

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, JULY 27, 1904

Number 1088

Commercial Credit Co.
LIMITED
WIDDICOMB BLDG. GRAND RAPIDS,
DETROIT OPERA HOUSE BLOCK, DETROIT
WE FURNISH PROTECTION AGAINST
WORTHLESS ACCOUNTS
AND COLLECT ALL OTHERS

Collection Department

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

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

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

The William Connor Co.

**WHOLESALE CLOTHING
MANUFACTURERS**

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

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

IF YOU HAVE MONEY

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

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

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

IMPORTANT FEATURES.

- Page.
2. Working Plans.
4. Around the State.
5. Grand Rapids Gossip.
6. Window Trimming.
7. The Open Forum.
8. Editorial.
9. Thomas F. Lyon.
12. Butter and Eggs.
13. Goose Culture.
14. New York Market.
15. Woman's World.
16. Spider Silk.
17. Clinging Fabrics.
18. Clearance Sales.
20. Shoes.
24. Brown's Benzine Buggy.
26. Hardware.
27. The Great Northwest.
28. Woman's World.
30. Trunks and Suit Cases.
32. Clerk's Corner.
33. Electricity a Household Friend.
34. Genuine Success.
36. The Shirt Waist.
38. Dry Goods.
40. Commercial Travelers.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

REPRESENTATIVE RETAILERS.

**John Vinkemulder, the Veteran
Grandville Grocer.**

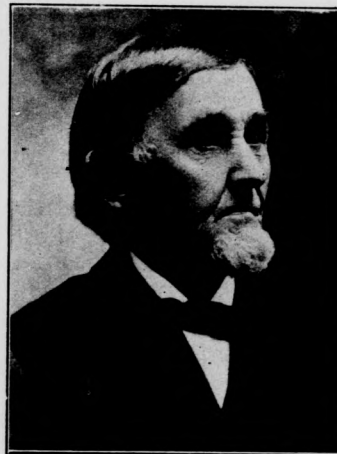
John Vinkemulder was born at Groningen, Netherlands, March 1, 1826. His father was a baker and at the age of 10 years he was taken from school in order that he might learn the same trade. He continued in the employ of his father until he was 24 years of age, when he emigrated to America, landing in New York with 94 cents in his pocket. He first sought and obtained employment in a cement mill in Ulster county, New York, where he remained three years. He then came to Grand Rapids, working for a time in the carriage shop of the late Geo. C. Fitch. In April, 1853, he removed to Grandville, which gave promise at that time of surpassing Grand Rapids in growth and prosperity. He served an apprenticeship at the wagon trade, working the first eighteen months for \$1 a week. His associate in the shop was Hon. John Roost, of Holland. Five years after going to Grandville, he opened a carriage shop of his own, which he continued without interruption for thirty-two years, winding up the business in 1890 to engage in the grocery business, which he has since conducted with marked success.

Mr. Vinkemulder was married May 21, 1856, to Miss Mary D. Borrendamme, who bore him eight children, five of whom are still alive. She died April 30, 1876, and two years later he was married to Mrs. Mary Gertrude Mulder, who is the mother of four children by this marriage, two of whom are still alive.

Mr. Vinkemulder was one of the founders of the Dutch Reformed church of Grandville and is the only one of the original members

still living. He has been a deacon in the church continually since 1858. He has served the district nine years as school trustee and the corporation eight years as Village Treasurer. He is the only man now left in Grandville who was there when he located there in 1853. He is also the oldest customer of Foster, Stevens & Co., having bought goods of that house regularly for the past fifty-one years. Although 78 years of age he attend to every detail of his business, which has grown to considerable proportions, considering that he employs no delivery wagon and does not solicit orders personally.

Mr. Vinkemulder has many traits



which commend him to his friends and neighbors. He has never had a hobby. His principal aim in life has been to give his children as good an education as possible and to so guide them that they may pursue the path of rectitude and righteousness. He has always extended a helping hand to recent arrivals from the Netherlands, having given beyond his means to assist newcomers in getting established in the New World. He is the soul of honor and his word has always been good.

Claims Automobiles Interfere With Trade.

Marshall, July 25—A local grocer maintains that automobiles are the cause of driving trade away from Marshall. In speaking of the matter a few days ago, he said, "Farmer trade is pretty dull now and the autos are one of the chief causes. The men are busy with their work and the women will not drive to town and run the risk of a runaway from meeting an automobile." Be this as it may, the auto has become an established thing, and it is only a question of time before horses in both city and country will pass one without a tremor of fear.

Bargain Day Not Approved by the Railroads.

Manistee, July 26—A number of questions pertaining to Bargain Day were discussed at the last meeting of the Business Men's Association. S. Winkelman said that some were still in doubt as to whether the special bargains would be open to local buyers. He said that no discrimination would be made. That residents of the city, although not invited by special circulars, will be just as welcome.

He said, too, that there would be no objection to the offering of more than one article or line by any dealer who might choose to do so. But only one article will be mentioned in the Association's circulars and posters. Others can be offered independently.

John Madison suggested that return fares be paid people who come in on the P. M. line, as that road will make no concession on transportation. To this proposition Mr. Winkelman suggested that a car be paid for by the Association, which could then advertise its own excursion at any rate considered to be desirable. It is likely that this plan will be adopted later. Such a car would be put on at Baldwin.

H. J. Aarons reported that the M. & N. E. Railroad, through F. A. Mitchell, declined to assist with the advertising, even of its own excursion rates. There was sharp criticism of this policy, which was characterized as unfair. It was decided to ask the railroad to hang posters and distribute bills to be furnished by the Association.

Mr. Aarons said that Bargain Day would be found of advantage to doctors, dentists, music teachers and many others.

On suggestion of Judge Grant and S. C. Thompson, the project of raising \$100,000 by bonding, to secure new factories, was discussed, and almost everyone present favored the idea. C. D. Gardner, F. W. Cron, S. Winkelman, Joseph Kirster, S. C. Thompson and others spoke enthusiastically of the plan.

