to the law must be used to stop it.

William Sulzer.

Of course, you've met the fellow who smites his chest and says grandly, "I'm boss here." But perhaps you haven't waited until the real "boss" came and then seen the pompous one feverishly begin to lick postage stamps.

## Do Not Isolate Yourself

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

**67,000 Subscribers**

to our system in the state of Michigan.

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

Inquire about our new toll service Rebate Plan

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

## FLOUR

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

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



## JENNINGS' Flavoring Extracts

Terpeneless Lemon  
Mexican Vanilla

are worth 100 cents all the time

Jennings Flavoring Extract Co., Grand Rapids

## Every Cake



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

**Fleischmann & Co.,**

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

**THE GOOD FELLOW.****Why He Is Not Dependable in Business Efforts.**

Would you rather be called "a mighty smart man in the business" or a "nice fellow?" It is probable that your associates have you sized up under one caption or the other, according to your method of doing business. Do you "aim to please" or do you do business strictly on the merits of your proposition? Do you depend on your "agreeable manners" with which to ingratiate yourself into everybody's good book or do you pin your faith to the bare bones of the idea you represent?

Whatever the practical value of a charming personality may be, the man who banks on such a possession, the man who considers it a large part of his business capital, is sooner or later counted out. In crucial moments such a man is an uncertain quantity. Like an open boat with a silken sail he is well enough under sunny skies, but he isn't much use in a storm.

You find this man in all lines of business. He prides himself on his ability to make personal friends of his business acquaintances. If he is a traveling salesman, you find when you happen to go over his territory that he was invited out to clubs and family dinner parties the first or second visit he made to a town. That he kissed everybody's babies and complimented everybody's wife. Everybody enquires for him, "Where is So-and-So?" but if you have an opportunity to learn something about

that man's correspondence with his firm you may find that more than half the time he reported, "L. Z. & Co. think favorably of our house and promise to do business." That is what the man who depends on sociability for his business success gets plenty of: "promises." The man who "aims to please" is in special danger of failing in life, because he is apt to depend upon whatever gifts he may possess in that direction. He easily gains a superficial success, and so he too often neglects the cold, definite, absolutely sure method of doing business strictly on the merits of his proposition. A quick and easy success makes him reluctant to take up the more strenuous and intellectual method.

There is no denying that the social method has its triumphs, but you can not make sure progress that way. If you are banking on the charms of your personality to get business for you, you never know "where you are at." You can not, because you are depending on some one else's opinion of you for your success. For instance, there is the barber, who is always pleasant, who always says "Good morning!" who always agrees with you most soothingly. You patronize him for awhile, but one day you go to another shop, where you strike a barber who makes no flourishes at all; he doesn't smile, he doesn't even say "Good morning!" but he gives you something the other man was not so particular about, perfect service. You begin to think up some way by which you can

break away from your old friend the barber without hurting his feelings too badly.

The man who gets a position on the strength of his ability to hold the friendship of certain big firms takes a big risk; he may say, "I will absolutely guarantee to bring in \$10,000 a year if I get this position." Many a man has ruined himself by depending on friendships to help him out without considering at all the merits of the proposition he was about to represent. Not that any man could get a position by simply saying what he could do, but he might promise a good deal that would be dependent upon the favor of personal friends and find when the time came to make good that his friends were not in a position to favor him. The man who makes promises he can not fulfill loses the confidence of his firm, while, if he had secured his position simply on his method of applying for it or on his method of dealing with other propositions his employers would be obliged to consider at least whether or not his failure was partly the fault of their own proposition.

Train yourself to do business strictly on the merits of the proposition you represent, whether that proposition is your own ability or the business of a million dollar corporation. It does not matter in the least whether the people you do business with like you or not, provided you can convince them that they can make money by taking up your idea. The man who depends on the cold facts

for getting business is the man who is known as a fighter; people respect him. The atmosphere he carries with him is convincing; it compels success. His is the method of the conqueror. By contrast, the man who depends on his personality seems to plead, to ask favor; he seems almost supplicating. He is always "coming" to the other fellow. The man who depends on the cold facts makes the other man "come" to him. And by placing all his strength on the merits of his proposition he inevitably brings out those merits more strongly than does the man who is always thinking how he may please and win you.

If you always expect to win strictly on the merits of your proposition you will never be embarrassed by finding yourself trying to present a thing without merit simply because some one has urged you to. Every statement you make will mean something or you will find it out pretty quick by your failure to accomplish your object. You will never get into the habit of trailing off into meaningless generalities. It will be impossible for you to talk as did the salesman who sold me a hat the other day. As I took up a certain straw he remarked, "That is a more conservative style than the other one." "Why?" I asked. He hesitated. "I don't know, but it is." If you look first at the facts in the case you will never be betrayed into accepting a proposition merely because it is presented by a friend. The man of easy going ways who depends on his social qualities to carry him through

## The Best Trading Stamps Are the Cheapest

It is results you are after. It is now conceded that no other advertising proposition appeals as strongly to the people as trading stamps. They want them and patronize the merchant who gives them. Your buyer gets a big salary for buying goods people demand. Why not pay your advertising manager a good round salary and let him introduce a live trading stamp system in your store? **You will do a more satisfactory business with stamps than without.**

### The American Saving Stamps

Are the best and strongest in the world. Their redemption power is greater than that of any other stamp in existence.

#### Millions Are Saving Them

And fitting out their homes free. We want representative merchants to write to us for free particulars. We have an entirely new plan we will submit you if interested. Cut out the attached coupon and mail to us.

We are the originators and sole owners of American Saving Stamps.

#### The American Saving Stamp Co.

90 Wabash Ave., Chicago, Ill.

Name .....  
 Line .....  
 City .....  
 State .....  
 How many clerks do you employ....  
 Mail immediately to  
**AMERICAN SAVING STAMP CO.**  
 90 Wabash Ave., Chicago.



will often say carelessly when approached by a friend, "Why, that's all right, old man; I'll take care of you when the time comes." When that man is asked by the head of his firm why he accepted that proposition he has no reason to give except that the man who presented the proposition was a friend of his. This man is not only placed in an embarrassing position by having to admit that he knows nothing of the merits of the proposition he has advised them to accept, but the man who was "going to be taken care of" finds his proposition turned down by the head of the firm. By doing business strictly on the merits of your proposition you are independent not only in particular cases but you become independent of any one business. You gain a facility in business method that makes it a comparatively easy matter to change from one line of business to another. And for genuine satisfaction in results the social method does not compare with the strenuous and intellectual.

Compare the two methods of handling any question. By one method you try to gain a man's liking and friendship, by the other you aim to gain his respect. And respect is worth more than mere liking, because it is more dependable. If a man respects your business ability he will be absolutely true to you. When he makes an appointment with you or tells you he will do a certain thing it is not half so easy to make up excuses as it would be if he simply thought that you were a "nice fellow," but you could wait.

The skeleton of your success should be the cold facts; the merits of your proposition. Your personal charm makes the flesh and hair and coloring—makes things wear a pleasanter aspect—but mere flesh, and hair, and bloom of color should not be depended on for success. I approve of making yourself agreeable when you can and aiming to gain the ill will of none, but depend upon the facts in the case to carry you through. And if you have any smiles, let your man understand that you are giving them to him for good measure; let him understand that he is not paying for them. John A. Howland.

#### Watchfulness Can Check Grafting.

The term "grafting," as applied to a form of bribery, is new, but the practice is probably as old as government. Nor is it confined to governmental officials. The tipping of waiters and porters is a mild and probably unobjectionable form of grafting. The payment of commissions by railroads is not so mild and is objectionable. It is a common practice for salesmen in one business house to send customers, who appeal for their best judgment, to other business houses to purchase particular classes of goods and to receive commissions from such purchases. This is grafting. The principal abstract company of Chicago pays a commission to lawyers and real estate dealers who order abstracts from it. This is grafting which is really disreputable. The practice extends throughout all kinds of business and has led honor-

able people to believe that they must pay something "on the side" in order to have official work properly done.

Every lawyer in Chicago who expects to receive proper and prompt attention from officials in the sheriff's office is expected to pay something "on the side" to the deputy who serves the writ.

I doubt whether grafting is any more widespread now than it has been in the past, but the attention of the public is directed to this form of bribery more now than heretofore, because the public is now more critical. There is a widespread feeling on the part of many of our people that these petty forms of bribery must be abolished. Grafting can not be abolished by mere talk nor by legislation. It can only be abolished by retaining in office men of proven honesty and refusing to elect or to retain those of grafting proclivities.

When the head of a city government or a police department takes money to permit the vicious classes to ply their trades, how can they object when the patrolman accepts a present for doing or not doing his duty?

The only way to have good and honest government is by the constant and watchful attention of the public. The opportunity to graft will always be offered and "If Barkis is willin'," the union of the scion and root will be completed and the graft will grow. James R. Mann.

#### Small Run of Sockeye Salmon on Puget Sound.

All advices from Puget Sound confirm the early reports regarding the small run of sockeye salmon on the Sound. Few fish have been caught and the cost to pack the few cases canned to date has made a loss to the packer working on the basis of prevailing prices on the market. Among conservative salmon interests who are closely in touch with the situation on the coast the position is one of remarkable strength, so far as the sockeye outlook is concerned. The packing season opened on July 1, since which date there has been no run to speak of in any quarter, and another fact which is considered of more importance is that no fish have been sighted in the outside Straits.

This fact it is pointed out means that the run this season (if there is one at all, which is doubted) will be late. It is stated that from the time fish are sighted in the Straits until they reach the canneries at the head of the Sound a period of two weeks must elapse. This means that should any body of fish now make its appearance in the Straits it will be Aug. 1 before the fish are available for the canneries. Working on the experience of the past seasons the sockeye run ends about the middle of August, it being followed by bluebacks, so that allowing for a big run of fish between Aug. 1 and Aug. 15 there is little prospect of even a moderate pack. The estimates now placed on the probable pack based on last year's operations are 250,000 cases. Last year the total pack on the Sound, including all descriptions

of fish, was 464,000 cases. Of this quantity 150,000 cases were sockeyes, 17,000 cases tye and kings, 103,500 cases coho and silversides and 193,500 cases pinks, chums and humpbacks. The total Sound pack in 1902 was 563,307 cases, all descriptions.

Regarding the effect of the meat strike on the demand for salmon it is the opinion that a continuance of the strike will cause an increase in the demand. Up to the close, however, no effect on the situation locally has been felt.

#### Fortune in Corn.

Proposals have been made from time to time to adopt some method of cultivating a taste for American corn meal and its products in European countries, but, so far as is known, nothing of this kind has actually been done, at least in a large and adequate way.

If a demand could be created for this product of our fields among the great population of Europe and other countries, such as would be entirely practicable, it would open an immense field for a profitable trade. In no country or latitude can Indian corn be raised as cheaply and successfully as in the United States. United States Consul Stephens at Plymouth, England, says that thousands of tons of Indian corn meal ought to be consumed in that region each year, and would be if a proper effort were made to introduce it and to teach the people how to prepare it for food.

## Brown & Sehler Co.

Call your special attention  
to their complete line of

### FLY NETS AND HORSE COVERS

The season is now at hand  
for these goods. Full line

Harness, Collars, Saddlery  
Hardware, Lap Dusters, Whips,  
Etc. \* \* \* \* \*

Special attention given to  
Mail Orders. Wholesale  
Only.

W. Bridge St., Grand Rapids

*I have just seen the catalogue of the  
Michigan Business University.  
Grand Rapids.  
You are not yet familiar with the best  
Michigan has to offer in the lines of  
Business Education. The Standard is  
the first.*

## COUPON BOOKS

Are the simplest, safest, cheapest  
and best method of putting your  
business on a cash basis. \* \* \*  
Four kinds of coupon are manu-  
factured by us and all sold on the  
same basis, irrespective of size,  
shape or denomination. Free sam-  
ples on application. \* \* \* \* \*

TRADESMAN  
COMPANY  
GRAND RAPIDS, MICH.

## LAND OF THE PLATTE.

How It Appears To a New Eng-  
lander.

Written for the Tradesman.

The Union Pacific meets the North-western at Fremont, Nebraska, the two thus forming with that State's western boundary as a basin a figure somewhat resembling an isosceles triangle. The Union Pacific Co., straight almost as an arrow, cuts Nebraska from Pine Bluffs to Omaha through the valley of the Platte, rich in ranches that are busy just now with growing crops. The North-western Line has found it to its advantage to follow a winding course among the hills to the Northwest and its line of road strongly resembles a loose string, thickly beaded with growing towns from Fremont to Casper in Wyoming. At Valentine, Nebraska, a place of considerable interest at present on account of the throwing open to the public the lands belonging to the Indian reservation, a stage runs daily to the Rosebud agency, some thirty-five miles to the north.

For a while the dead level of the prairie lands is a pleasing sight to the man brought up among the mountains and the hills. It is a comfort to think of a respite from wearisome hill-climbing and a going down just as wearisome; but after a time the reaction comes. There is a longing first for the jagged outline against the sky and then for the life that is lived there. With the earth "knee-deep in June," there should be brooks tumbling down the hill steepes and laughing as they go. There ought to be fox gloves clinging to the rocks and columbine in clusters ringing its golden-throated bells in the summer air. Woods are wanting to complete the beauty of the landscape, but if they are to accomplish their purpose they must drape the distant mountain sides with green and, crowning the hill tops, lift their stalwart arms against the sky. Only from wooded uplands come the life-giving winds and the soul born among them, after a little life upon the plains, tires of the monotony and, shackled by the circumstances that bind him there, lifts his eyes unto the hills whence his strength cometh.

These needed beauties of the landscape the Platte-severed prairies of Nebraska lack. The circle of the horizon is one level line. There are clumps of trees, leaning here and there their heads against the sky, but in the distance they seem only the wrinkles that roughen the rind of the orange. As a line-breaker, in popular parlance, "they don't cut any ice" and the same statement holds in the prevailing scenery that stretches from sky rim to sky rim across the country. It is only a circle five miles or more in diameter, bright now with growing green and so dotted with clustering trees as to suggest on a grander scale the English park, only here the ash and the poplar must take the places of the magnificent oak and beech and elm that make the parks of England a never-ending delight—with a difference. This lies in the utilitarian idea.

Beauty has not entered into the heart of the planter of trees in Nebraska. He needs the tree in his business. The tremendous winds that have made these prairies their battle fields are a terror to the man whose habitation is a defiance. Here until his coming they have roamed without restraint. In gentle dalliance they have loitered among the flowers, they have raced with the grassy billows from horizon to horizon and in their wrath, black with storm and armed with the lightning, they have fought those battles that have strewn these prairie lands with wreck. To protect himself and his crops from this wreckage the ranchman has planted trees. He must have swift growers, for time is money and the need urgent. The ash and the poplar meet these conditions and he hides his house in them. With them he surrounds his fields and to-day the traveler knows that under every grove that meets his eye a household lives and that the fields of grain and corn, thus wind-protected are getting ready for the early coming harvest. So these trees intended for use only, while accomplishing their purpose, in no way strengthen the assertion that the useful in itself considered is an attribute of the beautiful.

The assertion, if ever verified along the banks of the Platte, must be done in June. It will be on a grand scale if done at all. When cornfields are estimated by the mile and the sky alone is a means of measuring the abundance of wheat and oats and rye that is growing within its unlimited borders, it is easy to understand how grandeur, even when it borders upon the sublime, may become a part of the prairie landscape, but not of the beautiful. There is too much of it. Just now from car windows to distant sky rim the ground is lined with rows of planted corn and machine-sown grain; the tint of the one differs from that of the other and each is wholly unlike the emerald that the trees are flaunting in the bright June sun; but we never associate beauty with immensity, and it is not until immensity is lost or forgotten in the prevailing green that we can or care to consider the beautiful in the abstract as we corral it in corners cut off from the universe of color. Not far from Kearney a sky circle shuts in a field of alfalfa. It is a species of clover with a purple blossom. The field has been fortunate in having abundant rains and the alfalfa, taking advantage of this, has come early to its blossoming time. It stands knee-deep in bloom and as the train rolled through that purple sea, wave piling upon wave as far as the eye could reach, a feeling akin to the sublime that the ocean produces came to the beholder. It was when the clustered trees shut off into nooks a bit of the waving purple that the beautiful asserted itself and there, with the purple foam splashing upon the leafy beach of the poplars, the beauty of the landscape asserted itself and left a picture which the beholder will not soon forget.