Judge Grant then gave a most inspiring talk on the text of "Talk the town up—not down!" He was heartily applauded at the conclusion of the speech.

The Alma Chemical Co. has placed two more men, Dr. W. J. Gallanow, of Flint, and W. T. Cameron, of Elsie, on the road for the sale of their preparations.

A. E. Mulholland, formerly engaged in the drug business at Alma, has engaged to travel in the West for the Alma Manufacturing Co.

WORKING PLANS

For An Up-To-Date Business Men's Association.

The Tradesman is receiving so many requests nowadays for copies of constitution and by-laws suitable for the use of Business Men's Associations that it deems it wise to present the following draft, which represents the best thought on the subject of local organization:

Constitution.

ARTICLE I.

Name.

The name of this organization shall be the Business Men's Association.

ARTICLE II.

Objects.

The principal objects of this Association shall be as follows:

Section 1. To encourage well-directed enterprises; to promote the growth of the place and the progress, extension and increase of its trade.

Sec. 2. To increase acquaintance and foster the highest commercial integrity among those engaged in the various lines of business represented.

Sec. 3. To take concerted action in matters pertaining to the general good of business men where individual effort is powerless, such as securing needed concessions in freight, express and insurance rates, observance of national holidays, short hours in business, immunity from inferior and adulterated goods, short weights and measures, and unjust values or discriminations by any class or corporation.

Sec. 4. To maintain a collection department for the collection of doubtful accounts and the listing, for the purpose of protection only, of delinquents who abuse the confidence of business men and evade the payment of just debts.

Sec. 5. To compel the peddler to assume a portion of the burdens borne by the merchant.

ARTICLE III.

Membership.

Section 1. Any individual owner, part owner or manager of an established, honorable business may become a member of this Association when recommended in writing by two members in good standing and receiving three-fourths vote of the members present at any regular meeting, signing the constitution and by-laws and paying to the Secretary the sum of — membership fee, and — dues in advance.

Obligation.

Sec. 2. Every person becoming a member of this Association shall be honorably bound to conform to the rules, regulations and by-laws.

Non-Payment of Dues.

Sec. 3. Any member of this Association who shall neglect or refuse to pay his dues or any assessment ordered by the Association for three months after such sums become due shall thereby forfeit his membership.

ARTICLE IV.

Officers.

Section 1. The officers of this Association shall consist of a President, Vice-President, Secretary, Treasurer and an Executive Committee.

Sec. 2. The first four named officers shall be elected annually by ballot and shall hold their offices for one year and until their successors are duly elected and qualified.

Sec. 3. The President shall perform the duties usually incumbent upon such office and see that all committees serve faithfully, and at the annual meeting he shall present a report of the proceedings of the Association for the year, its present condition, and any suggestions for its future management which may be gained from his experience.

Sec. 4. In the absence of the President, the Vice-President shall preside.

Sec. 5. The Secretary shall re-

ceive all moneys due the Association from any source and pay the same to the Treasurer, taking his receipt therefor; keep a record of all meetings; conduct all correspondence; keep a list all members in a book provided for that purpose; notify all committees of their appointment; and do such other clerical work as the Executive Committee may direct.

Sec. 6. The Treasurer shall receive all moneys from the Secretary, giving his receipt therefor; and pay all orders only when countersigned by the President and Secretary.

Sec. 7. The Executive Committee shall consist of the chairmen of the standing committees, together with the President and Secretary. It shall have charge of all matters of general interest to the Association not otherwise assigned; provide rooms for the Association; audit all bills and examine the books and accounts of the Secretary and Treasurer previous to each annual meeting, or oftener if required.

ARTICLE V.

Committees.

Section 1. At the first regular meeting subsequent to the annual meeting the President shall announce five standing committees, namely, Manufacturing, Transportation, Insurance, Trade Interests and Entertainment. Each committee shall consist of three members and shall hold office for one year or until their successors are elected.

Sec. 2. The Committee on Manufacturing Interests shall use all possible efforts to secure the location of mills, factories and other plants and encourage the development of existing industries, and shall have authority to call to their assistance sub-committees from the members of this Association.

Sec. 3. The Committee on Transportation shall endeavor to secure any needed concessions in freight, express or other rates, and recommend favorable and rapid transits through large shipments, and measures to improve the facilities for travel to and from the place.

Sec. 4. The Committee on Insurance shall have charge of the general subject of fire insurance, including local fire protection. It shall labor to secure reductions in rates where same are justified and act as arbitrators in any controversy arising between members of the Association and agents, inspectors or adjusters.

Sec. 5. The Committee on Trade Interests shall have charge of all matters pertaining to the best interests of trade, its enlargement by well-directed measures; plans for the improvement of tributary country roads; the regulation of any abuses through wise agitation or local legislation; the encouragement of a high standard of dealing, the buying of first qualities of goods, the offering for sale in this market of the best products, the discouragement of any and all demoralizing tendencies, and measures to secure the improvement of facilities for mails between this place and neighboring towns.

Sec. 6. The Committee on Entertainment shall present some interesting subject at each meeting, shall have charge of all entertainments given by the Association not otherwise provided for, and shall have charge of extending the hospitalities of the city if occasion requires.

Sec. 7. Committees shall at any time make such recommendations to the Association as may seem to them to be desirable.

ARTICLE VI.

Compensation.

No compensation for services shall be paid any officer, except the Secretary; such compensation shall be fixed by the Executive Committee.

ARTICLE VII.

Meetings.

Section 1. The annual meeting of the Association shall be held on the — of each January.

Sec. 2. The regular meetings of the Association shall be held on the — of each month.

Sec. 3. Special meetings shall be called by the President on the written request of five members, by giving due notice to the members and specifying the object of the meeting.