A ride through a corn field that everywhere runs over the rim of the horizon is sure to awaken the sense of the wonderful, especially in the graduate of the New England farm. He recalls the old maxim of his boyhood, "Hoe out your row," with consternation. In his day and generation where his "stent" was so many rows before dinner and so many more before going after the cows—a stent, be it remembered, that even after the flight of many intervening years seems burdensome and oppressive—he wonders where the end of his row would find him. It was hard then to hoe from stone wall to stone wall, with an occasional chance to rest and cool off in the shade of some heaven-sent tree; but here where the rows begin and end in eternity where is the dinner hour to come in and how is he to know when to start for the pasture bars? Where are the bars and the stretches of pasture beyond, the long lane leading to them and the paths winding over them to the spring? At the end of the row? Then he thinks of the work done before the rows were made, the riding of the horse to plow or the holding of that implement of industry, the dropping of the corn, the man with the hoe covering it and finally—the height of blades suggesting it—the passage through the long green lines of the cultivator, jumping from stone to stone or from rock to rock, with the hot June sun pouring down upon him its skyful of glowing summer heat! How did he endure it and how does the Nebraskan boy endure it here with the endless rows and with the heat hotter than the furnace of Shadrach, Meshack and Abednego? A glance from the car window answers the question and the numberless others behind it; for there, like a king upon his throne, sits the Nebraskan boy upon his modern cultivator, his hat pushed back from his forehead, his smart team smartly hauling the cultivator through thrifty corn hills and—what is more to the purpose, for it startles him—above the boy upon a staunch frame stretches an ample square of white canvas that completely protects him from the boiling sun!

Good-by, New England homestead! Good-by, New England farming! "Parting is such sweet sorrow!" Tradition is better than the toil-burdened fact behind it and, indeed, "'Tis better to have loved and lost!" The quail still whistles his cheery "Bob White" from the zig-zag fence, the strawberries still ripen upon the gently sloping hill sides and blessed memories still hover over the orchard-hidden home; but the old has given place to the far-better new, toil has put away forever the drudgery that cursed it, boyhood has emerged into a manhood in harmony with better and ever-widening conditions; and the traveler as he leaves the train at Fremont, thinking of these things, waves a happy "Live and fare well" to the sacred past and thanks the kind-hearted Providence that has provided the canvas-covered

seat of the cultivator for the boyhood of the Western prairies.

Richard Malcolm Strong.

Don't Take a Cocktail—Take a Long  
Breath.

Don't take a cocktail—just breathe. This is the advice of a doctor who does not believe in the old medical policy of mystery, but who undertakes philosophically to explain to any patient why such a remedy should be beneficial.

"Don't take a cocktail," said this physician. "Try breathing. There are times when the average American business man, especially if he be approaching the middle-age line, feels a dulness and lassitude, a feebleness of faculties which he finds difficult to combat. He wants to do his work and do it well. He wants his ideas to be keen and bright. In short, he wants his working machine to work, and to work at its best, and is disturbed when he finds this machine sluggish, unresponsive. He takes a cocktail in the first place, and to his surprise finds that he is able to go ahead. The machine works—indeed it buzzes with activity for a time. After a while, he takes two cocktails, and presently begins to take them in the middle of the day, or at almost any time when he finds the machine a little heavy and dull. After a while he feels listless and 'let down' nearly every morning. He can think to a certain extent, but can not think in the way he wants to. He resolves that after a while he will take a rest. For the present he takes a cocktail. As to the latter, I say to him, Don't.

"Now, if you are working with a piece of machinery, say a typewriter, what do you do to make it run more smoothly? You don't put a lot more oil on it and gum and clog it all up. You clean it first. You can best clean the blood by breathing. The blood passes through the lungs, and it needs and expects to find there plenty of fresh air with oxygen in it. If it can not find perfectly fresh air, it needs more air which is not perfectly fresh. It needs to be cleaned by contact with the air.

"When you are 'let down,' " continued this physician, "don't take a cocktail. Just breathe. Put your finger on your pulse and get its rhythm. During eight beats, draw in the breath, breathing deep and low, and forcing the diaphragm down first, then filling the upper lungs. Then exhale this breath during four beats of the pulse. Once in a while hold the lungs full of breath as long as you can without expulsion. In doing this, you are simply cleaning the machine. You are cleaning the blood. At the same time you are giving that little fillip to the action of the heart and the nervous system which you thought you were giving when you took the cocktail. In the latter case you didn't clean the machine. You simply ran it a little faster and gummed it up a little more. You can get the same results, the same feeling of exhilaration and of accomplishment, without taking the cocktail."



### Trouble Lies in a Low Sense of Honor.

I don't know anything about grafting. I know it is there and I loathe it. I spent nearly four years in the Police Department without being "wiser" when I came out than when I went in. Other things appealed to me; that I avoided instinctively. It filled me with disgust.

The trouble evidently lies in a low sense of honor among us. My neighbor, a business man, tells me that every one of his buyers feathers his own nest at his expense, and he can not help it; he can not do business without it. My neighbor on the other side says his engineer will not let machine oil, coal, or anything in his department, be bought unless he gets a rake-off. My friend knows it and can not help it. The coal that does not pay tribute will not burn, the oil does not lubricate, etc. He knows it is a lie, but is helpless.

If these things are so, we needn't complain that our public servants rob us. They are but doing what the others do. The reform must begin on our level, not with them. Perhaps if business is as rotten as those who do it tell me, it will come, when we least expect it, in a general collapse. I shouldn't wonder, and we needn't complain, if it does. I bought some stove fixings the other day of a man whom I paid an exorbitant price to put them up. When I came to look at the price of the things I found that he had added a profit to himself of from 25 to 100 per cent. on every piece, over and above the price at the foundry—just for ordering them. It was grafting, pure and simple. And so it goes. They don't even know it.

Until we become honest in our private dealings we have no business to expect an official to be honest in his public dealings. Why should they?

Jacob A. Riis.

### Listen to Others.

The man who prides himself on doing what he thinks best regardless of the views of other people is usually a bumptious ass who makes lots of trouble for himself as well as others. "I don't care what people think of me so long as I know I am right," said one of this kidney recently from the platform of a religious meeting. Just the same the man whose wife and employers do not take any stock in him may be able to outtalk and outstep the highest seraph, but his religion is not worth a five cent piece with a hole in it. A look in a glass now and then is good for a fellow. It keeps down pride. Give a good deal of attention to what people think of you. Above everything don't be one of those fools with orbits of their own who go shooting through space, and finally shoot off into space and no more is heard of them. Don't be above taking counsel, and when you get people interested enough in your affairs to give you advice make good use of your privilege. "He that hearkeneth unto counsel is wise."

Faith gives heaven's firmness.

### 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	Size	Per
Powder	Shot	Shot	Gauge
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	33 00		
Bolts			
Stove	70		
Carriage, new list	70		
Plow	50		
Buckets			
Well, plain	4 50		
Butts, Cast			
Cast Loose Pin, figured	70		
Wrought Narrow	60		
Chain			
Common	7 c.	6 c.	6 c.
BB	8 1/2 c.	7 1/4 c.	6 1/2 c.
BBB	8 1/2 c.	7 1/4 c.	6 1/2 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.	dis.	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	12	13	14
List 12	13	14	15
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
Castors, Bed and Plate	50 & 10 & 15
Dampers, American	50
Molasses Gates	
Stebbin's Pattern	60 & 10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages	1/2 c per lb. extra
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Best, 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
1 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Casing 4 advance	25
Finish 10 advance	35
Finish 8 advance	45
Finish 6 advance	85
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	10
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	30 00
Sheet Iron	
Nos. 10 to 14	33 60
Nos. 15 to 17	3 75
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
Nos. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	6 00
Second Grade, Doz	5 50
Solder	
1/2 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 & 9 boilers, per lb.	13
Traps	
Steel, Game	75
Onelda Community, Newhouse's	40 & 10
Onelda Com'y, Hawley & Norton's	65
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	3 00
Barbed Fence, Galvanized	3 00
Barbed Fence, Painted	2 70
Wire Goods	
Bright	30-10
Screw Eyes	30-10
Hooks	30-10
Gate Hooks and Eyes	30-10
Wrenches	
Baxter's Adjustable, Nickeled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70 & 10

### Crockery and Glassware

STONEWARE	
Butters	
½ gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	52
10 gal. each	66
12 gal. each	72
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.	6½
Churn Dashers, per doz.	84
Milkpans	
½ gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
½ gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
½ gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 10
Jugs	
½ gal. per doz.	60
¾ gal. per doz.	45
1 to 5 gal., per gal.	7½
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
½ Gallon	6 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 75
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each chimney in corrugated carton	
No. 0 Crimp	1 80
No. 1 Crimp	1 75
No. 2 Crimp	2 75
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 85
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
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. Tiltling cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 1 B Tubular	7 25
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dz. e'ch	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, ¾ in. wide, per gross or roll.	25
No. 1, 1 in. wide, per gross or roll.	30
No. 2, 1 1/8 in. wide, per gross or roll.	45
No. 3, 1 ½ in. wide, per gross or roll.	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	7 00

## THREE QUALITIES

## Which Entitle Women To Our Admiration.

Of all the mysteries of our nature, I know none so insoluble as the qualities which attract one particular man to one particular woman; or the vice versa. I am sure that most men are quite unable to understand why it is that one of their fellow men is able to excite the tumultuous admiration of some women; and I am sure that women often find the charms to men of one of their sex even more incomprehensible. So much is this the case that as a general rule the men who are popular with women are rarely popular with men; and similarly the woman who carries all before her with men, rarely excites the admiration of her fellow women. Sometimes even we ourselves are unable to give any rational ground for our preference of one person over another. Love is blind! but love often sees clearly, and yet continues to love. It is not true to say that people see no faults in those they love; often they are even painfully conscious of these faults. And even when they see these faults the fascination remains. Indeed, the attraction which men and women exercise towards each other remains, as I have said, the insoluble mystery.

What I believe is unconsciously the leading motive of the attraction which one man feels for a particular woman or a particular woman for a particular man is the sense that this other being is the complement of one's own. The man is conscious of the wants in his own makeup, for nature is too niggardly ever to make a perfect being; if there be even huge gifts in a man or woman, there are certain to be likewise equally great defects. The man, I say, is conscious of certain defects in his makeup; and he seeks in a woman the qualities in which he is lacking. The timid man loves the woman of high spirit; the clinging and feminine woman adores the strong, self-willed, arrogant man who knows his own mind and insists on the satisfaction of his own ambitions and desires. Often you see a dull man adore a woman simply because he recognizes in her the intelligence of which he feels the lack in himself; and often you see a dull woman adore a man simply because she is dazzled by his superior intelligence.

You see this law of contrasts in other ways. It would be absurd to deny that beauty, whether in man or woman, is the most potent of all the attractions that create love. It is more potent with men than with women perhaps, but let none of the clever but ungainly fellows of the world imagine that a rival with beautiful eyes, well chiseled features and straight legs has not an advantage over them in the competition for woman's love. Yet it is true that beauty has often less influence than one would suppose; and this is especially the case with men and women who themselves are dowered with beauty. The handsomest man I ever knew—he was like a Greek god—married twice; in both cases he married

plain women; and I never knew him to be in the least influenced by a woman who was not ugly. Similarly, one often sees beautiful women attracted by ill favored, ungainly and even ugly men.

Similarly, I have rarely known a highly intellectual man who cared one brass farthing for the intelligence of women; that is to say, when it came not to respect or co-operation in work, but to love. The history of the world abounds in proofs of this. Is there a great intellectual man who is recorded as having married a great intellectual woman, with just a few exceptions here and there, such as Browning and Mrs. Browning; or if there be any such marriages, is there one of them that has turned out a great success? Carlyle's wife was in some respects almost as remarkable intellectually as he was himself; but their marriage is a terrible warning for all time against the marriage of two highly intellectual persons. Talleyrand married a beautiful but a stupid woman, and when some one asked how he could have chosen such a dull companion he made the historic answer, "Elle me repose." Napoleon never could endure an intelligent woman; he told Mme. de Stael, who was a woman of genius, that his ideal woman was some Italian lady, and her claim to fame was, if I remember rightly, that she had brought some twenty-two children into the world. Josephine, Napoleon's first wife, was quite frivolous, and probably never read anything but novels and fashion articles; and Marie Louise, his second wife, was an extremely empty person. And so one might go on. What does all this mean, then, but that nature ordains that as a rule the great thing which attracts the sexes to each other is their contrast one to the other, and that this is due to the wise provision of nature, which is always seeking her main object, namely, the perpetuation and improvement of the race. If small people loved small people, then we would have a race of small people; if the dull only loved the dull, then there would be a great retrogression in the intellectual development of the race.

The second of the qualities in which women are different from men is unselfishness. From their earliest years and by a law of their being, mental and physical, women are taught the great doctrine and practice of self-restraint. They have not the voracious and merciless appetites of men; they are not brought up in the idea that they should be a law unto themselves. On the contrary, everywhere both nature and training bid them bear with patience a great yoke of submission and self-control. And thus it is that when it comes to the sacrifice of self woman always rises superior to man.

The third distinguishing quality of woman over man is her gentleness. It is again a law of nature that the male, who is the breadwinner—who has to go out in the primitive world to hunt for game, in the more complex world of civilization, to hunt for money—it is a law of nature that the male should have some of the force

and also the cruelty of the beast of prey. The woman, seated at home with her children, has the gentlest arts of life to learn and to practice. These, then, are the three qualities which I most admire in women: beauty, unselfishness, gentleness.

T. P. O'Connor.

## Playing Poker With Dollar Bills.

Friends of a well known business man were interested considerably the other day when he received change from a five dollar note, after paying a small bill, on seeing him closely examine the several numbers on the one dollar notes received.

"There's a full house, aces and treys," he remarked to himself, "and there are two pairs, and there's a straight flush."

"What are you talking about?" said one of his friends.

"Why, there are three good poker hands. I'm going to save them, and to-morrow, when I meet the 'gang' at luncheon, we'll have a little game with one dollar notes. The loser pays the bill for the crowd. That's why I examine the serial number on every one dollar note I get so carefully. Every one I get that makes a good poker hand I save, and I haven't been stuck for the dinners yet."

Smile a little now and then. No matter how mountainous your troubles loom, all isn't darkness and despair.

The fool sees; the wise man understands.

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

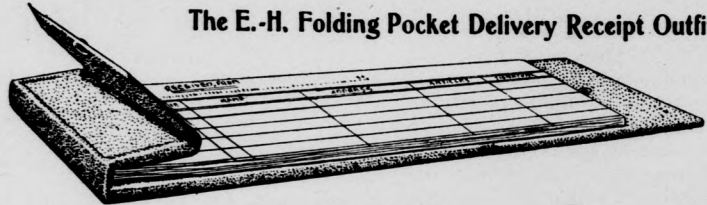
Also Receivers and Shippers of Fruits and Vegetables.

JOHN G. DOAN, Grand Rapids, Mich.

Bell Main 2270

Citizens 1881

## The E.-H. Folding Pocket Delivery Receipt Outfit



Showing Binder Open.

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

**ENGRAVERS**

BY ALL THE  
LEADING PROCESSES

PORTRAITS, BUILDINGS,  
MACHINERY,  
STATIONERY HEADINGS,  
EVERYTHING.

HALF-TONE  
ZINC-ETCHING  
WOOD ENGRAVING

**TRADESMAN COMPANY**  
GRAND RAPIDS, MICHIGAN.

## 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

## 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 30 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$300 up.

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



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

St. Louis, July 15—Our attention has been called to an article in your issue of June 22, in which you had some words that were calculated to mislead your many readers.

As citizens of St. Louis, we feel that it is our duty to call your attention to the error under which you are evidently laboring, and we give you the following facts and would say for your information that none of the undersigned are in any way officially connected with the World's Fair management:

The citizens of St. Louis individually put up \$5,000,000 in cash, for which they never expect to get back one cent. We claim to have an educational exposition, which, to use the words of Secretary Shaw, "Every high school class in this country should visit and study." There is an opportunity for obtaining some information which no one could obtain at any other time than by traveling thousands of miles and spending hundreds of dollars.

All reports to the effect that the World's Fair is in an incomplete state are false. Without exception the main exhibit palaces were finished before the day of opening, April 30, and since then every State and foreign building and concession structure that was not finished at that time has been completed, with the single exception of one small building for which the concession was let only three weeks ago. The House of Hoo Hoo, which was destroyed by fire a few weeks after the opening, has been rebuilt and will be reopened in a few days.

The entire grounds are in a perfect state of completeness and present a most beautiful picture in these mid-summer days. The landscaping department, in spite of a great deal of unfavorable weather, has been able to put the grounds into such shape as to elicit the hearty admiration of all visitors who are able to perceive the beautiful. Any statement that the grounds are "but half finished," or in any degree uncompleted, is palpably false. The splendid grounds show for themselves.

As to the exhibits, no exposition ever held showed such a completeness of installation on the opening day. During the ten weeks that have passed since April 30 practically every unfinished exhibit has been installed, with the exception of such exhibits as are changed or renewed from month to month, according to the season. It is only an unfair critic who finds fault because here and there he may discover a workman rearranging a booth or a truckman bringing in additional material to add to the wonderful displays already in place.

The World's Fair has been injured more or less by the publication of grossly erroneous statements regarding the cost of living in St. Louis. Gradually these false reports are being refuted in the press and by word of mouth, as visitors from far and near come to St. Louis and find that living accommodations are remarka-

bly reasonable. There are scores of restaurants where an abundant and wholesome meal may be had for 25 cents and there are scores of hotels where lodging at \$1 a day is the prevailing rate. Thousands of private families, in the best residential districts of the city have opened their homes for the entertainment of World's Fair visitors at rates for lodgings ranging from 50 cents up per day. For \$1 an excellent room may be had in a most respectable neighborhood, and there are many boarding houses and private dwellings where lodging and breakfast may be obtained at from \$1 to \$1.25. Rooms taken by the week, or occupied by two or more persons, are rented at still lower figures. Naturally, one may find hotels in St. Louis where the rates are as high as those usually prevailing in New York, Chicago or any other large city; but the fact remains that, in view of the great Exposition that is now running in full swing, the average rate of living in St. Louis is surprisingly low. Any report to the contrary is made either wilfully or through ignorance. That the Exposition is already a splendid success is attested by the unqualified words of praise which it receives from distinguished visitors hailing from all parts of the world and from the fact that the attendance is doubling with each month of the Fair.

We think in all fairness and justice the above facts ought to be made known to your readers.

Wm. Burg,

E. O. Stanard Milling Co.,  
Brinson Waggoner Grain Co.,  
Ralston Purina Co.,  
Annan, Burg & Co.,  
J. H. Teasdale Com. Co.,  
Langenberg Bros. & Co.,  
Goffe, Lucas & Carkener.

\* \* \*

St. Louis, Mo., July 16—My attention has been called to the article from your paper about our World's Fair, and I also read the letter of Messrs. Annan, Burg & Company and others regarding same, and want to add that they state the case mildly and modestly in speaking of the Fair itself and do certainly not exaggerate the ability of our city in entertaining the visitors here. Having visited all the larger fairs in the last twenty-five years, and having been to Paris in 1900, I take the liberty of stating that this Fair at St. Louis is three or four times as extensive as that at Paris and certainly as large as that held at Chicago ten years ago and more beautiful than either.

The Fair is completed, so far as an enterprise of that kind can claim to be completed; in fact, additions and alterations are continually made and, no doubt, will be made the last day. The grounds are very extensive—1,240 acres—and more beautiful landscape gardening and flowers are not to be found anywhere, and the variety of the exhibits from nearly all nations is very complete, beautiful, interesting and instructive. A trip around the world, which would take months of time, much labor and money—in fact, I believe a person

could not see the exhibits in a year by visiting the countries whence they came. I know of no better opportunity for enjoyment, for instruction and improvement than a visit to St. Louis at this time, and I believe that you could not be accommodated for less money in any large city in our country.

At the opening of the Fair there was some reason for complaint as to the incompleteness of exhibits and also for the condition of the grounds, which was owing to a late season and very inclement weather, but you must remember that was two and one-half months ago and since the Exposition has been completed, and it is grand and I believe that the many visitors here are well satisfied and the slanders that have been hurled at St. Louis in regard to extortion were never justified. No sane man need fear extortion in this city.

Any one unable to go to the Louisiana Purchase Exposition will miss an opportunity for so grand and interesting sights not likely to recur during a generation. H. H. Wernse,  
Pres. Merchants Exchange.

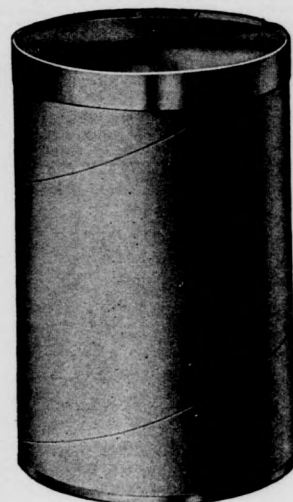
To be called "one of the boys" and be known as "a good fellow" are absurdly slim recompenses for money spent and health squandered.

Study your business. Knowledge is convertible into dollars, and the best of it is that you can sell it and yet keep it to sell again.

It takes a clinging vine to keep an oak straight.

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

If you use this 1 lb. coffee box



Gem Fibre Package Co.

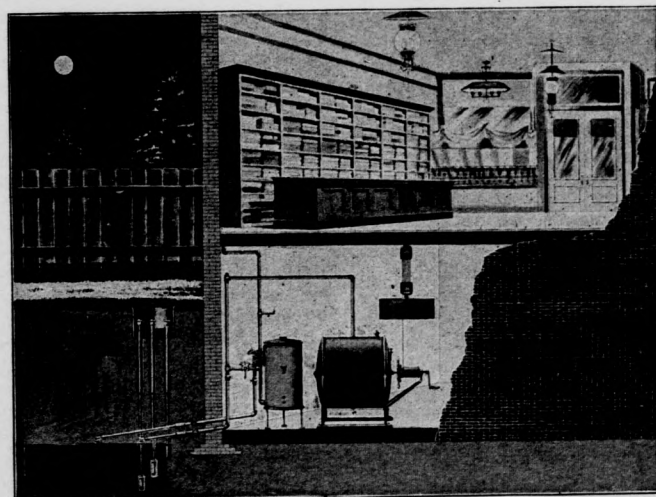
Detroit, Michigan

Makers of

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

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

## Only Live Fish Swim Up Stream



Therefore, in spite of sharp competition the  
**Michigan Gas Machine**  
continues to be the most popular artificial light machine on the market. Write for catalogue and prices.

**Michigan Gas Machine Co.**

Morenci, Michigan

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



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

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

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

#### How To Interest the Indifferent Dealer.

##### Answer Four.

In the first place I size up the man and under no circumstances do I antagonize him by using too strong arguments with him. Agree with him on every point you possibly can—show him Twilight stands alone in a distinct class by itself. There is always a demand for a good article at a popular price and the demand is already created to a certain extent. It is human nature to look for the best thing that can be had at a reasonable price. Ask him if when he goes to buy any wearing apparel he does not look for the best thing to be had for the money he is going to invest, be it for clothes, shoes, etc., and want the best to be had at a reasonable figure.

The very fact of his not having Twilight in stock is another reason why there is not a demand on him for it. He has not got it and, of course, can not display it; whereas if he had it on his shelf, his trade would see it there and enquire about it and when they found out what it was, they would naturally become interested.

##### Answer Five.

I believe it depends a good deal on the dealer the class of trade he reaches and the grade of goods handled as to how would be the best way to argue the advantage of handling Twilight. In cases where a logical, sensible argument will suffice—which can only be judged by coming in contact with the dealer—what else can we do than to argue the merits of our goods and the advantage of, if not being the first, to not be the last in offering customers a superior article at a reasonable price? Then we know that the consumers are being more and more prejudiced against goods that pays the dealer a better profit and we should impress upon this dealer that, while he may have worked hard to establish a trade on regular brands, his whole object would eventually be defeated in seeing his customers gradually going back to the advertised goods because he had not given them as good a powder as he might had he been satisfied or willing to be satisfied with our profit.

##### Answer Six.

The case cited is one of the most difficult with which a salesman has to contend. There is practically no argument which you can use forcible enough to induce a man of this kind to buy the goods.

My experience is that, by continually "hammering," you might say, you become acquainted with the

dealer and the chances are, in time, you can induce him to favor you with an order. By continually calling on a man of this kind you gain his friendship and the result is he feels obligated to a certain extent to give you an order, which is almost invariably repeated.

I meet dealers of this kind quite frequently who are fully determined not to handle our goods, but by persistent calling, explaining the merits of the goods, etc., I generally manage to secure an order in the course of time.

##### Answer Seven.

I am selling our goods in a territory where the demand is in its favor by a large majority. Still I frequently find dealers who are stubborn and put just the same obstacle in anyway. Good nature, jollying, frequent calling and an argument of quality and prestige, and, when opportune, a little sarcasm on the subject of get-rich-quick goods, have been the only tools with which I could handle this class of man. When a man is having success pushing get-rich-quick goods, he is pretty hard to handle, but Bob Burdette says, "The April sun will smile away the mountain drift of snow and the granite rock will shiver at the ten thousandth blow"—perhaps. If I had a cock sure formula on the subject I would not give it away, but, unfortunately, I have not.

##### Number Eight.

In reply to the above will say, I too have met many dealers who quote above reasons for not handling Twilight. A salesman must be a judge of human nature. I can tell instantly when a man means what he says. If the dealer seems to know what he is talking about and advances the above reasons for not selling Twilight, about the only thing to do is to pass him smilingly and trust that he may have a call later on.

There are no set rules for selling Twilight. I never make exactly the same talk twice. A salesman has to be a good fellow—which, by the way, costs a lot of money, which the house should stand—make friends with the clerks, delivery boys, as well as the cashier.

Our friends and co-laborers will soon learn not to worry over the "impossible ones." If they don't they will have gray hair and crows' feet long before their time.

In closing, best judge your man and go after him accordingly. I have bought cigars, drinks, played cards and gone to prayer meeting with different dealers to get their confidence and business.

##### Letter Nine.

I will tell you exactly how I meet the case cited, but I must admit it is not by any means an all convincing argument. First, I say, "Yes, I admit you are making an equal or greater profit than Twilight will render you, but are the goods equal in quality? If not, you are doing an injustice to your customers who trust you and depend upon your knowledge first and your honor afterward. If you are giving the customers inferior goods simply for an advanced profit then sooner or later you will

pay for the wrong you are doing that customer, because the woman will learn that this powder you are selling her is inferior, and then you not only lose her confidence, but likely her patronage. Then Mr. Dealer is likely to say, "What you say may be true, but this powder does give satisfaction. I have sold it for one, two and three years and have never heard a complaint." I reply, "That is no doubt true, but I say it does not give satisfaction. If it did, why then so many brands of the same kind and grade? Simply because the customers are seeking for a good powder at a reasonable price. They try Jones'. It at first seemed all right. They used it a few months or even a year, when they discarded it to try another and again another until to meet the demand you all talk so much about, you have half your shelves full of odd lots of powder. Then I count up the different kinds and make them admit that it is true they once had a big sale on blank, but it is dead, and then there was a run on blank, but that is slow, and then blank used to be a big seller, but they only have two customers on that, but they now have most of the customers using blank and it is giving splendid satisfaction and gives a big profit.

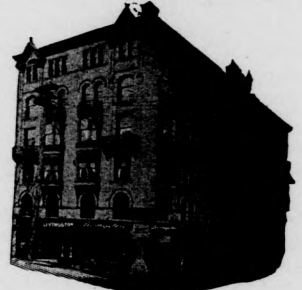
It is hard to argue with the average grocer. He is very optimistic and firmly believes that he has now got the right thing, because no one is at present kicking and because it gives a good profit.

I first argue the moral responsibility of dealer to customer, quality of goods, etc.

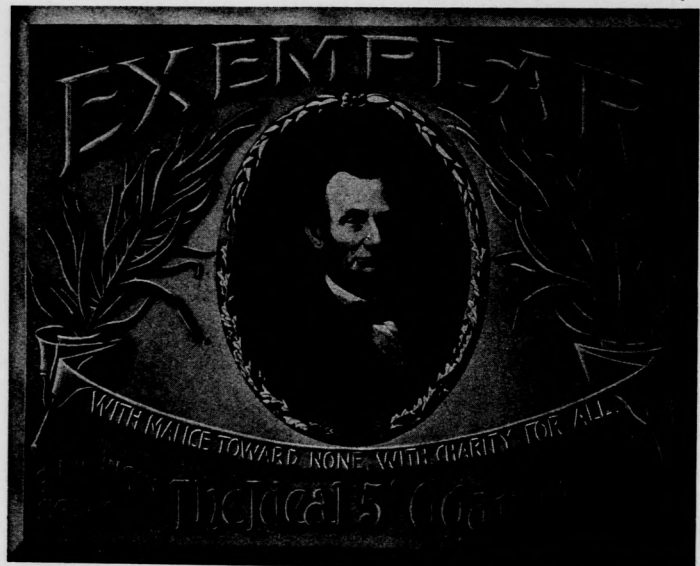
Second, his duty to himself, his right to a legitimate profit, as given by Twilight over other brands.

Third, concentration of effort. That is, select one, two or at most three brands and stick to them, making Twilight, which gives uniform and

LIVINGSTON HOTEL



The steady improvement of the Livingston with its new and unique writing room unequalled in Mich., its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.  
Cor. Fulton & Division Sts., Grand Rapids, Mich.



## 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.



universal satisfaction to consumer and likewise renders a legitimate profit, his leader.

Fourth, I try to arouse his pride and manly independence by showing him how the Twilight people, having faith in his ability as a merchant, depend wholly upon his co-operation to create as well as maintain the demand. Then I ridicule the drum head methods of advertising which make mere machines of men, forcing them to sell goods they despise and would not think of using in their own families, etc.

Honestly, though, I fear my plan goes over the heads of many, because my immediate results are not satisfactory. In the end, I have great faith, but as daily orders is the demand, I'll not guarantee the policy. If, however, one word I use will help some one, I am glad and I shall look for help from them. Union is strength.

#### Takes No Stock in Elbert Hubbard.

Bay City, July 18—Referring to Elbert Hubbard's article on page 17 of last week's paper, I wish to say:

I think your idea and theory of the matter is first rate, but to get it in practical business is another thing.

As you expressed yourself in going to the old man, confidentially, quietly and kindly and tell him that he is a curmudgeon, I think this is a very strong expression; not only that, but is really an insult.

I am sure if I would call my boss a curmudgeon he would fire me on the spot.

Then another thing: There are some men, in case you go to them and suggest anything in regard to business, who will tell you mighty quick to mind your own affairs and ask you besides if you don't get your pay every week. Such a business man thinks his clerks are too smart and have an idea that they know it all.

This easy talk of yours reminds me of a clerk who went to his boss with some very good suggestions in order to build up the trade.

The old man said to him, with some expressions which I dare not tell: You mind your own business. You get your money every week, do you not? If you don't like our methods you can say so. The result of this conversation was that one week after that the young man was discharged.

Your talk is altogether too smooth, and when it comes to the business you will find that you are way off the track; consequently, instead of getting in line, as you call it, you are, with all your suggestions, a big failure.

Chas. Coudy.

#### Muskegon Merchants To Picnic August Eleven.

Muskegon, July 19—The sixth annual picnic of the Muskegon Business Men's Association will be held at Lake Michigan Park Aug. 11.

It is the plan of the Executive Committee to make this year's picnic the greatest event ever known in Western Michigan. Many features of last year's picnic will be retained and many new ones added. Muskegon hospitality will again be in evidence this year and our visitors will be sent home with the kindest feeling and a most favorable impression. I am unable at this date to give you the programme, but will do so in the near future. We want you with us this year, Mr. Stowe, and will mail you a formal invitation later. No excuses go. You must come.

August Riedel, Sec'y.

#### MACHINERY AND WAGES.

Scientific discovery and mechanical invention have done everything to raise the wages of labor and to increase the comfort and welfare of the working people.

In addition to this the improvements growing out of application of scientific methods to production have greatly lightened human labor and largely transformed the skilled workman from a man of mere muscle to one of mind.

An old gentleman who had spent his life in the manufacture of machinery told the writer that when he first entered a machine shop as an apprentice there were none of the many ingenious tools and machines now in use for working in metals, but that the lathe and the drill alone were known. The "planer" was regarded as a dream, and if it became necessary to make a plane surface to a plate of iron it had to be done with hammer and cold chisel and "straight edge." To-day the workman adjusts a mass of metal upon a lathe or planing machine and turns on the power. The mechanism does all the work.

The skilled workman has only to keep an eye on his machine, and has most of his time in which to employ his mind. This is the age of machinery and scientific discovery, and mechanisms not yet dreamed of will be made to perform duties that even to-day it is believed must be done by hand. The use of machinery by increasing production dispenses with many hand workers, and this will go on to a greater degree than ever. Fortunately the men who are displaced are needed in industries that are being constantly created to supply human wants.