ARTICLE VIII.

Amendments.

This constitution or by-laws may be altered or amended by a two-thirds vote of those present at any regular meeting, providing a written notice of such alteration or amendment has been presented at the preceding regular meeting.

ARTICLE IX.

By-Laws.

By-laws not in conflict with this constitution may be established for the government of the Association on the two-thirds vote of the members present at any meeting.

By-Laws.

ARTICLE I.

Quorum.

— members shall constitute a quorum for the transaction of business.

ARTICLE II.

Order of Business.

1. Reading minutes of last meeting.
2. Admission of new members.
3. Reports of standing committees.
4. Reports of special committees.
5. Reading of correspondence.
6. Unfinished business.
7. New business.
8. Good of the Association.
9. Election of officers and appointment of committees.
10. Report of Treasurer.
11. Adjournment.

ARTICLE III.

Bills and Accounts.

All bills and accounts against the Association shall be presented at any regular meeting or referred to the Executive Committee. If approved by the Association or the Committee,

they shall be allowed and delivered to the Secretary with their endorsement. The Secretary shall then draw an order on the Treasurer for the amount, with his own and the President's name subscribed thereto.

ARTICLE IV.

Assessments.

Any assessment to be made upon the members of this Association for special purposes shall be made only upon a two-thirds vote of all members present at any regular meeting, when notice has been duly given at a regular meeting one month previous or each member notified through the mail twenty-four hours previous to the action to be taken.

ARTICLE V.

New Members.

The President and Secretary shall constitute a committee to solicit the membership of business men who have not joined the Association.

ARTICLE VI.

Rules of Order.

Questions not governed by this constitution and by-laws shall be decided according to Roberts' Rules of Order.

ARTICLE VII.

Amending By-Laws.

By-laws may be amended by a two-thirds vote of the members present at any regular meeting.

Consistency.

"What have you been doing all day, dearest?" said his wife on his return home.

"Working like a dog."

At that moment the family pet got up from the sofa pillow on which he had been sleeping behind the stove, stretched from his long afternoon nap, whined at the door to be let out, and after his request was granted stood in the yard for an hour or two and barked at the moon.

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.

CASH for Your Stock

Our business is Closing out Stocks of
Goods or Making Sales for Merchants
at your own place of business, private
or auction. 3 3 3 3 3 3 3
We clean out all old dead stickers and
make you a profit. Write for informa-
tion. < < < < < < <

Chas. L. Yost & Co.

Detroit, Mich.,

July 22 1904

Mich Tradesman
Dear Sir

Please let me
know when my years subscription
expires. as I wish to take advantage
of your very liberal offer of five
years subscription. I would not be
without The Mich Tradesman
for \$5.00 a year

Yours Respt
C. L. Yost

577 Forest Ave West
Detroit
Mich

AROUND THE STATE

Movements of Merchants.

Albion—Geo. W. Luce has engaged in the bakery business.

Grand Rapids—L. M. Wilson has sold his meat stock to Geo. Kling.

Caro—Taggett & Co. have disposed of their grocery stock to F. T. Simpson.

Millersburg—John Campbell, blacksmith, is succeeded by Sloan & Pierce.

Indian River—Guy P. Cowley has sold his meat business to W. A. Darling.

Byron—Albert T. Parrish will remove his drug and stationery stock to Ovid.

Hillsdale—George H. Keefer will open a new drug store here early in August.

Bellaire—B. M. Underhill succeeds Grindell & Underhill in the meat market business.

Hillsdale—E. A. Dibble has been elected manager of the Alamo Manufacturing Co.

South Haven—Geo. Edgell succeeds the Crown Drug Co. in the drug business.

Port Huron—N. J. Crocker & Co. have purchased the drug stock of Robt. G. Burwell.

Lake Odessa—W. M. Smith has sold his bakery to Wm. DeYoung, recently located at Detroit.

Ishpeming—Arthur Hansen has succeeded to the general store business of Anderson & Hansen.

Saginaw—The Steward-Peck Co., grocer, has disposed of its grocery stock to the Ideal Grocery Co.

Detroit—The Crusoe Bros. Co., wholesale grocer, has increased its capital stock from \$50,000 to \$100,000.

Detroit—The C. E. Janes Co. has filed notice that its capital stock has been increased from \$10,000 to \$20,000.

Alma—George E. Latimer, who formerly conducted a bazaar store here, has been succeeded by H. Tinkham.

Munising—Albert Grabower, dealer in dry goods, clothing and men's furnishing goods, has made an assignment.

Newaygo—A. E. Burnham has purchased the retail lumber and hardware business of A. A. Hemily & Co.

East Jordan—There is an opening here for a good plumber and steam fitter. Address the Secretary of the Board of Trade.

Ypsilanti—H. A. Palmer, of Byron, has engaged in the hardware business in the store formerly occupied by McPherson & House.

Carson City—C. G. Pickel has sold his general stock to Chas. L. Yost & Co., of Detroit. The purchasers are closing out the stock here.

South Haven—A. W. Heald has purchased the drug stock of J. L. Congdon & Co. and will continue the business at the same location.

Traverse City—The Cavis Cigar Co. has begun the construction of a

two-story brick building, 24x100 feet in dimensions, which will cost \$6,000.

Casnovia—O. J. Miller has purchased the interest of J. Miller in the shoe firm of J. Miller & Son and will continue the business in his own name.

Barryton—L. H. Curtis succeeds Covert & Curtis in general trade. Mr. Covert has gone on the road with a wagon, handling groceries and implements.

Alma—Geo. E. Sharrar has purchased the interest of A. E. Mulholland in the drug firm of Sharrar & Mulholland and will continue the business in his own name.

Ironwood—The stock and fixtures of the Gogebic Meat & Provision Co. have been purchased by Henry Grimm, who will continue the business at the same location.