But while machinery turns out men from their old employments it raises the wages of those who are left to operate the machinery. These are required to know more, and are charged with greater responsibilities, and consequently must be paid in accordance. Take the machinery of a printing office. The old hand presses have given place to swift rotary machines moved by steam or electricity. Formerly the types were set up by hand. Now each typesetter is a typefounder, for by playing on the keys of a typewriter he creates lines, columns and pages of composition in solid metal. The day will come when the writer will put his thoughts directly into metal ready for the stereotyper, and the composing room force will be reduced to a few men to make up the forms. Of course, the world is not ready for this yet, but it will be developed in time.

Prof. Gunton, in his magazine for July, gives an interesting dissertation on the economics of production in its relation to machinery. He says:

In this country and England a very large proportion of the productive power is furnished by machinery, and, consequently, the production per capita is many times greater than in Asia. This is not because the laborers work harder or longer, but because they supply a much smaller proportion of the productive power. It can not be true, then, that

labor produces all the wealth; and the deduction that all the wealth belongs to labor is false.

If the proposition, that all wealth ethically belongs to labor, were accepted and acted upon, all progress would at once be stopped. It is absolutely necessary to progress that a part of the surplus be diverted to capital and productive uses. But it is neither economically nor morally true that all the surplus belongs to labor. On the contrary, it is nearly all created by capital. Nearly all the surplus diverted to labor is a net gain to the social welfare of the labor class, due not to its own improved ingenuity or increased efficiency or harder work, but to the scientific development of the forces of civilization, to which laborers seldom consciously contribute, but usually oppose.

Nearly every improvement in machinery and method of organization has been resisted by labor. It is only very recently that trade unions have recognized tacitly that opposition to new machinery must be abandoned; but it is not yet abandoned in many industries. Besides being supplied by capital the new machinery must be introduced in spite of the opposition of labor. If progress is to continue, the surplus product can not all go to labor. It is better for labor and better for society, and essential to progress, that a part of the surplus go to capital.

Moreover, regardless of the consequence to labor, society, or civilization, capital would absolutely refuse to contribute to human welfare unless it were allowed to enjoy a portion of the surplus. Profit is the only stimulant that will induce capital to enter the field of risk and enterprise. Deprive it of all surplus and economic experimentation and capitalistic investment will cease and progress will come to an end.

The claim of the socialistic theorists, that the products of industry should be shared equally by all the parties concerned in their production, is absolutely impracticable as human society is now organized. To carry out such an idea it would be necessary to seize and confiscate all private property and operate it for the benefit of all. To purchase all such property would be impossible, because there is not money enough, while the effect of such purchase, if it were possible, would be to continue in existence a wealthy class which would be incompatible with conditions in which the entire population of a community is required to be on the same social and financial level.

Such a system could only be brought into existence by confiscating all private property, and this could only be done, if done at all, by a tremendous and ferocious war. In the meantime labor and capital will have to work together, and perhaps the day may come when both shall be wise enough to establish relations of mutual equity and beneficence.

#### Rapid Increase in Liabilities.

In February of this year Van der Werp & Folkertsma, clothing merchants at 37 South Division street and 64 West Leonard street, made a signed statement—dated Jan. 1, 1904—showing total assets of \$10,832.61 and liabilities of \$750.58. Less than seven months later—on July 16—the firm uttered a trust chattel mortgage to J. A. S. Verdier, trustee,

securing creditors to the amount of \$22,216.85. The list of creditors and the amount owing each are as follows:

Spring Dry Goods Company	303 10
Wm. Connor Co.	\$5,189 88
Ideal Clothing	3,354 75
Otto Webber & Co.	161 54
Henry Jolling	600 00
Johannes Folkertsma	100 00
Mrs. P. Smits	200 00
Kent Co. Savings Bank	1,000 00
Gerrit Jolling	150 00
Mrs. D. J. Vanderwerp	285 00
G. R. Dry Goods Co.	352 60
W. F. Wurzburg Jew. Co.	16 95
P. Steketee & Sons	32 80
Rindge, Kalmbach, Logie & Co., Ltd.	10 00
Citizens Telephone Co.	9 00
Michigan Trust Co.	60 00
Thomasma Bros.	40 00
Herman Dosker	34 58
F. J. Provin	15 80
D. Schram	34 08
G. R. Herald	6 81
John Jungans	40 40
Aaron Marks & Co., Milwaukee	275 00
John Rosenfield, Milwaukee	275 00
Aaron Marks & Co., Milwaukee	150 00
Aaron Marks & Co., Milwaukee	400 00
Aaron Marks & Co., Milwaukee	400 00
Aaron Marks & Co., Milwaukee	1,297 14
Cohen Bros. & Co., Milwaukee	610 53
The Morawetz Co., Milwaukee	802 25
B. S. Scheffels, Milwaukee	267 50
David Adler & Sons, Milwaukee	285 91
Becker Mayer Co., Chicago	1,077 45
Jos. Fets Co., Chicago	181 05
Strouss, Eisendrath & Co., Chicago	120 50
L. Lowenstein & Sons, Chicago	15 00
Thomas & Hayden, Chicago	44 00
W. H. Bush & Co., Chicago	66 00
Vineberg Pat. Pocket Pants Co., Detroit, Mich.	91 00
Peerless Mfg. Co., Detroit	90 53
A. D. Rasen & Co., Detroit, Mich.	55 72
Adolph Arons & Co., N. Y.	675 65
Denzer, Goodhart & Co., N. Y.	126 00
Richman, Samberg & Co., N. Y.	75 50
Valentine & Rabinowitz, N. Y.	59 93
Michals Stern Co., Rochester, Mich.	
Richmond, Watterson & Co., Rochester, N. Y.	93 00
Goshen Shirt Co., Goshen, Ind.	232 81
N. Y.	899 16
Goshen Shirt Co., Goshen, Ind.	85 50
Mich. Central Woolen Co., Centerville, Mich.	71 34
Wile Bros. & Weill, Buffalo, N. Y.	586 50
Goldman, Beckman & Co., Cincinnati, Ohio	647 50
Cohen Bros. & Buckstein, Cleveland, Ohio	147 96
J. Berlin Cap Co., Toledo, Ohio	8 15
Dibble & Warner, Easthampton, Mass.	134 20

The cause of the embarrassment is attributed to the flood last spring, the firm alleging that it lost between \$7,000 and \$8,000 at that time.

#### The Boys Behind the Counter.

Adrian—Walter Knight, who has been for ten years an employe of the Wilcox Hardware Co., has severed his connection with that firm, and is now employed by James & Heabler.

Frankfort—Arthur Campbell, prescription clerk at Collins' drug store, has taken a position with West's drug house, Grand Rapids.

Lansing—Frank Nielshi has resigned his position with H. H. Curtis to become a house salesman for Swift & Co. at Saginaw.

Boyne City—Ira Van Leuvan has resigned his position at the Brackett Hardware Co.'s store to accept a more lucrative position with G. Von Platen here.

An Owosso advice, under date of July 19, is as follows: C. F. Schofield, a St. Johns traveling man, is dangerously ill as a result of the intense heat. Schofield fell unconscious in a hotel yesterday, and is very low from heart weakness.

Dr. W. E. Dockery, formerly engaged in the drug business at Big Rapids, has engaged to travel in this State for the Dr. Green Chemical Co., of Ionia.

You can build a business upon trickery just as you can build a house upon sand, but you must be nimble at dodging when the crash comes.





#### Michigan Board of Pharmacy.

President—Henry Heim, Saginaw.  
Secretary—Arthur H. Webber, Cadillac.  
Treasurer—J. D. Muir, Grand Rapids.  
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, Shepherd.  
Executive Committee—D. A. Hagans, Monroe; J. D. Muir, Grand Rapids; W. A. Hall, Detroit; Dr. Ward, St. Clair; H. J. Brown, Ann Arbor.  
Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkill, Owosso.

#### Relationship of the Manufacturer and Retail Druggist.\*

I wish to say a few words to you to-day on the relationship between the manufacturer, or, as he is commonly called, the proprietor, and the legitimate retail druggist. You must all admit that there is a bond of union between the manufacturer and retail druggist that does not exist nor can exist among any other trade. Their interests are identical. Their aim for price protection is identical.

When the retail druggists of the country are prosperous, are making money, are doing well, the manufacturer, as a result, shares in that prosperity, therefore it lies in the interest of the manufacturer and is his duty to see to it that the drug conditions existing among the drug trade of this country to-day, so far as price cutting is concerned and which is detrimental to the retail druggist, be wholly eliminated. There is no half-way ground to stand upon.

The question of price cutting must be eliminated, and I believe that it can be eliminated, but the remedy lies wholly with the manufacturer and the retail druggist. So long as there are elements in the drug trade which have no direct concern in preventing price cutting, and so long as this certain element—which I want to designate as the jobber element—has control, to a large extent, of the output of proprietary medicines, so long will cutting continue; so long will cutters exist; and so long will department stores be supplied with goods to the detriment of every legitimate druggist, not alone in Illinois, but in every hamlet, town and city of the United States.

The best illustration that comes to my mind at this moment as to the existing relationship between the jobber, manufacturer and retail druggist, as a house divided in itself, is that the manufacturer and legitimate druggist are the peaceful man and wife, until the jobber comes onto the scene as the mother-in-law. Peace reigns in the house of the happy couple; dissension arises as soon as the good mother-in-law crosses the threshold. She has nothing to gain by keeping peace in the house and

she only looks for her own emoluments—what she can get out of that son-in-law.

I am reminded of a trip I once took into the woods while on a vacation. I came to a log and there I found an inscription which read—"Turn me over." Out of curiosity I turned over this log and found another inscription, which read, "Now turn me back again, for I want to fool the other fellow." So it is with the jobber. He is everybody's friend and nobody's friend.

What does a jobber care at what price he sells a dollar preparation, so long as he gets his price? On the other hand, it is of vast importance to the manufacturer that all druggists derive a good, substantial, living profit on every article they sell, otherwise they can not agree to co-operate with the manufacturer and offer such article for sale. Right at this moment I want to say to you that I do not blame the retail druggists as a whole for substituting goods. I would do it. Every manufacturer in this country would do it; and beyond all question a jobber would do it if he was forced to sell or offer for sale an article which cost him \$8 a dozen at 57 cents.

It should be as clear as the noon-day sun to every intelligent, fair-minded business man, especially the legitimate retail druggist, where the cutters and department stores get their supply. It is not reasonable to suppose that a manufacturer would so far forget his own interests as to supply such sources. I wish at this moment to compliment the N. A. R. D. organization of this country for the good and noble work that it has done, but, like all great organizations, it is apt to fall into an error occasionally, and I think the greatest error that the organization ever committed or made was when it permitted the cutters of this country to join in wedlock with it. I want to tell you that a cutter has no right to stand by the side of the legitimate retail druggist. He has no right to breathe the same air. He has no right to enjoy the same companionship. He should be ostracized. The finger of scorn should be pointed at him. But what are the conditions that exist to-day? The leading cutters of Chicago are in the organization there, and, as a result, price cutting to-day is in a flourishing condition. I maintain that price cutting can be stopped and it can be stopped within a year from the time the legitimate retail druggists of this country join hands with the manufacturers, and if these retail druggists and the manufacturers would be in earnest in their desire to prevent price cutting, there is not an iota of doubt in my mind but what it can be accomplished.

The first step in this direction should be to eliminate every cutter from the N. A. R. D. organization. Let the manufacturers sell their goods direct to the retail druggists. Give the retail druggists the profit that the jobber now gets, for who is more entitled to all the profit that he can possibly get? Why, the "man behind the gun," the legitimate

retail druggist. And my further suggestion is, not to stop at the half-way station in this proposition, but to go marching on and on and on until every cutter in this country feels the power of good fellowship which exists between the manufacturer and the legitimate retail druggist. I do not mean to say that you shall go to the cutter and parley with him as to whether or not he is willing to be so good and gracious as to sell a dollar preparation for 71 cents which he had been selling for 67 cents, but to tell such cutter or department store that if they want to sell proprietary medicines they must be sold at the price marked on the package. Not a cent less, and if they do not want to do this, they can not get their supply from the manufacturer, who should be the direct distributing agent and who would then have to answer to you, gentlemen, whenever a manufacturer's goods were found in the hands of a cutter or department store.

Friends, can you tell to me a single reason why dollar goods should be sold at 89 cents? If 89 cents is to be the price, why not have the manufacturer mark 89 cents on the package and sell his goods accordingly to the retail druggists, so that they will make their profit which they are justly entitled to? I further maintain that a dollar preparation can be sold for one dollar and that it lies within the province of the legitimate retail druggists and manufacturers to fix that price.

There is a certain prominent retail drug firm in Chicago which is a member of the N. A. R. D. Association and also a member of the Chicago Retail Druggists' Association, but which tries to do everything in its power to tear down both of these organizations. These are men who are cutters to-day and who glory in it. Not long ago I had occasion to call on this particular firm in reference to signing our price contract and had the pleasure of meeting their manager. He stated to me that he wanted some of our goods, but he further stated that he could not sign a price contract, that he did not propose to sell goods at full prices; that his drug store was a cut-rate drug store; and with pride and egotism in his eye, he turned around to a large sign which was placed in the drug store, and in glaring letters—perhaps made with the blood money of the legitimate retail druggists of Chicago—I noticed the sign: "We cut everything." This gentleman gloried in the fact that he was a cutter and, incidentally, I mentioned to him: "My dear sir, do you see anything particularly pleasing, elevating or anything to brag about for you to stand up there and say that you are a pronounced cutter?" He failed to answer that question, and before I left I told him that he would not be able to obtain our goods through his jobber and that he would not be permitted to cut the price on our goods. These same fellows are to-day members of the N. A. R. D. and, I presume, members in good standing, but I wish to say to you

that they have no right there. They should not be permitted to become members of such a righteous organization. They can do no good there, but a great deal of harm.

In summing up what I have taken occasion to say, I will briefly state the points that you should not overlook in this uphill fight:

1. Eliminate the jobber as the supply depot.
  2. The manufacturers should be their own distributors, and it can be safely left to the discretion of the manufacturers to see that their goods are distributed and can be had by any druggist, no matter where the druggist may be located.
  3. Drive cutters and department stores out of all legitimate retail druggists' organizations.
  4. Serial number all goods and hold the manufacturer responsible when such serial numbered goods are found in the hands of either a cutter or a department store.
  5. Let all legitimate retail druggists put their shoulders to the wheel and be conscientious in their desire to eliminate price cutting, and not, because the jobber happens to be a good fellow, help him by fraudulent means to procure goods from a manufacturer who is trying to keep the goods out of the hands of such cutter.
  6. Sell dollar goods for one dollar and let the price on the package mean the price at which the goods should be sold.
  7. Remember that every legitimate retail druggist should become closely affiliated with the N. A. R. D. and demand that every cutter be driven out of the Association.
- If you will follow on this line full prices will not be a dream but a reality.

#### Not Taking His Own Medicine.

Doctor (after feeling pulse, looking at tongue, etc.)—There is nothing constitutionally wrong with you, madam, and I should advise you to marry again.

Youthful widow—Are you single, Doctor?

Doctor—I am, but doctors never prescribe for themselves, you know.

If a fortune-teller informs a middle-aged woman that she will have trouble before she is 30 she'll pay her money and go away satisfied.

### SCHOOL SUPPLIES STATIONERY AND SUNDRIES

Our travelers are out with a complete line of samples

Attractive Styles at  
Attractive Prices

Holiday Goods will soon be ripe and our line will please you

FIREWORKS for campaign use or  
Special Displays for any occasion on  
short notice. Send orders to

FRED BRUNDAGE

32 and 34 Western Ave., MUSKEGON, Mich.

\*Paper read by Louis Kaminsky before the Illinois Pharmaceutical Association at Rockford, Illinois, June 14, 1904.