Coral—W. F. Alberts, of Sebawa, has rented the store building of Hill & Armitage, recently vacated by E. E. Smith, and will install a stock of hardware, stoves and tinware.

Flint—Floyd D. Simpson, who has been employed in the drug store of Frank Dullam for the past seventeen years, has opened a store on his own account at 430 Saginaw street.

Coats Grove—Ray Sprague, who has been engaged in general trade here for the past eight years, has sold his stock to Ernest Smith, who will continue the business at the same location.

Kalamazoo—The grocers and meat dealers of Kalamazoo will hold a half-day picnic at Crooked Lake Aug. 4. Eleven contests have been arranged for, besides supper, song service and the "annual bath of the grocers and butchers."

Lowell—Christopher Bergin and L. P. Thomas have formed a co-partnership for the purpose of engaging in the bean business. They have already begun the construction of a warehouse, 28x48 feet in dimensions and two stories high.

Munising—Villeneuve & Lafreniere, dealers in groceries, who have been in business here since last winter, have assigned to Louis Laforias, of Republic, who has offered the creditors 60 cents on the dollar, and it is probable most of them will accept.

Sault Ste. Marie—A disagreement has arisen between B. F. Fackenthal, receiver for the Michigan Lake Superior Co., and the Union Carbide Co., and as a result Judge Steere has granted a temporary injunction restraining the carbide company from erecting an electric sign on the east wing of the power house at the Soo. In the bill of complaint it is alleged that the proposed letters were to be six feet in height and be placed in the peak of the building. Such a sign would show off to advantage in the night time and could be read by all people on boats passing up and down the river. The carbide people occupy space in the east wing of the power house, for which a rental is paid to the power company. As they paid money for the privilege they considered that they would have a right to erect the sign. The power people, however, maintain that, as they have the use of only a certain space in the building,

not renting the building itself, they have no right to place advertising matter on the roof. It is claimed that the power company intends erecting a sign of its own in the near future that shall extend along the peak of the power house and be brilliantly lighted at night.

Manufacturing Matters.

Hillsdale—The Hillsdale Screen Co. has increased its capital stock from \$30,000 to \$60,000.

Detroit—The Pittsburg Shafting Co. has increased its capital stock from \$50,000 to \$75,000.

Croswell—Arthur Fishman succeeds A. E. Banyard as manager of the Croswell Drilling Co.

Unadilla—Watson & Porter, manufacturers of novelties, are succeeded by the Watson-Porter-Watson Co.

Durand—The Beard Elevator Co. has begun work on its new elevator and storage house. The site was donated by the business men of Durand.

Adrian—The Gibford Manufacturing Co. has declared a semi-annual dividend of 5 per cent., payable Aug. 1. The company manufactures razor strops exclusively.

Ann Arbor—Oscar Lutz has purchased the interests of John Huss and Henry M. Stiller in the furniture manufacturing firm of Oscar Lutz & Co. and will conduct the business under his own name hereafter.

Big Rapids—E. J. Gordon has associated six Big Rapids business men with him under the style of E. J. Gordon & Co. to engage in the manufacture of the blast grate for steam boilers, on which he owns a patent.

Bay City—A. Maltby has merged his cedar business into a stock company under the style of the Maltby Cedar Co. The company is capitalized at \$50,000, all paid in. Mr. Maltby holds all the stock except five shares.

Houghton—The Superior Copper Co. has been organized with a capital stock of \$2,500,000, of which \$90,000 is paid in in property and \$10,000 in cash. The company will engage in the mining and smelting of copper, silver and other ores in Houghton county.

Ovid—Mrs. M. S. Doyle and her son, Boyd Doyle, who conduct the Elsie cheese factory, offer to operate a cheese factory here if the citizens or Ovid will furnish a site, building and boiler free of charge for five years. The proposition will probably be accepted.

Marquette—The Pioneer Iron Co., which was shut down for several days on account of a strike of its charcoal handlers, resumed work Sunday. Most of the old men have returned, except a few who were discharged and whose places were filled with new workers.

Bay City—The Industrial Works has been re-organized with a capital stock of \$250,000, paid in by \$15,938.57 in cash and \$234,061.43 in property. Wm. L. Clements and Chas. R. Wells are the largest stockholders. The corporation manufactures pile drivers, railway cranes, rail saws, etc.

Saginaw—The Ryena Food Co. has filed articles of association with the

county clerk. The purpose of the company is the manufacture and sale of cereal food products and drinks and the construction, purchase and leasing of all necessary mills. The principal office is to be in Saginaw. The capital stock is \$300,000.

Ludington—The Tubbs Manufacturing Co. has been organized with a capital stock of \$100,000, of which \$50,000 has been subscribed and paid in in cash. F. A. Miller, R. W. Burke, C. H. Seeger, J. Henry Kurtz and F. M. Bashelie each hold \$10,000 stock in the company, which will manufacture specialties in wood and iron.

Northville—The Daisy Air Rifle Co., of Plymouth, which purchased the Globe Air rifle business of J. A. Dubuar a few months ago and has been running it as a branch factory, is about to remove the machinery to Plymouth. The loss of the factory is expected to be offset by some other industry for which Mr. Dubuar will in the future utilize the buildings thus left vacant.

Detroit—The debts of the Manna Cereal Co., Ltd., which is going through bankruptcy, amount to \$30,000 and the assets about \$3,000. A. B. Hall, attorney for one of the largest creditors, has filed a petition with Judge Swan asking permission to bring suit against the stockholders to force them to pay the full value of their stock. It was issued to them for 20 cents a share and a contribution of 80 cents more a share, to make their payments par, will help swell the assets considerably.

Union City—The manufacture of Portland cement in Branch county will lead to the establishment of another industry in the county which will prove of great value, using as it will additional natural products. In the manufacture of cement a small amount of clay is used and in searching for clay which possesses just the proper constituents for cement manufacture the prospectors have discovered vast deposits of the finest kind of clay for the manufacture of not only brick, but also sewer tile and pipe. Options have been secured upon some of the largest beds and a company will be formed to engage extensively in the manufacture of tile and brick.

Dyeing Blue Without Indigo.

The best dye for blue was formerly furnished by the indigo plant, but chemists and scientists have been able to procure from the by-products of petroleum an aniline dye which for almost all ordinary purposes has supplanted indigo.

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.



The Produce Market.

Apples—Receipts of Early Harvest on the local market are liberal, commanding about \$1 per bu.

Bananas—The demand is active and receipts are just about equal to demand. Prices range from \$1@1.25 for small bunches and \$1.50 for Jumbos.

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

Beets—18c per doz. bunches.

Blackberries—\$1.75 per crate of 16 qts.

Butter—Creamery is strong and an advance is expected in the course of a few days. Local dealers quote 18c for choice and 19c for fancy. Dairy grades are firm and No. 1 is 1c higher than a week ago, due probably to the shrinkage in pasturage resultant upon the dry weather. Packing stock, 9@10c; No. 1, 13@14c.

Cabbage—The demand is now fully satisfied by receipts of home grown, which range from 50@60c per doz.

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

Celery—17c per bunch for home grown.

Cherries—The crop is nearly at an end. Sour fetch \$1.25 per 16 qt. case. Sweet are entirely out of market.

Cucumbers—25c per doz. for home grown.

Currants—\$1 per 16 qt. case for red; \$1.75 per 16 qt. case for black.

Eggs—While the scare that was attempted to be put under way on account of the packers' strike may have had some little effect on the market, the fact remains that it always shows more strength at this hot season, when receipts of strictly fresh are lighter and the demand for eggs to take the place of meat and heavier foods is large. Shrinkage is heavy, owing to the excessively hot weather which has prevailed a portion of the time. Local dealers pay 16c on track, case count, holding candelled at 17@18c.

Green Corn—15c per doz.

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

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

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

Lemons—Messinas and Californias are weak at \$4@4.50 per box. In spite of the bad weather, the market is downward, owing to the large amount of over-ripe stock in dealers' hands.

Lettuce—65c per bu. for outdoor grown.

Musk Melons—\$2 per crate of 1½ bu. Texas grown; \$4 per crate of 45 for Rockyfords.

Onions—Southern (Louisiana) 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 \$4.50 per box. As the season advances slightly higher prices are asked for oranges. The last half

of the season is well under way and shipments are not nearly so free as they were. Both the shippers and the jobbers are profiting by this condition. It is hoped that when the next season opens there will be a more satisfactory method of handling the fruit from the California end.

Parsley—30c per doz. bunches.

Peaches—Six basket crate of Texas Albertas commands \$1.75@2.

Pineapples—Arrivals of Sugar Loaf are booked for the first week in August.

Potatoes—Home grown are beginning to come in freely, competing with Southern grown. The price ranges about \$2 per bbl.

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

Poultry—The attempt to scare the public with a meat famine threat, which seems to have been attempted by some of the papers, has resulted in no perceptible good to the poultry business, prices having declined on nearly all lines. Spring chickens, 13@14c; fall chicks, 9@10c; fowls, 8@9c; No. 1 turkeys, 10@11c; No. 2 turkeys, 9@10c; spring ducks, 12@13c; Nester squabs, \$1.50 per doz.

Squash—50c per box for summer.

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

Raspberries—\$1.90 per crate of 16 qts. for red; \$1.60 per crate of 16 qts. for black.

Tomatoes—75c per 4 basket crate for Southern grown. Home grown fetches 8c per lb.

Watermelons—20@30c apiece for Georgia.

Wax Beans—75c per bu.

Whortleberries—\$1.25@1.40 per 16 qt. case. The crop is said to be large, with every indication of the quality proving fine.

Every indication leads to the belief that the annual picnic of the Grand Rapids Retail Grocers' Association and Master Butchers' Association of Grand Rapids, which will be held at Reed's Lake to-morrow, will be a monster affair. The committees have worked like beavers to render the twin celebration a success and nothing but bad weather, which is not in indication at this writing, can prevent a day of unalloyed enjoyment. The meat dealers have issued a handsome programme of the day's sports.

Walter French, who has been manager of the local house of Wm. Reid for the past four years, has handed in his resignation, being succeeded by Charles E. Donnalson, who has been on the road for the Detroit house for several years. Mr. French contemplates engaging in the glass business on his own account.

The Quitman Lumber Co. has been re-organized with a capital of \$20,000—all paid in in cash—to engage in the manufacture and sale of lumber at Sledge, Miss. Chas. R. Sligh and John D. Case each hold 725 shares, James A. Drost holds 545 shares and Roy G. Harrison holds five shares.

The Mueller & Slack Co. has increased its capital stock from \$25,000 to \$100,000.

The Grocery Market.

Sugar (W. H. Edgar & Son)—Since we wrote you on July 19 the market has undergone an improvement in general tone and, while raw sugars are nominally unchanged at 3.94c for spot offerings, holders are demanding 4c and refiners have purchased such sugars as were offered for shipment from Cuba at equal to 4.02-95 deg. test. At this writing holders demand 25½c cost and freight for 94 deg. test, being a parity of 4.06c with 96 deg. test, while 96 deg. test sugar would cost 4½c, duty paid, from the same source. Europe has advanced slightly to a parity of about 4.07c with 96 deg. test. Refined has ruled strong and, while lists remain unchanged (with the exception of a five point advance by one refiner), the net cost is five points above the basis accepted a week ago. All refiners are now firm at a uniform net cost and indications point to another fractional advance in the near future. The strength of the raw market, together with the heavy oversales of refined and constantly increasing demand, is gradually extending the delays which already attend shipments. We note delays of a week to two or more on assorted orders, with little or no prospect of any improvement during the remainder of the campaign. There is always the possibility of advances until we reach a normal working margin between raw and refined, the present basis being ¼c per pound below the customary margin at this season and under similar conditions. All buyers should provide for their wants well in advance.