## WHOLESALE DRUG PRICE CURRENT

Advanced—  
Declined—

Acidum	
Aceticum	60 3
Benzolcum, Ger.	70 15
Boricum	70 15
Carbolicum	26 29
Citricum	38 40
Hydrochlor	30 5
Nitrosum	30 10
Oxalicum	12 14
Phosphoricum, dil.	12 14
Salicylicum	42 45
Sulphuricum	12 14
Tannicum	12 14
Tartaricum	38 40
Ammonia	
Aqua, 13 deg.	40 6
Aqua, 20 deg.	60 8
Carbonas	12 15
Chloridum	12 15
Aniline	
Black	2 00 2 25
Brown	80 1 00
Red	45 50
Yellow	2 50 3 00
Baccae	
Cubebae, po. 25	22 24
Juniperus	50 6
Xanthoxylum	30 35
Balsamum	
Cubebae, po. 20	12 15
Peru	12 15
Terabin, Canada	60 65
Tolutan	45 50
Cortex	
Ables, Canadian	18
Cassiae	12
Cinchona Flava	12
Eunonymus atro.	30
Myrica Cerifera	30
Prunus Virgini.	12
Quillaja, gr'd.	12
Sassafras, po. 18	14
Ulmus, 25, gr'd.	45
Extractum	
Glycyrrhiza Gla.	24 30
Glycyrrhiza, po.	28 30
Haematox.	11 12
Haematox, is.	12 14
Haematox, 1/4s.	14 15
Haematox, 1/8s.	16 17
Ferru	
Carbonate Precip.	15
Citrate and Quinia	2 25
Citrate Soluble	70
Ferrocyanidum S.	15
Solut. Chloride	15
Sulphate, com'l.	15
Sulphate, com'l. by	80
bbl, per cwt.	7
Sulphate, pure	7
Flora	
Arnica	15 18
Anthemis	22 25
Matricaria	30 35
Folia	
Barosma	30 33
Cassia Acutifol.	20 25
Tinnevely	20 25
Cassia, Acutifol.	25 30
Salvia officinalis	12 14
1/4s and 1/8s.	12 14
Uva Ursi	80 100
Gummi	
Acacia, 1st pkd.	40 45
Acacia, 2d pkd.	40 45
Acacia, 3d pkd.	40 45
Acacia, sifted sta.	40 45
Acacia, po.	45 50
Aloe, Barb.	12 14
Aloe, Cape	12 14
Aloe, Socotri	12 14
Ammoniac	55 60
Assafoetida	35 40
Benzoinum	50 55
Catechu, is.	12 14
Catechu, 1/4s.	14 15
Catechu, 1/8s.	16 17
Camphora	75 80
Euphorbium	40 45
Galbanum	40 45
Gamboge, po.	1 25 1 35
Guaiacum, po. 35	70 75
Kino, po. 75c	70 75
Mastic	60 65
Myrrh, po. 50	60 65
Opil	3 00 3 10
Shellac	60 65
Shellac, bleached	65 70
Tragacanth	70 75
Herba	
Absinthium, oz pk	25
Eupatorium, oz pk	25
Lobelia, oz pk	25
Majorum, oz pk	25
Mentha Plo, oz pk	25
Mentha Vir, oz pk	25
Rue, oz pk	25
Tanacetum V.	25
Thymus V, oz pk	25
Magnesia	
Calcined, Pat.	55 60
Carbonate, Pat.	18 20
Carbonate K-M.	18 20
Carbonate	18 20
Oleum	
Absinthium	3 00 3 25
Amygdalae, Dulc.	50 60
Amygdalae Ama.	8 00 8 25
Anisi	1 75 1 85
Aurant Cortex	2 20 2 40
Bergamti	2 85 3 25
Caiputi	1 10 1 15
Caryophylli	1 50 1 60
Cedar	35 40
Chenopadi	2 20 2 30
Cinnamoni	1 10 1 20
Citronella	40 45
Conium Mac.	80 90
Copaiba	1 15 1 25
Cubebae	1 80 1 85

## Tinctures

## Aconitum Nap's R

## Aconitum Nap's F

## Aloes &amp; Myrrh

## Arnica

## Assafoetida

## Atrope Belladonna

## Aurant Cortex

## Benzoin

## Benzoin Co

## Barosma

## Cantharides

## Capsicum

## Cardamon

## Cardamon Co

## Castor

## Catechu

## Cinchona

## Cinchona Co

## Columba

## Cubebae

## Cassia Acutifol

## Digitalis

## Ferri Chloridum

## Gentian

## Gentian Co

## Guaiac

## Guaiac ammon

## Hyoscyamus

## Iodine

## Iodine, colorless

## Kino

## Lobelia

## Myrrh

## Nux Vomica

## Opil

## Opil, deodorized

## Quassia

## Rhatany

## Rhel

## Sanguinaria

## Serpentaria

## Stromonium

## Tolutan

## Valerian

## Veratrum Veride

## Zingiber

## Zingiber

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Mannia, S F	75 80	Sapo, M	10 12	Lard, extra	70 80
Menthall	5 50 5 75	Sapo, G	10 15	Lard, No. 1	60 65
Morphia, S P & W	35 40	Selditz Mixture	20 22	Linseed, pure raw	39 42
Morphia, S N Y Q	2 35 2 60	Sinapis	18	Linseed, boiled	40 43
Morphia, Mal	2 35 2 60	Sinapis, opt	30	Neatsfoot, w str.	65 70
Moschus Canton	40	Snuff, Maccaboy	40	Spts. Turpentine	63 65
Myristica, No. 1	38 40	De Voes	41	Paints	bbl L
Nux Vomica, po 15	10	Snuff, S'h De Vo's	41	Red Venetian	13 2 8
Os Sepia	25 28	Soda, Boras	9 11	Ochre, yel Mars	2 4
Pepsin Saac, H &	1 00	Soda, Boras, po	9 11	Ochre, yel Ber	2 4
P D Co	1 00	Soda et Pot's Tart	28 30	Putty, commer'l	2 4 2 3
Picls Liq N N 1/2	2 00	Soda, Carb	1 1/2 2	Putty, strictly pr	2 4 2 3
Picls Liq, qts	2 00	Soda, Bi-Carb	3 5	Vermillion, Prime	13 15
Picls Liq, pints	2 00	Soda, Ash	3 1/2 4	American	13 15
Pil Hydrarg po 80	10	Soda, Sulphas	3 1/2 4	Vermillion, Eng.	70 75
Piper Nigra po 22	10	Spts, Cologne	2 60	Green, Paris	14 18
Piper Alba po 35	10	Spts, Ether Co	50 55	Green, Feninsular	13 16
Plix Burgun	7	Spts, Myrcia Dom	2 00	Lead, red	6 7
Plumbi Acet	10 12	Spts, Vinl Rect bbl	4	Lead, white	6 7
Pulvis Ip'c et Opil	1 30 1 50	Spts, VI' Rect 1/2 b	4	Whiting, white S'n	90
Pyrethrum, bxs H	75	Spts, VI' R't 10 gal	4	Whiting, Gilders	95
Pyrethrum, pv	25 30	Spts, VI' R't 5 gal	4	White, Paris, Am'r	1 25
Quassia	8 10	Strychnia, Crystal	90 1 15	Whit'g, Paris, Eng	1 40
Quinia, S P & W	26 30	Sulphur, Subl	2 1/2 3 1/2	Universal Prep'd	1 10 1 20
Quinia, S Ger	26 30	Sulphur, Roll	2 1/2 3 1/2	Varnishes	
Quinia, N Y	26 30	Tamarinde	8 10	No. 1 Turp Coach	1 10 1 20
Rubia Tincturum	12 14	Terebenth Venice	28 30	Extra Turp	1 60 1 70
Saccharum La's	22 25	Theobromae	44 50	Coach Body	2 75 3 00
Salacin	4 50 4 75	Vanilla	9 00	No. 1 Turp Furn	1 00 1 10
Sanguis Drac's	40 50	Zinc Sulph	7 8	Extra T Damar	1 55 1 60
Sapo, W	12 14	Oils	bbl gal	Jap Dryer No 1 T	70 70
		Whale, winter	70 70		

HOLIDAY  
LINE

For the past three years we have shown the largest and best assorted line of Holiday Goods ever exhibited in Michigan.

This year we have a much larger and better assorted display than we have ever shown.

Our Mr. Dudley is now out with samples and we hope you will call on him when notified.

**Hazeltine & Perkins**  
**Drug Co.**

Wholesale Druggists  
Grand Rapids, Michigan

## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
Col		Col	
A		B	
Axle Grease		Bath Brick	
B		Brooms	
C		Brushes	
D		Butter Color	
E		Confections	
F		Candles	
G		Canned Goods	
H		Carbon Oils	
I		Catsup	
J		Cheese	
K		Chicory	
L		Chocolate	
M		Clothes Lines	
N		Cocoa	
O		Cocoanut	
P		Cocoa Shells	
Q		Coffee	
R		Crackers	
S		Dried Fruits	
T		Farinaceous Goods	
U		Fish and Oysters	
V		Flouring Extracts	
W		Fly Paper	
X		Fresh Meats	
Y		Fruits	
Z		Gelatin	
AA		Grain Bags	
AB		Grains and Flour	
AC		Herbs	
AD		Hides and Pelts	
AE		Indigo	
AF		Jelly	
AG		Licorice	
AH		Lye	
AI		Meat Extracts	
AJ		Mustard	
AK		Nuts	
AL		Olives	
AM		Pipes	
AN		Pickles	
AO		Playing Cards	
AP		Potash	
AQ		Provisions	
AR		Rice	
AS		Salad Dressing	
AT		Saleratus	
AU		Sal Soda	
AV		Salt	
AW		Salt Fish	
AX		Seeds	
AY		Shoe Blacking	
AZ		Snuff	
BA		Soap	
BB		Soda	
BC		Spices	
BD		Starch	
BE		Sugar	
BF		Syrups	
BG		Tea	
BH		Tobacco	
BI		Twine	
BJ		Vinegar	
BK		Washing Powder	
BL		Wicking	
BM		Woodenware	
BN		Wrapping Paper	
BO		Yeast Cake	

3

60 ft.	1 44
70 ft.	1 50
80 ft.	2 00
Cotton Braided	
40 ft.	95
50 ft.	1 35
60 ft.	1 65
Galvanized Wire	
No. 20, each 100 ft long.	1 90
No. 19, each 100 ft long.	2 10
COCOA	
Baker's	38
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	30
Epps	42
Huyler	45
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 3/4s	27
Van Houten, 1s	72
Webb	31
Wilbur, 1/4s	41
Wilbur, 1/2s	42

COCOANUT	
Dunham's 1/4s	26
Dunham's 1/2s & 3/4s	26 1/2
Dunham's 1s	27
Dunham's 3/4s	28
Bulk	12

COCOA SHELLS	
20 lb. bags	2 1/2
Less quantity	3
Pound packages	4

COFFEE	
Rio	
Common	11
Fair	12
Choice	15
Fancy	18
Santos	
Common	11
Fair	12 1/2
Choice	13 1/2
Fancy	16 1/2

DRIED FRUITS	
Apples	
Sundried	@
Evaporated	6 1/2 @ 7
California Prunes	
100-125 25 lb. boxes	@ 3 1/2
90-100 25 lb. boxes	@ 4
80-90 25 lb. boxes	@ 4 1/2
70-80 25 lb. boxes	@ 5
60-70 25 lb. boxes	@ 6
50-60 25 lb. boxes	@ 6 1/2
40-50 25 lb. boxes	@ 7 1/2
30-40 25 lb. boxes	@
1/4c less in bbl. cases	

Fair	
Choice	13 1/2
Choice	16 1/2
Choice	16 1/2
Fancy	19
Choice	15
Choice	15
African	12
Fancy African	17
O. G.	25
P. G.	31
Arabian	
Mocha	21

Package	
New York Basis	
Arbuckle	11 75
Dillworth	11 75
Jersey	11 25
Lion	11 25
McLaughlin's XXXX	11 25
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	

Extract	
Holland, 1/2 gro. boxes	95
Felix, 1/2 gro.	115
Hummel's foll. 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43
CRACKERS	
National Biscuit Company's	
Brands	
Butter	
Seymour Butters	6
N Y Butters	6
Salted Butters	6
Family Butters	6
Soda	
N B C Sodas	6
Select	8
Saratoga Flakes	13

Sweet Goods	
Animals	10
Assorted Cake	10
Bagley Gems	8
Belle Rose	8
Bent's Water	16
Butter Thln	13
Chocolate Drops	16
Cocoanut Taffy	12
Cinnamon Bar	9
Coffee Cake, N. B. C.	10
Coffee Cake, Iced	10
Cocoanut Macaroons	13
Cracknels	16
Currant Fruit	10
Chocolate Dainty	16
Cartwheels	9
Fluted Cocoanut	8
Frosted Creams	8
Ginger Gems	8
Ginger Snaps, N. B. C.	10
Grandma Sandwich	10
Graham Crackers	12
Honey Fingers, Iced	12
Honey Jumbles	12
Iced Happy Family	11
Iced Honey Crumple	10
Imperial	8
Indiana Belle	15
Jersey Lunch	8
Lady Fingers	12
Lady Fingers, hand md	12

CHEESE	
Acme	@ 9
Carland	@ 9
Carson City	@ 9 1/2
Elsie	@ 9 1/2
Emblem	@ 9 1/2
Gem	@ 9 1/2
Ideal	@ 9
Jersey	@ 9
Riverside	@ 9
Warners	@ 9
Brick	@ 12
Edam	@ 90
Leiden	@ 15
Limbinger	@ 11
Pineapple	@ 40
Swiss, domestic	@ 15
Swiss, imported	@ 23

CATSUP	
Columbia, 25 pts.	4 50
Columbia, 25 1/2 pts.	2 60
Snider's quarts	3 25
Snider's pints	2 25
Snider's 1/2 pints	1 30
CHEESE	
Acme	@ 9
Carland	@ 9
Carson City	@ 9 1/2
Elsie	@ 9 1/2
Emblem	@ 9 1/2
Gem	@ 9 1/2
Ideal	@ 9
Jersey	@ 9
Riverside	@ 9
Warners	@ 9
Brick	@ 12
Edam	@ 90
Leiden	@ 15
Limbinger	@ 11
Pineapple	@ 40
Swiss, domestic	@ 15
Swiss, imported	@ 23

CHEWING GUM	
American Flag Spruce	55
Beeman's Pepsin	60
Black Jack	55
Largest Gum Made	60
Sen Sen	55
Sen Sen Breath Per'e	1 00
Sugar Loaf	55
Yucatan	55
CHICORY	
Bulk	5
Red	7
Eagle	7
Frank's	7
Schener's	6

CHOCOLATE	
Walter Baker & Co.'s	
German Sweet	23
Premium	31
Vanilla	41
Caracas	35
Eagle	28
CLOTHES LINES	
Sisal	
60 ft. 2 thread, extra	1 00
72 ft. 2 thread, extra	1 40
90 ft. 2 thread, extra	1 70
60 ft. 6 thread, extra	1 29
72 ft. 6 thread, extra	
Jute	
60 ft.	75
72 ft.	90
90 ft.	1 05
120 ft.	1 50
Cotton Victor	
60 ft.	1 10
70 ft.	1 35
70 ft.	1 60
Cotton Windsor	
60 ft.	1 30

4

Lemon Biscuit Square	8
Lemon Wafer	16
Lemon Snaps	12
Lemon Gems	10
Lem Yen	10
Marshmallow	10
Marshmallow Cream	16
Marshmallow Walnut	16
Mary Ann	8
Malaga	10
Mich Coco F'sd honey	12
Milk Biscuit	8
Mixed Frosted Honey	12 1/2
Mixed Picnic	11 1/2
Molasses Cakes, Solid	8
Moss Jelly Bar	12
Muskegon Branch, Iced	10
Newton	12
Oatmeal Crackers	8
Orange Slice	16
Orange Gem	8
Penny Assorted Cakes	8
Pilot Bread	7
Pineapple Honey	15
Ping Pong	9
Pretzels, hand made	8
Pretzettes, hand m'd	7
Pretzettes, mch. m'd	7
Revere	14
Rube Sears	8
Scotch Cookies	10
Snowdrops	16
Spiced Sugar Tops	8
Sugar Cakes, scalloped	8
Sugar Squares	8
Sultanas	15
Spiced Gingers	8
Urchins	10
Vienna Crimp	8
Vanilla Wafer	16
Waverly	9
Zanzibar	9

DRIED FRUITS	
Apples	
Sundried	@
Evaporated	6 1/2 @ 7
California Prunes	
100-125 25 lb. boxes	@ 3 1/2
90-100 25 lb. boxes	@ 4
80-90 25 lb. boxes	@ 4 1/2
70-80 25 lb. boxes	@ 5
60-70 25 lb. boxes	@ 6
50-60 25 lb. boxes	@ 6 1/2
40-50 25 lb. boxes	@ 7 1/2
30-40 25 lb. boxes	@
1/4c less in bbl. cases	

Fair	
Choice	13 1/2
Choice	16 1/2
Choice	16 1/2
Fancy	19
Choice	15
Choice	15
African	12
Fancy African	17
O. G.	25
P. G.	31
Arabian	
Mocha	21

Package	
New York Basis	
Arbuckle	11 75
Dillworth	11 75
Jersey	11 25
Lion	11 25
McLaughlin's XXXX	11 25
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	

Extract	
Holland, 1/2 gro. boxes	95
Felix, 1/2 gro.	115
Hummel's foll. 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43
CRACKERS	
National Biscuit Company's	
Brands	
Butter	
Seymour Butters	6
N Y Butters	6
Salted Butters	6
Family Butters	6
Soda	
N B C Sodas	6
Select	8
Saratoga Flakes	13

Sweet Goods
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6	7	8	9	10	11
<b>MOLASSES</b> New Orleans Fancy Open Kettle . . . 40 Choice . . . 35 Fair . . . 26 Good . . . 22 Half barrels 2c extra <b>MINCE MEAT</b> Columbia, per case . . . 2 75 <b>MUSTARD</b> Horse Radish, 1 dz . . . 1 75 Horse Radish, 2 dz . . . 3 50 Bayle's Celery, 1 dz . . . 3 50 <b>OLIVES</b> Bulk, 1 gal. kegs . . . 1 00 Bulk, 3 gal. kegs . . . 95 Bulk, 5 gal. kegs . . . 90 Manzanilla, 7 oz . . . 80 Queen, pints . . . 2 35 Queen, 19 oz . . . 4 50 Queen, 28 oz . . . 7 00 Stuffed, 5 oz . . . 90 Stuffed, 8 oz . . . 1 45 Stuffed, 10 oz . . . 2 30 <b>PIPES</b> Clay, No. 216 . . . 1 70 Clay, T. D., full count . . . 65 Clay, "o. 3 . . . 85 <b>PICKLES</b> Medium Barrels, 1,200 count . . . 7 75 Half bbls, 600 count . . . 4 50 Small Half bbls, 1,200 count . . . 5 50 Barrels, 2,400 count . . . 9 50 <b>PLAYING CARDS</b> No. 90, Steamboat . . . 85 No. 15, Rival, assorted . . . 85 No. 20, Rover, enameled . . . 75 No. 572, Special . . . 1 75 No. 98, Golf, satin finish . . . 2 00 No. 808, Bicycle . . . 2 00 No. 632, Tourm't whist . . . 25 <b>POTASH</b> 48 cans in case . . . 4 00 Babbitt's . . . 4 00 Penna Salt Co.'s . . . 3 00 <b>PROVISIONS</b> Barreled Pork Mess . . . 14 00 Back fat . . . 14 50 Fat Back . . . 14 50 Short Cut . . . 13 50 Pig . . . 13 00 Bean . . . 12 50 Brisket . . . 12 50 Clear Family . . . 13 50 <b>Dry Salt Meats</b> Bellies . . . 9 75 S. P. Bellies . . . 10 75 Extra Shorts . . . 9 <b>Smoked Meats</b> Hams, 12 lb. average . . . 12 Hams, 14 lb. average . . . 12 Hams, 16 lb. average . . . 12 Hams, 20 lb. average . . . 12 Skinned Hams . . . 13 Ham, dried beef sets . . . 14 Shoulders, (N. Y. cut) . . . 14 Bacon, clear . . . 10 11 1/2 California Hams . . . 9 75 Boiled Hams . . . 19 Picnic Boiled Ham . . . 14 Berlin Ham pr's'd . . . 9 75 Mince Ham . . . 10 <b>Lard</b> Compound . . . 6 75 Pure . . . 8 60 lb. tubs, advance . . . 7 1/2 50 lb. tubs, advance . . . 7 50 lb. tins, advance . . . 7 1/2 20 lb. pails, advance . . . 7 10 lb. pails, advance . . . 7 5 lb. pails, advance . . . 7 3 lb. pails, advance . . . 7 <b>Sausages</b> Bologna . . . 6 75 Liver . . . 6 75 Frankfort . . . 8 Pork . . . 8 Veal . . . 8 Tongue . . . 9 75 Headcheese . . . 6 75 <b>Beef</b> Extra Mess . . . 10 50 Boneless . . . 10 50 Rump, new . . . 10 50 <b>Pig's Feet</b> 1/2 bbls, 40 lbs. . . . 1 10 1/2 bbls, 40 lbs. . . . 1 90 1/2 bbls, 40 lbs. . . . 1 75 1 bbls . . . 7 75 <b>Tripe</b> Kits, 15 lbs . . . 70 1/2 bbls, 40 lbs . . . 1 25 1/2 bbls, 80 lbs . . . 2 60 <b>Casings</b> Hogs, per lb. . . . 28 Beef rounds, set . . . 15 Beef middles, set . . . 45 Sheep, per bundle . . . 70 <b>Uncolored Butterine</b> Solid, dairy . . . 3 75 @ 11 1/2 Rolls, dairy . . . 3 75 @ 11 1/2 <b>Canned Meats</b> Corned beef, 2 . . . 2 50 Corned beef, 14 . . . 17 50 Roast beef, 2 @ . . . 2 50 Potted ham, 1/4s . . . 45 Potted ham, 1/4s . . . 85 Deviled ham, 1/4s . . . 45 Deviled ham, 1/4s . . . 45 Potted tongue, 1/4s . . . 45 Potted tongue, 1/4s . . . 85 <b>RICE</b> Domestic Carolina head, fancy . . . 5 @ 6 Carolina No. 1 . . . 10 1/2 @ 5 Carolina No. 2 . . . 5 Broken . . . 3 @ 3 1/2 Japan No. 1 . . . 4 1/2 @ 5 Japan No. 2 . . . 3 1/2 @ 4 Java, fancy head . . . 6 1/2 @ 4 Java No. 1 . . . 6 1/2 @ 4	<b>SALAD DRESSING</b> 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 <b>SALERATUS</b> Packed 60 lbs. in box Arm and Hammer . . . 3 15 Deland's . . . 3 00 Dwight's Cow . . . 3 15 Emblem . . . 2 10 L. P. . . . 3 00 Wyandotte, 100 3/4s . . . 3 00 <b>SAL SODA</b> Granulated, bbls . . . 85 Granulated, 100lb cases . . . 1 00 Lump, bbls . . . 75 Lump, 145lb. kegs . . . 95 <b>SALT</b> Diamond Crystal Table Cases, 24 3lb. boxes . . . 1 40 Barrels, 100 3lb. bags . . . 3 00 Barrels, 50 6lb. bags . . . 3 00 Barrels, 40 7lb. bags . . . 2 75 Butter Barrels, 320 lb. bulk . . . 2 65 Barrels, 20 14lb. bags . . . 2 35 Sacks, 28 lbs . . . 27 Sacks, 56 lbs . . . 67 Shaker Boxes, 24 2lb . . . 1 50 Butter Bris, 280 lbs, bulk . . . 2 25 Linen bags, 5-56 lbs . . . 3 00 Linen bags, 10-28 lbs . . . 3 00 Cotton bags, 10-28 lbs . . . 2 75 Cheese Bbls., 280 lb. bulk . . . 2 40 5 barrel lots, 5 per cent. discount. 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. <b>Common Grades</b> 100 3lb. sacks . . . 1 90 60 5lb. sacks . . . 1 80 28 10lb. sacks . . . 1 70 26 lb. sacks . . . 30 56 lb. sacks . . . 15 <b>Warsaw</b> 56 lb. dairy in drill bags . . . 40 28 lb. dairy in drill bags . . . 20 <b>Solar Rock</b> 56 lb. sacks . . . 22 <b>Common</b> Granulated, fine . . . 30 Medium Fine . . . 90 <b>SALT FISH</b> Cod Large Whole . . . @ 6 1/2 Small Whole . . . @ 6 Strips or bricks, 7 1/2 @ 10 Pollock . . . @ 3 1/2 <b>Halibut</b> Strips . . . 14 1/2 Chunks . . . 15 <b>Herring</b> Holland White Hoop, barrels . . . 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 <b>Trout</b> No. 1, 100 lbs. . . . 6 50 No. 1, 40 lbs. . . . 2 75 No. 1, 10 lbs. . . . 80 No. 1, 8 lbs . . . 68 <b>Mackerel</b> Mess, 100 lbs. . . . 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 <b>Whitefish</b> No. 1 No. 2 Fam 100 lbs. . . . 8 50 3 50 50 lbs. . . . 4 50 2 10 10 lbs. . . . 1 00 52 8 lbs. . . . 82 44 <b>SEEDS</b> Anise . . . 15 Canary, Smyrna . . . 6 Caraway . . . 1 00 Cardamon, Malabar . . . 1 00 Celery . . . 10 Hemp, Russian . . . 4 Mixed Bird . . . 4 Mustard, white . . . 8 Poppy . . . 8 Rape . . . 4 1/2 Cattle Bone . . . 25 <b>SHOE BLACKING</b> Handy Box, large, 3 dz . . . 2 50 Handy Box, small . . . 1 25 Bixby's Royal Polish . . . 85 Miller's Crown Polish . . . 85 <b>SNUFF</b> Scotch, in bladders . . . 37 Macarboy, in jars . . . 4 French Sappit, in jars . . . 4	<b>SOAP</b> Central City Soap Co's brand. Jaxon . . . 2 85 Jaxon, 5 box, del. . . 2 85 Jaxon, 10 box, del. . . 2 75 Johnson Soap Co. brands Silver King . . . 3 65 Calumet Family . . . 2 75 Scotch Family . . . 2 85 Cuba . . . 2 35 J. S. Kirk & Co. brands American Family . . . 4 05 Dusky Diamond, 50 doz . . . 2 80 Dusky D'nd., 100 doz . . . 3 80 Jap Rose . . . 3 75 Savon Imperial . . . 3 10 White Russian . . . 2 85 Lomo, oval bars . . . 2 85 Satinet, oval . . . 2 15 White Cloud . . . 4 00 Lautz Bros. & Co. brands Big Acme . . . 4 00 Acme, 100-1/2 lb. bars . . . 3 10 Big Master . . . 4 00 Snow Boy P'dr, 100 pk. 4 00 Marselles . . . 4 00 Proctor & Gamble brands Lenox . . . 2 85 Ivory, 6 oz . . . 4 00 Ivory, 10 oz . . . 6 75 Star . . . 3 10 A. B. Wrisley brands Good Cheer . . . 4 00 Old Country . . . 3 40 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots . . . 9 00 Sapolio, half gross lots . . . 4 50 Sapolio, single boxes . . . 2 25 Sapolio, hand . . . 2 25 <b>SODA</b> Boxes . . . 5 1/2 -egs, English . . . 4 1/2 <b>SOUPS</b> Columbia . . . 3 80 Red Letter . . . 90 <b>SPICES</b> Whole Spices Allspice . . . 12 Cassia, China in mats . . . 12 Cassia, Batavia, bund . . . 28 Cassia, Saigon, broken . . . 40 Cassia, Saigon, in rolls . . . 55 Cloves, Amboy . . . 23 Cloves, Zanzibar . . . 20 Mace . . . 55 Nutmegs, 75-80 . . . 45 Nutmegs, 105-10 . . . 35 Nutmegs, 115-20 . . . 30 Pepper, Singapore, blk. . . 15 Pepper, Singp. white . . . 25 Pepper, shot . . . 17 Pure Ground in Bulk Allspice . . . 16 Cassia, Batavia . . . 28 Cassia, Saigon . . . 48 Cloves, Zanzibar . . . 23 Ginger, African . . . 15 Ginger, Cochlin . . . 18 Ginger, Jamaica . . . 25 Mace . . . 65 Mustard . . . 18 Pepper, Singapore, blk. . . 17 Pepper, Singp. white . . . 28 Pepper, Cayenne . . . 20 Sage . . . 20 <b>STARCH</b> Common Gloss 1lb. packages . . . 4 @ 5 3lb. packages . . . 4 @ 5 6lb. packages . . . 5 @ 5 40 and 50 lb. boxes . . . 3 @ 3 1/2 Barrels . . . @ 3 <b>Common Corn</b> 20 lb. packages . . . 5 40 lb. packages . . . 4 @ 7 <b>SYRUPS</b> Corn Barrels . . . 23 Half barrels . . . 25 20 lb cans 1/2 dz in case . . . 60 10 lb cans 1/2 dz in case . . . 60 5 lb. cans, 1 dz in case . . . 1 85 2 1/2 lb cans 2 dz in case . . . 1 85 <b>Pure Cane</b> Fair . . . 16 Good . . . 20 Choice . . . 25 <b>TEA</b> Japan Sundried, medium . . . 24 Sundried, choice . . . 32 Sundried, fancy . . . 36 Regular, medium . . . 24 Regular, choice . . . 32 Regular, fancy . . . 36 Basket-fired, medium . . . 31 Basket-fired, choice . . . 38 Basket-fired, fancy . . . 43 Nibs . . . 22 @ 24 Siftings . . . 9 @ 11 Fannings . . . 12 @ 14 <b>Gunpowder</b> Moyune, medium . . . 30 Moyune, choice . . . 32 Moyune, fancy . . . 40 Pingsuey, medium . . . 30 Pingsuey, choice . . . 30 Pingsuey, fancy . . . 40 <b>Young Hyson</b> Choice . . . 30 Fancy . . . 36 <b>Oolong</b> Formosa, fancy . . . 42 Amoy, medium . . . 25 Amoy, choice . . . 32	<b>English Breakfast</b> Medium . . . 20 Choice . . . 30 Fancy . . . 40 <b>India</b> Ceylon, choice . . . 32 Fancy . . . 45 <b>TOBACCO</b> Fine Cut Cadillac . . . 54 Sweet Loma . . . 33 Hiawatha, 5lb. pails . . . 56 Hiawatha, 10lb. pails . . . 54 Telegram . . . 29 Pay Car . . . 31 Prairie Rose . . . 49 Protection . . . 40 Sweet Burley . . . 42 Tiger . . . 40 <b>Plug</b> Red Cross . . . 31 Falo . . . 37 Kyo . . . 35 Hiawatha . . . 41 Battle Ax . . . 37 American Eagle . . . 33 Standard Navy . . . 37 Spear Head 7 oz . . . 47 Spear Head 14 2-3 oz . . . 44 Nobby Twist . . . 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 <b>Smoking</b> Sweet Core . . . 34 Flat Car . . . 32 Great Navy . . . 34 Warpath . . . 26 Bamboo, 16 oz . . . 25 I X L, 5 lb . . . 37 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, 2-3 oz . . . 39 Yum Yum, 1lb. pails . . . 40 Cream . . . 38 Corn Cake, 2 1/2 oz . . . 24 Corn Cake, 1lb. . . . 22 Plover Boy, 1 2-3 oz . . . 39 Plover Boy, 3 1/2 oz . . . 39 Peerless, 3 1/2 oz . . . 35 Peerless, 1 2-3 oz . . . 35 Air Brake . . . 36 Cant Hook . . . 30 Country Club . . . 32-34 Forex-XXXX . . . 28 Good Indian . . . 23 Self Binder . . . 20-22 Silver Foam . . . 34 <b>TWINE</b> Cotton, 3 ply . . . 25 Cotton, 4 ply . . . 25 Jute, 2 ply . . . 14 Hemp, 6 ply . . . 13 Flax, medium . . . 20 Wool, 1lb. balls . . . 6 1/2 <b>VINEGAR</b> Malt White Wine, 40 gr. 8 Malt White Wine, 80 gr. 11 Pure Cider, B & B . . . 11 Pure Cider, Red Star . . . 11 Pure Cider, Robinson . . . 10 Pure Cider, Silver . . . 10 <b>WASHING POWDER</b> Diamond Flake . . . 2 75 Gold Brick . . . 3 25 Gold Dust, 24 large . . . 50 Gold Dust, 100-50 . . . 40 Kirkoline, 24 4lb. . . . 3 90 Pearline . . . 3 75 Soapine . . . 4 10 Babbitt's 1776 . . . 3 75 Roseine . . . 3 50 Armour's . . . 3 70 Nine O'clock . . . 3 35 Wisdom . . . 3 80 Scourine . . . 3 50 Rub-No-More . . . 3 75 <b>WICKING</b> No. 0 per gross . . . 30 No. 1 per gross . . . 40 No. 2 per gross . . . 50 No. 3 per gross . . . 75 <b>WOODENWARE</b> Baskets Bushels, wide band . . . 1 00 Bushels, wide band . . . 1 25 Market . . . 35 Splint, large . . . 6 00 Splint, medium . . . 5 00 Splint, small . . . 4 00 Willow, Clothes, large, 7 25 Willow Clothes, med'm . . . 6 00 Willow Clothes, small, 5 50 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 <b>Butter Plates</b> No. 1 Oval, 250 in crate . . . 40 No. 2 Oval, 250 in crate . . . 45 No. 3 Oval, 250 in crate . . . 50 No. 5 Oval, 250 in crate . . . 60	<b>Churns</b> Barrel, 5 gal., each . . . 2 40 Barrel, 10 gal., each . . . 2 55 Barrel, 15 gal., each . . . 2 70 <b>Clothes Pins</b> Round head, 5 gross bx . . . 55 Round head, 10 gross . . . 75 <b>Egg Crates</b> Humpty Dumpty . . . 2 40 No. 1, complete . . . 32 No. 2, complete . . . 18 <b>Faucets</b> Cork lined, 8 in . . . 65 Cork lined, 9 in . . . 75 Cork lined, 10 in . . . 85 Cedar, 8 in . . . 55 <b>Mop Sticks</b> Trojan spring . . . 90 Eclipse patent spring . . . 85 No. 1 common . . . 75 No. 2 pat. brush holder . . . 85 12lb. cotton mop heads . . . 25 Ideal No. 7 . . . 90 <b>Pails</b> 2-hoop Standard . . . 1 60 3-hoop Standard . . . 1 75 2-wire, Cable . . . 1 70 3-wire, Cable . . . 1 90 Cedar, all red, brass . . . 25 Paper, Eureka . . . 2 25 Fibre . . . 2 70 <b>Toothpicks</b> Hardwood . . . 2 50 Softwood . . . 2 75 Banquet . . . 1 50 Ideal . . . 1 50 <b>Traps</b> Mouse, wood, 2 holes . . . 22 Mouse, wood, 4 holes . . . 45 Mouse, wood, 6 holes . . . 70 Mouse, tin, 5 holes . . . 65 Rat, wood . . . 80 Rat, spring . . . 75 <b>Tubs</b> 20-in. Standard, No. 1 . . . 7 00 18-in. Standard, No. 2 . . . 6 00 16-in. Standard, No. 3 . . . 5 00 20-in. Cable, No. 1 . . . 7 50 18-in. Cable, No. 2 . . . 6 50 16-in. Cable, No. 3 . . . 5 50 No. 1 Fibre . . . 10 80 No. 2 Fibre . . . 9 45 No. 3 Fibre . . . 8 55 <b>Wash Boards</b> Bronze Globe . . . 2 50 Dewey . . . 1 75 Double Acme . . . 2 75 Single Acme . . . 2 25 Double Peerless . . . 3 25 Single Peerless . . . 2 50 Northern Queen . . . 2 50 Double Duplex . . . 3 70 Good Luck . . . 2 75 Universal . . . 2 25 <b>Window Cleaners</b> 12 in. . . . 1 65 14 in. . . . 1 85 16 in. . . . 2 30 <b>Wood Bowls</b> 13 in. Butter . . . 1 15 15 in. Butter . . . 2 00 17 in. Butter . . . 3 25 19 in. Butter . . . 4 75 Assorted 13-15-17 . . . 2 25 Assorted 15-17-19 . . . 3 25 <b>WRAPPING PAPER</b> Common Straw . . . 1 1/2 Fibre Manila, white . . . 2 1/2 Fibre Manila, colored . . . 4 No. 1 Manila . . . 4 Cream Manila . . . 3 Butcher's Manila . . . 2 1/2 Wax Butter, short cut . . . 13 Wax Butter, full count . . . 20 Wax Butter, rolls . . . 15 <b>YEAST CAKE</b> Magic, 3 doz. . . . 1 15 Sunlight, 3 doz. . . . 1 00 Sunlight, 1 1/2 doz. . . . 50 Yeast Foam, 3 doz. . . . 1 15 Yeast Cream, 3 doz . . . 1 00 Yeast Foam, 1 1/2 doz . . . 58 <b>FRESH FISH</b> Jumbo Whitefish . . . 11 @ 12 No. 1 Whitefish . . . @ 9 White fish . . . 10 @ 12 Trout . . . 7 @ 8 Haddock . . . 10 @ 11 Ciscos or Herring . . . @ 5 Bluefish . . . 11 @ 12 Live Lobster . . . @ 22 Boiled Lobster . . . @ 23 Cod . . . @ 12 1/2 Haddock . . . @ 8 No. 1 Pickerel . . . @ 8 1/2 Pike . . . @ 7 Perch, dressed . . . @ 12 1/2 Smoked White . . . @ 12 1/2 Red Snapper . . . @ Col. River Salmon . . . 15 @ 16 Mackerel . . . 14 @ 15 <b>OYSTERS</b> Cans F. H. Counts . . . per can <b>HIDES AND PELTS</b> Hides Green No. 1 . . . 7 1/2 Green No. 2 . . . 6 1/2 Cured No. 1 . . . 9 1/2 Cured No. 2 . . . 8 1/2 Calfskins, green No. 1 . . . 10 Calfskins, green No. 2 . . . 8 1/2 Calfskins, cured No. 1 . . . 12 Calfskins, cured No. 2 . . . 10 1/2 Steer Hides 60lbs over . . . 9 1/2 <b>Pelts</b> Old Wool . . . 15 @ 1 50 Lamb . . . 10 @ 1 50 Snearlings . . . 10 @ 40 Tallow No. 1 . . . @ 4 No. 2 . . . @ 3 Wool Washed, fine . . . @ 22 Washed, medium . . . @ 25 Unwashed, fine . . . 14 @ 20 Unwashed, med. . . 21 @ 22 1/2 <b>CONFECTIONS</b> Stick Candy Standard . . . 7 1/2 Standard H. H. . . 7 1/2 Standard Twist . . . 8 Cut Loaf . . . 9 Jumbo, 32lb. . . . 7 1/2 Extra H. H. . . 7 1/2 Boston Cream . . . 10 Old Time Sugar stick 30 lb. case . . . 12 <b>Mixed Candy</b> Grocers . . . 6 Competition . . . 7 Special . . . 7 1/2 Conserve . . . 7 1/2 Royal . . . 8 1/2 Ribbon . . . 9 Broken . . . 8 Cut Loaf . . . 8 English Rock . . . 9 Kindergarten . . . 8 1/2 Bon Ton Cream . . . 8 1/2 French Cream . . . 9 Star . . . 11 Hand made Cream . . . 14 1/2 Premio Cream mixed . . . 12 1/2 <b>Fancy-In Pails</b> O F Horehound Drop . . . 10 Gypsy Hearts . . . 14 Coco Bon Bons . . . 12 Fudge Squares . . . 12 Peanut Squares . . . 11 Sugared Peanuts . . . 12 Starlight Kisses . . . 10 San Blas Goodies . . . 12 Lozenges, plain . . . 9 Lozenges, printed . . . 10 Champion Chocolate . . . 11 Eclipse Chocolates . . . 13 Quintette Chocolates . . . 12 Champion Gum Drops . . . 9 Lemon Sours . . . 9 Imperial . . . 9 Ital. Cream Opera . . . 12 Ital. Cream Bon Bons . . . 12 20 lb. pails . . . 12 Molasses Chews, 15lb. cases . . . 12 Golden Waffles . . . 12 <b>Fancy-In 5lb. Boxes</b> Lemon Sours . . . 50 Peppermint Drops . . . 60 Chocolate Drops . . . 60 H. M. Choc. Drops . . . 85 H. M. Choc. Lt. and . . . 85 Dark No. 12 . . . 1 00 Brilliant Gums, Crya . . . 60 O. F. Licorice Drops . . . 80 Lozenges, plain . . . 55 Lozenges, printed . . . 60 Imperial . . . 55 Molasses . . . 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 30lb. case . . . 3 25 Up-to-Date Assmt, 32 lb. case . . . 3 50 <b>Pop Corn</b> Dandy Smack, 24s . . . 65 Dandy Smack, 100s . . . 2 75 Pop Corn Fritters, 100s . . . 50 Pop Corn Toast, 100s . . . 50 Cracker Jack . . . 3 00 Pop Corn Balls . . . 1 30 <b>NUTS</b> Whole Almonds, 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 Pecans, Med. . . 9 Pecans, Ex. Large . . . 10 Pecans, Jumbos . . . 11 Hickory Nuts per bu . . . 1 75 Ohio new . . . 1 75 Cocanuts . . . 1 Chestnuts, per bu . . . 1 <b>Shelled</b> Spanish Peanuts, 7 1/2 @ 8 Pecan Halves . . . 28 Walnut Halves . . . 25 Filbert Meats . . . 25 Alcantara Almonds . . . 3 Jordan Almonds . . . 47 <b>Peanuts</b> Fancy, H. P. Suns, 6 1/2 @ 7 Fancy, H. P. Suns . . . 7 1/2 @ 8 Roasted . . . 7 1/2 @ 8 Choice, H. P. Jumbos . . . 8 1/2 @ 9 Choice H. P. Jumbos, Roasted . . . 9 1/2 @ 9 1/2	