Tea—Stocks are not very large and most purchases seem to be for actual requirements. There have been no changes in price during the week. Importers, however, are closely watching the conditions in Japan, as any radical turn in the war may bring a move which would have an immediate effect on the tea market of the whole world.

Coffee—While the market is strong and steady there is no excitement and any advances that might come would be only fractional—that is, in the near future. If the receipts at primary ports continue to fall off and the general conditions continue as bullish it is not unreasonable to expect advances, still there is no telling when these will come or how much they will be. Jobbers report a fair movement.

Canned Goods—While the salmon pack is unprecedentedly small, conservative jobbers do not believe that prices will be prohibitive at all, except possibly on a few of the highest-priced grades. In the meantime there is a very good trade in the salmon on hand and all orders can not be filled on account of shortage in some lines. Sardines are very firm and will likely advance. California reports are to the effect that canned goods are moving in a manner satisfactory to the packers who have advanced lemon cling peaches, as noted previously, and have withdrawn quotations on some of the other varieties—2½ pound apricots, 2½

pound extra and extra standard lemon clings, gallon pie peaches and some lines of cherries. As a general proposition the movement of spot canned fruits is light. There is too much fresh fruit and it is too cheap to cause many to use the canned product. There is nothing new in vegetables. The attention of the "experts" is now turned toward the crop prospects in corn, tomatoes, peas, etc. So far as learned tomatoes promise well, as do also peas, which are now being canned. Corn does not show up quite so well nor is the acreage as large as it should be.

Dried Fruits—Prunes are still low in price and likely to remain so. Peaches would be in fair demand if there were any stocks, but supplies are low. Sales of future peaches have not been heavy, owing to the high price. Currants are dull and unchanged. The unsettled condition of the raisin market, through the naming of a variety of very low prices on the new pack, is reported. Spot raisins, both loose and seeded, are in light demand and unchanged. Apricots are slow and unchanged. The sales of futures have been fair, and deliveries could be made very shortly if anybody wanted them.

Fish—The current catch of shore mackerel is still running light. The demand is fair. Sardines show nothing new. There have been no further deliveries and the catch is very sparse. Prices are unchanged. Cod, hake and haddock are still sleeping through the summer. It is probable that a good order would get a low price, but there are no good orders. Salmon is fairly active and unchanged.

Cheese—The supply of milk has been very large and this, with other causes, has kept the cheese market very low. The current make of cheese has been running very good. Speculators in cheese lost so much money last year that this year they have been very cautious about taking cheese in for speculative storage. Largely on this account the market rules 2c below last year. It looks now, however, as if the price was about as low as it would get, as the speculators are beginning to take hold, and the consumptive demand is improving. Prices will likely remain unchanged.

Every business man who buys advertising space of any kind has a good business story to tell. Three-fourths of them never succeed in telling it, however, and so three-fourths of all advertising expenditure is waste.

Cassius McLaughlin, until recently engaged in the grocery business at Marinette, Wis., has opened a grocery store at Ganges. The Worden Grocer Co. furnished the stock.

W. F. Budzynski has opened a grocery store at 454 Second street. The Worden Grocer Co. furnished the stock.

The ticket that costs nothing and will take you farthest on the journey through life is stamped, "Courtesy."



Pleasing Windows of Well-Known Local Haberdashery.

"Particular goods for particular people."

That was always the motto of Gardiner & Baxter and, more recently, of The Baxter Company, and there are some "particular people" who would not purchase their haberdashery at any other place.

A while aback, when Bob's Toggery Shop was in full swing with its cozy little quarters, its unique advertising and its natty new goods, it looked as if it might entice some of the trade of this old established firm. But, although "Bob" cut quite a wide swath at first, somehow his popularity didn't seem to be of the lasting sort and, although the clerks of the denny little place never extended the "icy mit" to patrons, still it wasn't so very long before the Baxter Company again occupied the field alone. Perhaps it wasn't exactly a case of "go hang" with "Bob," but at any rate he dropped completely out of sight before the other people had a chance to complain of competition.

"Bob's" was a darling of a shop, though, with its Oriental stuffs artistically thrown around and its Oriental dusky lights giving a charming air of mystery that courted investigation. Just to enter the place somehow gave one the sensation of examining the "cabinet" of the awesome prestidigitateur.

* * *

I have always thought that "Baxter" crowded too many suit cases, bags, etc., into the easternmost window. The eye always tires of any congested arrangement and turns away from it with positive relief. However, the firm under consideration must find that this method of presenting samples pays in a monetary sense or they would change their tactics.

* * *

Like all their windows, the one devoted to leather goods carries an air of exclusiveness that makes itself felt by the beholder, be he a connoisseur on the subject or only an ordinary human being.

The card accompanying these goods this week gives evidence of the courage of the store's convictions, for no uncertain note is sounded in the statement below:

The best
\$5.00 Suit Case
on Earth.

Nothing indefinite about that!

The trouble is, though, that when the window-gazer pauses to take in the beauties in leather he isn't content with "the best \$5 suit case on earth," he wants one of those truly elegant alligator skins. Somehow, there's something so soul-satisfying in any article made up in this beautiful skin that, after a person has once possessed a bag or what-not in this substantial material, anything

less is exceedingly distasteful to him.

In my humble opinion, a window dresser makes a mistake when he uses such a sign as the one I have quoted and then puts much handsomer goods alongside the cheap ones specialized on the placard. This course has a directly opposite effect to the one intended. It decidedly depreciates the value of the less expensive goods in the eyes of the buying public. When such a sign is employed all the other goods of a similar nature should be cheaper than the price stipulated on the card. This enhances the value of that particular article and leads the mind of the beholder up to it.

Although this is merely the opinion of a layman, I think I am right in my position.

The alligator skin hat case exhibited is especially pleasing to the person of refined taste. There are a couple of these traveling conveniences made up in a beautiful soft brown shade of smooth leather, but it shows the soil of the cars quicker and, to my mind, can not hold a candle to the rough-scaled skin of the carnivorous reptile. These hat boxes lock up securely, of course, and this ensures safety to man's chapeau—unless, perchance, the thief runs off with the whole outfit.

The suit cases and hat boxes are piled as high as the neck cares to bend, but within easy touching distance from the sidewalk—except for the intervening plate glass—is a love of a stout little white canvas trunk, dainty enough for the daintiest bride, and yet strong enough to stand banging around the world! Everything about it, so far as outside appearances go, betokens a desire on the part of the maker to turn out an article that should stand the hardest sort of usage which the average "baggage-smasher" (how true is he to his name!) is capable of administering. Our only redress lies in this comforting thought: "The mills of the gods grind slow, but they grind exceeding fine!" If he doesn't get his deserts in this world, his reward awaits him whither he goeth!

His necessarily dirty hands we can forgive him—he can't help those. He would horribly besmear the pristine loveliness of the canvas covering of this rich-looking clothes-receptacle, but the future happy owner will fairly revel in the sight of the many protective devices shown by the manufacturer against the ravages of the despotic fiend unfeelingly—but justly—referred to, who has spoiled so many good goods for us that no mercy need be shown him. Wherever the smasher could mutilate the trunk is found a stout piece of brass to save it. Indeed, in viewing the object critically, one is almost at a loss to know whether the trunk is canvas with brass trimmings or brass with canvas ornamentation, the two being of about equal proportions. The whole thing is reinforced by strong wide straps ingeniously held in place by stout cross-pieces, through which the straps are slipped. Such a trunk is costly, no doubt, as to first investment, but it would pay

in the end by its massive metal mountings.

The maker of the big lock was not afraid to put his name on his product, as the following inscription testifies:

Eagle Lock Co.,
Terryville, Ct.
Pat. Dec. 6, 1892.

Other seasonable goods strew the floor of this interesting window—well-made shawl straps (originally intended for ladies' shawls, as their name implies, but now applicable to an extended variety of uses) and neat nicked or silver name-holders, which save so much confusion of possessions in the hurry-skurry of train or depot-leaving. On one side of these, in sunken letters, one reads: Owner's Name and Address inside.

Nice little brushes of different descriptions invite the pedestrian to step within and give up some "Al-mighties" to call them his; little leather comb cases, also. The goods in this window are only those which every man of refinement should possess—not, perhaps, for immediate and contemplated use but for future emergency; just as a doctor or a nurse keeps prepared for a sudden or unexpected call. And yet, when you come to think of it, how few there are who supply themselves with these journey-necessities. Not two in fifty.

Of course, not every one can afford an elegant going-away outfit, but every one may purchase such traps as come within his means. It is oftener than not mere carelessness,

instead of a flattened pocketbook, that accounts for the remissness.

I forgot to speak of the firm brown webbing trunk straps—if webbing may be called a strap. A brass buckle ends these slightly trunk-helpers.

* * *

The Summer Man may suit himself in the next window in white straw and negligee serge hats, also champagne canvas caps gaily decorated with four tiny gilt buttons. The nickel standards supporting these are of four different heights, arranged with mathematical precision. And, I may say, in passing, this is always true of whatever the Baxter window-man attempts in the way of decoration. I know of no Grand Rapids store which has more carefully arranged windows, as to detail, than this very popular haberdashery.

The upper placard with the hats reads:

All Straws
½ Price ½
and
Panamas.

Another gives this information:
Panama and Straw
Hats
Cleaned.

If the bona fide dude wishes a cane of the most pronounced dudish type he need seek no farther, for here it is, in this window, in all its startling immensity. The specimen is a fine one—of its kind—the horn handle being fully one foot long! Nearby is another, but such as a saner man would carry, although this, too, has

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.

the appearance of being rather heavy.

Thick long-gauntlet tan gloves are also here shown.

* * *

Dark sage-green velvet flooring and background add their richness to the next window. Here are many, many neckties, all having navy blue or black for the prevailing tone. There are no plain ties among them, all having some figure or other woven in. It is noticeable that all these figures are white. A neat card in a squarish lettering announces:

Fine

Quality

Roulard

Silks.

Some of these ties, none of which are narrow, are arranged in nickel fixtures of unique shape, while others are gracefully draped over fine white linen handkerchiefs. These are opened up. Part of them have a half inch hem, while others show one of a quarter inch. Fashions may change—handkerchiefs with them—but nothing so pleases the elegant dresser as the fine pure white narrow-bordered handkerchief.

* * *

The next window will appeal to frugal wives who do the purchasing for the men of the family—if there be any such—for the following alluring card demands attention for itself:

1-3 Off Sale.

All Summer Clothes and

Three-Piece Suits.

Odd Trousers.

Appropriate belts—all narrow, none being wider than an inch and a quarter—are placed on the suits here displayed. The belts are all dark—black and brown. Gilt buckles fasten some; others have black ones.

The floor of the suit window is white.

* * *

The straight arrangement of the lettering on the other placards is varied in the next to the last window. The word "Shirtmakers" is at the upper left hand. Going across the center, "on the bias," a woman would say, is the name of the firm. At the lower right hand is the word "Haberdashers."

Two toned blue, also plain white, summer underwear is here to be seen, and extremely neat it is, too. Dainty trimming of silk crocheting ornaments the front, and also what seem to be "real pearl" buttons—though they make imitations good enough now to "deceive the very elect."

Some of this underwear is in the original packages, some has been removed and placed at regular intervals on the floor of the window.

High above the underwear is a neat card which says:

Mercerized Combinations

\$3.00

In the left hand corner of the compartment is the only card which is machine-printed:

The Baxter Company

All the rest are beautifully done by hand.