## SPECIAL PRICE CURRENT

## AXLE GREASE



Mica, tin boxes .75 9 00  
Paragon .55 6 00

BAKING POWDER  
Jaxon Brand

1 lb. cans, 4 doz. case 45  
1/2 lb. cans, 4 doz. case 85  
1 lb. cans, 2 doz. case 1 00

## Royal



10c size. 90  
1/2 lb. cans 135  
6 oz. cans 190  
1/2 lb. cans 250  
1 lb. cans 375  
1 lb. cans 480  
1 lb. cans 13 00  
5 lb. cans 21 50

## BLUING

Arctic 4 oz. ovals, p. gro 4 00  
Arctic 8 oz. ovals, p. gro 6 00  
Arctic 16 oz. rtd. p. gro 9 00

BREAKFAST FOOD  
Walsh-DeRoo So.'s Brands

Sunlight Flakes  
Per case . . . . . \$4 00  
Wheat Grits  
Cases, 24 2 lb. pack's. \$2 00

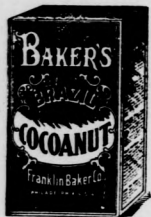
## CIGARS



G. J. Johnson Cigar Co.'s bd.  
Less than 500 . . . . . \$3 00  
500 or more . . . . . \$2 00  
1,000 or more . . . . . \$1 00

## COCOANUT

Baker's Brazil Shredded



70 1/2 lb. pkg. per case. 2 60  
35 1/2 lb. pkg. per case. 2 60  
35 1/2 lb. pkg. per case. 2 60  
16 1/2 lb. pkg. per case. 9 80

## FRESH MEATS

## Beef

Carcass . . . . . 5 @ 9  
Forequarters . . . . . 5 1/2 @ 6 3/4  
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 . . . . . @ 7 1/2  
Loins . . . . . @ 13 1/2  
Boston Butts . . . . . @ 11 1/2  
Shoulders . . . . . @ 10 1/2  
Leaf Lard . . . . . @ 7

## Mutton

Carcass . . . . . 6 @ 7  
Lamb . . . . . 8 1/2 @ 10

## Veal

Carcass . . . . . 5 @ 7 1/2



## CORN SYRUP

24 10c cans . . . . . 1 84  
12 25c cans . . . . . 2 30  
6 50c cans . . . . . 2 30

## COFFEE

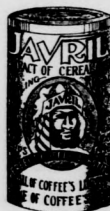
Roasted  
Dwinell-Wright Co.'s Bds.



White House, 1 lb. . . . .  
White House, 2 lb. . . . .  
Excelsior, M & J, 1 lb. . . . .  
Excelsior, M & J, 2 lb. . . . .  
1st 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., Sagin-  
aw; Meisel & Goeschel,  
Bay City; Godsmark, Du-  
rand & Co., Battle Creek;  
Fielbach Co., Toledo.

## COFFEE SUBSTITUTE

## Javril



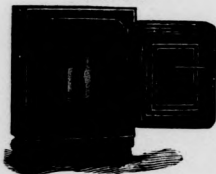
2 doz. in case. . . . . 4 50



## CONDENSED MILK

4 doz. in case  
Gail Borden Eagle . . . . . 6 40  
Crown . . . . . 5 90  
Champion . . . . . 4 52  
Daisy . . . . . 4 70  
Magnolia . . . . . 4 00  
Challenge . . . . . 4 40  
Dime . . . . . 3 85  
Peerless Evap'd Cream 4 00

## SAFES



Full line of the celebrated  
Diebold fire and burglar  
proof safes kept in stock  
by the Tradesman Com-  
pany. Twenty different  
sizes on hand at all times  
—twice as many safes as  
are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

## STOCK FOOD.

Superior Stock Food Co.,  
Ltd.

\$ .50 carton, 36 in box. 10.80  
1.00 carton, 18 in box. 10.80  
12 1/2 lb. cloth sacks . . . . . 84  
25 lb. cloth sacks . . . . . 1.65  
50 lb. cloth sacks . . . . . 3.15  
100 lb. cloth sacks . . . . . 6.00  
Peck measure . . . . . .90  
1/2 bu. measure . . . . . 1.80  
12 1/2 lb. sack Cal meal . . . . . 39  
25 lb. sack Cal meal . . . . . 75  
F. O. B. Plainwell, Mich.

## SOAP

Beaver Soap Co.'s Brands



100 cakes, large size . . . 6 50  
50 cakes, large size . . . 3 25  
100 cakes, small size . . . 3 85  
50 cakes, small size . . . 1 95

Tradesman Co.'s Brand



Black Hawk, one box . . . 2 50  
Black Hawk, five bxs. . . 2 40  
Black Hawk, ten bxs. . . 2 25

## TABLE SAUCES

Halford, large . . . . . 3 75  
Halford, small . . . . . 2 25

Place Your  
Business

on a  
Cash Basis  
by using

our  
Coupon Book  
System.

We  
manufacture  
four kinds

of  
Coupon Books  
and

sell them  
all at the  
same price  
irrespective of  
size, shape  
or  
denomination.

We will  
be  
very  
pleased  
to  
send you samples  
if you ask us.  
They are  
free.

Tradesman Company  
Grand Rapids

Are You  
Fair

?

Did you ever send for  
one of our catalogues  
and, really, give it a  
thorough examination

?

Grant every man a hearing.  
That's fair. We "drum" by cata-  
logue only. Will you not grant  
our only "man" a hearing—in fair-  
ness to us?

To your own self, be fair. We  
were, less than thirty years ago,  
making an insignificant start. We  
are, to day, one of the country's  
six big wholesalers. We must be  
giving values and service.  
Surely values and service are of  
interest to you?

Goods in more than fifty differ-  
ent departments, truthfully pictur-  
ed, clearly described—prices  
printed, net, and guaranteed until  
a mentioned date—practical talks  
on ways and means of doing more  
business—these, and more, are in  
every catalogue of ours. Could  
there be a "man" more deserving  
of a hearing from you?

In fairness to us—in fairness to  
yourself—won't you send for our  
July catalogue and look it over  
thoroughly? This July catalogue  
is number J509.

BUTLER  
BROTHERS

Wholesalers of Everything  
By Catalogue Only.

New York Chicago St. Louis

If you  
want  
to get  
the  
Want  
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get,  
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Better.  
The  
Tradesman  
wants to  
get your  
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because  
it wants  
you to  
get the  
Want  
you  
want  
to get.



# 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.

Fine farm, 120 acres, Shiawassee county, Mich., exchange for drug stock or drugs and merchandise. Address No. 697, care Michigan Tradesman. 697

Will sell cheap for cash No. 3 Hubbard oven, pan and trough, in good shape. John Coulter, Antwerp, Ohio. 698

For Sale—A meat market doing good business; ice house in rear, with ice. Full set of tools; living rooms over market. Must sell. Reason, poor health. Enquire of No. 679, care Michigan Tradesman. 679

For Sale—Good two-story, steel-sheeted, tar and gravel roofed store building, 20x74 feet on the best street of good town. Secured trade in trade; must sell. Address 819 Lake St., Petoskey, Mich. 681

For Sale—Millinery store at once; going to leave the city; splendid chance for someone to make some money; only two besides mine, and the place has 5,000 inhabitants; two railroads and electric road. Write at once or come and see for yourself. Mrs. Addie Wieland, Marshall, Mich. 683

I would like to rent one side of my store to a boot and shoe or dry goods man. Fifty feet deep; nice window for display; electric lights. Best location in the booming town of Boyne City, Mich. Wm. Pratt, the Jeweler. 685

For Sale or Trade—The leading hardware store in prosperous city in Western Illinois, for small farm or income city property in Indiana preferred. Address Rambler, care Michigan Tradesman. 686

For Sale—Stock of groceries and staple dry goods and boots and shoes, located in good trading point, nine miles from the nearest city. Annual sales aggregate \$15,000. Good location to handle poultry and farm produce. Property includes half acre of land, new store building, good barn, store house and oil house. Good church and school privileges. Wagon can be run in connection with store to advantage. Will sell for cash only. Address No. 687, care Michigan Tradesman. 687

Must sell—fading health—drugs and fixtures; no dead stock; no cut rates; stock could be increased by adding jewelry, wall paper, school books or paints. Invoices \$2,500. Address "Invalid," care Michigan Tradesman. 688

For Sale—Established shoe store, five years; best locality in the richest copper country in the world. Times always good; clean saleable stock; 40,000 population. For particulars address Globe Shoe Co., Calumet, Mich. 689

Wanted—Man with some capital to join me in organization of company in some hustling town for manufacture of the "World Beater" Automatic Bailing presses, at 50 per cent. the cost of any other of equal capacity on the continent; for hand, horse and steam power, 7, 20, 30 tons per day of hay, straw or any material baleable. Patented in United States June 28, 1904. Apply Patentee, Postoffice Box 49, Detroit, Mich. 690

Exceptional Opportunity—For Sale—In prosperous town in Northern Michigan thriving meat market and flour and feed business, with first class slaughter house and 22 acres of cleared hardwood land under cultivation, surrounded by three lumber camps, which are furnished from this market. Average monthly sales, \$1,500. Good house and lot adjoining also for sale. Ill health reason for retirement. Don't miss this chance. Write to-day for particulars, No. 692, care Michigan Tradesman. 692

For Sale for Cash—General stock of merchandise with fixtures, \$3,500. Will sell, lease or exchange building. Address Grocery, care Michigan Tradesman. 693

For Sale—Excellent stock general merchandise; inventories \$6,000; sickness reason for selling. Address Lock Box 6, Manton, Mich. 694

General Stock for Sale—Best location; only general stock in one of the busiest cities of ten thousand population in State. Stock inventories about \$8,000 and consists of dry goods, shoes and groceries. Store has been conducted four years on spot cash basis. Sales for 1903 were \$60,000. A chance like this seldom comes. Owners compelled to sell on account of poor health. Address No. 696, care Michigan Tradesman. 696

Restaurant—Finest stand in Northern Ohio; doing a \$28,000 to \$30,000 business each year; 40 years' standing. Will take farm or good city property for part payment. Jule Magnee, Findlay, Ohio. 666

For Sale—Small stock general merchandise in live town. Will sell at a bargain and rent building; good two-story brick. Address Box 387, Portland, Mich. 667

For Sale—A first-class up-to-date stock of dry goods, carpets and groceries, in an enterprising town of 3,000 inhabitants. Stock will invoice between \$5,000 and \$6,000. Best of reasons for selling. Rent cheap. Cash only. Address Box 362, Chicago, Ohio. 664

On account of death in family, stock of groceries and men's furnishing goods at 60 cents on the dollar; for spot cash only. Address No. 665, care Michigan Tradesman. 665

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 years' 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—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—Drug stock, under \$2,000; no competition; low rent; other business; liberal discount; snap. C. E. Haywood, M. D. Cropsey, McLean Co., Ill. 673

Modern residence, new store building, general stock of merchandise for sale cheap on account of poor health. Box 280, Cedar Springs, Mich. 675

Why not become a manufacturer? Send me 10 cents and will send you two formulas by which you can start. Catalogue free. Ed. B. McCann, Ypsilanti, Mich. 677

For Sale—Bargains in dirt—five farms, 160, 303, 105, 205 and 3,860 improved, unimproved. If you are honest in your intentions come South and buy. Write me for particulars. M. C. Wade, Texarkana, Texas. 678

For Rent—Fine opening for a dry goods, clothing or general store; corner building, two-story brick, 25x90 feet; best business corner in the city; population 5,000; paved streets; electric lights; rent very reasonable. Address Geo. W. Herdman, Jerseyville, Ill. 663

For Sale—Department store; Michigan resort and farming town; 1,000 inhabitants; invoice \$11,000; yearly sales \$37,000; stock up-to-date and clean; established 22 years. Address No. 671, Michigan Tradesman. 671

For Sale—My interest in a clean stock of general merchandise. Good reason for selling. Address R. J. W., Box 37, Lone Tree, Ia. 659

Unusual Chance. Will sell cheap on account of other interests, finest meat market in Northern Michigan. J. K. Sharpe & Co., Big Rapids, Mich. 660

Wanted—Good clean stock of merchandise in exchange for good home in Grand Rapids. Fine large lot; paved street; close to street car track, schools and churches; in fact, on one of best residence streets in city. Address No. 672, care Michigan Tradesman. 672

For Sale—Old-established retail millinery business at 27 Canal street, one block from Hotel Parliand. Best of reasons for selling. Address C. Jacobs & Co., Grand Rapids, Mich. 651

\$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

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. T. L. McCarthy, P. M., Greenvier, Utah. 628

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

For Sale—A 25 horse-power steel horizontal boiler. A 12 horse-power engine with pipe fittings. A blacksmith forge with blower and tools. Shafting, pulleys, belting. All practically new. Original cost over \$1,200. Will sell for \$600. Address B-B Manufacturing Co., 50 Masonic Temple, Davenport, Iowa. 537

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—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—Candy factory, doing good business, both city and country. Seattle, Washington; population, 150,000. Address W. H. Hecht & Co. 587

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

Wanted—Good clean stock of general merchandise. Want to turn in forty-acre farm, nearly all fruit, close to Traverse City. Address No. 670, care Michigan Tradesman. 670

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. Failing health reason for selling. No trades. Ackerson Clothing Co., Middleville, Mich. 589

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—Fine forty-acre farm with large amount of fruit; just outside the city limits of Traverse City. Will exchange for stock of merchandise or good rentable building. Address No. 669, care Michigan Tradesman. 669

Lady Bookkeeper and stenographer desires employment. Three years' experience. Address No. 640 care Michigan Tradesman. 640

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

For Sale—Farm implement business, established fifteen years. First-class location at Grand Rapids, Mich. Will sell or lease four-story and basement brick building. Stock will inventory about \$10,000. Good reason for selling. No trades desired. Address No. 67, care Michigan Tradesman. 67

For Sale 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—\$3,500 stock general merchandise. Country town; good reasons; doing a good business; no trades. S. & Co., Spring Hill, Ill. 620

A cigar and tobacco store and billiard parlors in the best city in Michigan for sale cheap. It makes money all the time. Woolfitt & Macomber, The Dryden, Flint, Mich. 668

Drug Store and Business for Sale Cheap—\$3,000 inventory. Address Muskegon, care Michigan Tradesman. 594

## HELP WANTED.

Salesmen—Leading Cincinnati factory making ladies', misses' and children's fine shoes, wants salesmen with established trade; any territory considered. Address, with references, P. O. Box 348, Cincinnati, Ohio. 680

Salesman Wanted—Shoe salesman for jobbing line for Eastern Michigan. One acquainted with the trade. Give age and full experience. Address 699, care Michigan Tradesman. 699

Wanted—Salesmen to carry our brooms as side line. Good goods at low prices. Liberal commission. Central Broom Co., Jefferson City, Mo. 662

## POSITIONS WANTED.

Position Wanted—In a clothing or shoe store by first class stock-keeper and salesman; young single man with good references. Can accept position any time after August 1. Address 691, care Michigan Tradesman. 691

Position as stenographer desired. Am a beginner in this work, so would desire a position where there is a chance for promotion. Have seven years' experience as teacher. References will be furnished. Address Clara Hovren, Battle Lake, Minn. 684

Wanted—A position by an experienced clothing and shoe man as clerk or manager. Address J. A. Vandervest, Thompsonville, Mich. 595

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

## AUCTIONEERS AND TRADERS

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.

Notice—Send twenty-five cents for book showing how to go out of business at a profit; never fails. Twenty-three years' business experience. Address Ralph W. Johnson, Quincy, Ill. 682

Wanted—Four clothing tables, about 10x5 feet, and two show-cases, about 11 feet long and 42 inches high; good condition and cheap for cash. Address No. 695, care Michigan Tradesman. 695

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. 618

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. Konkile & Son, Alto, Mich. 501



**BARGAIN DAY.****Novel Feature Introduced by Manistee Merchants.**

Manistee, July 18—Wednesday, July 27, will be the first Bargain Day appointed by the Manistee Business Men's Association. The idea has evidently caught on with local merchants as all but two or three of the important dealers have enlisted in the movement.

The idea of Bargain Day is that one day each month shall be set aside for the reception of buyers from neighboring towns. Reduced rates of transportation should insure large excursions to the city. Every store that co-operates in the movement will offer one article at an extremely low price, less than cost, in order that there shall be a substantial saving to buyers. With one bargain offered at each of forty or more stores there will be a showing that will enable the discerning buyer to save considerable money.

The details were discussed at length at the last meeting of the Business Men's Association. It was learned that a one fare rate will be made on the M. & N. E. Railroad, P. M. steamers and steamer Dewar for the round trip on Bargain Days. The executive committee consists of H. J. Aarons, S. Winkelman and G. A. Johnson, and Messrs. J. H. Grant and John Madison have been added to assist with the advertising. A soliciting committee consisting of C. A. Palmer, W. A. Pettigrove, William Lloyd and Frank Stubbs was also appointed. They will secure the wherewithal to defray the necessary expense.

The Association listened to some sensible talk from C. A. Palmer, Will Lloyd, J. H. Grant, and others, and it is regrettable that every business man in the city was not present to be benefited by the remarks.

Mr. Palmer said in substance: "The trouble with Manistee is that we have all waited for Moses to come and lead us out of the wilderness. We have been influenced by the reports from a neighboring city and have been disappointed because no Hackley has turned up in Manistee.

"Now, I want to say that while Hackley has done something for Muskegon, nevertheless the city would be a prosperous one without him. Muskegon grew because the middle class business men stood shoulder to shoulder and boosted. Manistee can progress just as fast when her business men put aside personal prejudice and petty jealousies and all stand for a Greater Manistee.

"In every community progress depends on the middle class business men. It is useless to expect help from the millionaire. He is not vitally concerned and he does not understand the methods of success in the field of close competition. You gentlemen can see a chance to do something on a basis of 10 or 12 per cent. of profit. Not so with the man who has made a fortune and never makes less than 200 per cent. profit.

"Ten years ago the smaller business men of Muskegon realized that

something must be done to save their city from ruin. They raised \$100,000 by bonding and used it to secure factories. To-day the city has received from the new concerns \$90,000 in taxes, and within two years all of the money raised by bonding will have been refunded. The city is prosperous and real estate values are high.

"If something isn't done soon our city will suffer for it. What is needed is a spirit of co-operation. I am heartily in favor of the Bargain Day plan. Manistee can be made the trading center for a big section. It will help the city and help the surrounding country as well."

William Lloyd said: "I fail to see here to-night any representatives of our railroad and steamer lines. Some of these companies are living on the business men of Manistee and yet they show no interest whatever in this Association. I think they ought to be jacked up on this matter. They owe a great deal to Manistee business men, and they ought to co-operate heartily in any plan to further business."

Other remarks calculated to make the ears of the steamer and railroad men tingle were made, and the Association seemed to be agreed on this point.

The question was raised of the participation of local buyers in the Bargain Day sales. Hugh McKenzie said that the bargains should be open to city people the same as excursionists and other merchants present acquiesced in this view.

A circular letter will be published containing the names of the stores, the articles offered and the regular and Bargain Day prices. These circulars will be sent to all parts of the country, and to neighboring towns. The executive committee is expected to see that only genuine bargains in fresh saleable goods are offered, and that the offers of rival concerns do not conflict.

Announcements of the day and rates of transportation will be made by posters.

**Belding Business Men Join Hands.**

Belding, July 14—A meeting of about twenty-five business men was held at the council rooms last evening to consider the propriety of organizing a board of trade.

E. A. Stowe, of Grand Rapids, was present and outlined the object of the association, which is for the improvement of the city in endeavoring to secure more factories and the betterment of trade conditions.

T. Frank Ireland was elected President, E. E. Chapple Vice-President and W. A. Chave Treasurer.

The election of a Secretary was deferred until the next meeting, which will be held July 22.

There are no orphan asylums in Australia. Every child who is not supported by the parents becomes a ward of the state, and is paid a pension for support and placed in a private family, where board and clothes are provided until the 14th birthday.

No man ever stays long in the suburbs of sin.

**Favors the Abolition of the Fee System.**

Grand Rapids, July 19—The fee system in the Sheriff's office has long been, in the opinion of the public, a cause of grave abuses and great extravagances. Under this system, with the imperfect auditing which the Board of Supervisors is able to give claims that have been accumulating for many months prior to the sessions, there is a great temptation for the Sheriff and his deputies to drum up work, make overcharges and in every possible way swell the fees of the office. The Board of Supervisors has at different times passed resolutions asking the Legislature to put the Sheriff's office on a salary basis, but, largely owing to the open or tacit opposition of men in the office or hoping to be there at some future time, the salary bill has never been passed.

As a candidate for the office of Sheriff I pledge myself, whether nominated and elected to the office or not, to do all in my power in furtherance of the salary proposition.

Of late there has been some opposition to this measure on the ground that other county offices have become more expensive under the salary system than they were under the fee system. The offices of Coroner and Sheriff are on an entirely different footing in this respect from the other principal county offices, for in these two offices the fees collected come, for the most part, out of the public treasury anyway, so that there is no chance of any considerable loss under the salary system by reason of cutting down the fees or failing to collect them. The change to the salary system in the Coroner's office is saving the county \$6,000 a year.

It has also been objected to the salary proposition that the Sheriff and his deputies would be less zealous in the performance of their duty if they received stated salaries than they now are under the fee system. This view is, in my judgment, altogether wrong. An officer who is thinking only of the fee gives very poor service, even although he gives a lot of it. A good officer will certainly take pride in the performance of his duty and do it better on a fixed salary than he does when he has to depend upon political influence to have his charges allowed. In the United States service and in the police department in the city the salary system has never stood in the way of securing good and faithful service.

In my opinion \$4,000 would be a large enough salary for the Sheriff of Kent county. I approve the principles of the Vandercook Sheriff's salary bill, introduced into the last Legislature and amended so as to put the salary at \$4,000.

W. J. Hurley.

**Houghton and Hancock Butchers to Picnic.**

Houghton, July 18—The butchers of Houghton, Hancock and the South Range towns have practically completed arrangements for their picnic to be held at Haas' Park the latter part of the month. The butchers' picnic has been for several years a big summer event in the copper country, the butchers of all the towns joining in.

This year the north end of the county will not be connected with the one in Houghton, except that Lake Linden is possibly to be represented. The local butchers say that when the celebration was held in Houghton last year the Calumet fellows did not join with them and did not share in putting up the deficit when it came to settling up. Therefore the Calumet

butchers will have a picnic of their own this year, as will the Portage Lake and South Range towns.

One feature of the picnic will be a big parade in the morning. In this there will be floats representing the different dealers and prizes will be offered for the best floats. At the park there will be a number of contests. There will be a killing contest for steers and another for sheep. There will also be a skinning contest and a chicken picking contest.

There will be dancing all day on the two platforms of the park, refreshments will be sold on the grounds and everything possible will be done to give the guests of the butchers a good time.

**Hides, Pelts, Tallow and Wool.**

The hide market is strong, with few hides to deliver at any price. No regular price can be quoted. If a dealer is fortunate or sharp enough to have hides on hand the price is not haggled over beyond how low he will sell them. Again, other tanners are well supplied and keep out of the market. In reality the market can not be quoted only as very strong with no settled values.

Sheep pelts are firm and high in value. They are in short supply, with a good demand.

Tallow does not advance materially, while in short supply. Dealers look for more enquiry on account of light kill, but a large supply being on hand, previous prices do not change.

Wool is becoming scarce in this State. The season's clip is well sold up and gradually goes out. A few lots are being held for higher values which are not improbable. Manufacturers are asking more for their output and until this obtains, they will keep out of the market for wool. Values must be held higher to cover purchase price and give a margin.

Wm. T. Hess.

## Business Wants

**BUSINESS CHANCES.**

Bakery and confectionery for sale, doing good business; sickness reason; will sell cheap if taken at once. J. C. Echeke, 124 Territorial St., Benton Harbor, Mich. 701

Retail Clothing Merchants—Do you feel the necessity of employing unusual means to convert your merchandise into cash and dispose of that accumulation of old or unsaleable goods which you, in common with merchants generally, are now holding? Do you wish to retire or for any other reason desire to raise money quickly at a profit to yourself. We conduct special sales on your premises (no auction) which accomplish the desired result. The Ohio Liquidating Co., Inc., W. M. Harmon, General Manager, 74 St. Paul Building, Cincinnati, Ohio. 702

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. 703

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

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. 526

**POSITIONS WANTED.**

Position—By hardware clerk with four years' experience. Good stove man. At present employed. Married. Best references. T. Ray, 419 Maple St., Lansing, Mich. 700