The man who says he only wants justice is often sorry when he gets it.

THE OPEN FORUM,

In Which to Make Enquiries and Ventilate Complaints.

Stanton, July 22—I drop my work to come to the defense of Elbert Hubbard; or, rather, to criticize the letter of Charles Coudy in your issue of July 20, for Fra Elberta needs no defense. The preachment, "Get out or get in line," which Mr. Coudy takes exceptions to, is to my notion a very fair statement of existing conditions among many employers and employees. The suggestions are all good ones. I judge from the standpoint of both clerk and "boss," having served in each capacity for some years myself. I have yet to find a clerk who was disloyal enough to work or talk against his employer who amounted to anything. I say in the words of our Roycroft "Sachem," GET OUT OR GET IN LINE. In the preachment, if I interpret the writer correctly, we are not advised absolutely to go to any employer and address him as a curmudgeon or miser or anything of the sort, but that it "may be well for you to go to the Old Man and, confidentially, quietly and kindly, tell him that he is a curmudgeon. Explain to him that his policy is absurd and preposterous." We take it that Fra Elberta means that such a course would be far preferable to working for a man and at the same time berating him behind his back. If an employee does not like the ways of the employer, and can not change them, then the sooner he gets out the better. A man who is in sympathy with the other side had better get over to that side as soon as he can and before he does any fighting. I despise a man who pretends to be working for another while at the same time he is working against him. Such a condition would be ruled out of modern politics, let alone the principles of business or any other relation in life, and I believe our Bay City friend will agree with me.

Now, as regards the closing sentence of Mr. Coudy's letter, I hardly think anyone but a prejudiced person could well accuse Elbert Hubbard of being "altogether too smooth," for if it is anything his writings lack it is that quality. His words are right to the point, and were Mr. Hubbard in anyone's employ and things did not meet with his approval, I think the employer would hear something, and it would not be smooth either. Furthermore, I do not think that Hubbard is "way off the track," nor "a big failure," and yet I believe he has his faults, but they have not been touched upon by your correspondent. There is very much of good in the little preachment—sensible, practical talk, helpful in many ways to many people who will read it carefully and thoughtfully, and who will consider it in its entirety.

I regret that I have taken up so much paper over what seems a small matter, but feel that Mr. Hubbard has been misjudged. P. T. H. Pierson.

* * *

Muskegon, July 25—The plans for the picnic of the Business Men's Association of Muskegon are moving along smoothly and everything now points to even a greater success than last year when the merchants of the "City of the Open Port" easily eclipsed all similar efforts in the State.

The picnic will be along the same lines as last year, but there will be several changes in the program, so that the event will have enough novelty to keep it from growing monotonous to the crowds. A more determined effort than ever before will be made to bring in the farmers of Muskegon, Oceana, Ottawa and Newaygo counties and also the residents of the villages and the more the talk current in the surrounding country the more the prospect of success. The giving of souvenirs will be kept up, as in years gone by, and the Ex-

ecutive Committee will be able to care for everything in this line received not later than August 5. No more excellent opportunity for distributing matter can be presented to the manufacturer or jobber than this picnic, for the souvenirs are placed directly in the hands of the people and the significance of the day helps them to be kept and appreciated. Last year not one souvenir was found thrown away after the picnic and more than 20,000 people attended. This year the expected attendance is placed at better than 25,000, and a corresponding increase in its value as an advertising medium can be looked for. The Committee on Entertainment is still arranging the various events, but so far it has been definitely decided to dispense with the distribution of watermelons and substitute bananas. Celery and coffee will be given away, as in former years, and excellent music will form a feature that is always appreciated. J. F. Cremer.

* * *

Detroit, July 25—It may interest the readers of the Tradesman to know that Au Sable is having laid the much-needed sidewalks. Philip Rosenthal has started the good work by laying a good wide walk in front of his place of business. Others are to follow. If you deem this of sufficient interest kindly give it space in your columns. Sol Vineberg.

* * *

Grand Rapids, July 25—It has been in my mind many times to write to you regarding the coloring of pecan nuts. During the last two or three years the writer has noted the growing tendency of the sellers of these nuts to color the shells with some red coloring matter, which is evidently put on for the purpose of beautifying the product and to add to its selling qualities. I believe if these parties were obliged to handle a lot of these prepared nuts they would quickly give up this, to my mind, foolish idea. It is impossible to handle a pint of these nuts without having the color come off on your hands to such an extent that it is a decided barrier to the purchaser of this particular class of nuts. I can not understand why the trade will go on coloring these particular nuts in this manner, as I am perfectly well assured in my mind that it must result in smaller sales of this article. In my own case I have given up the purchase of pecan nuts for this sole reason. J. B. B.

Paper Napkins Are Cheap.

Up to within ten years all of the many millions of paper napkins annually consumed in the United States were imported from Japan or China, but now a large proportion of them are made here. This proportion is constantly increasing, and now American paper napkins are exported to Europe.

Some of the napkins produced in this country are printed with designs Japanese in character, but the great bulk are original in every way. They include napkins printed with various

flowers, which are reproduced with fidelity to nature, both in drawing and in color, and which are also in many cases arranged with most artistic effect upon the paper.

And then there are napkins with reproductions in color of playing cards, and others with the flags of various nations. And then there are napkins upon which are printed yacht flags and napkins printed with music, and napkins printed with other designs.

There are still other napkins that are plain white, without ornamentation, and then there are napkins printed with some simple design in one or in two colors, and there are napkins with a pattern embossed, and napkins with a border printed with a pattern in gold or in silver, and gold and silver are used also on some of the napkins printed in colors to enhance the decorative effect.

These napkins are, in short, produced in scores of styles, many of which are artistic. In fact, to anybody who had never seen one, the sample book of an American manufacturer of paper napkins would be a surprise.

Some American napkins are sold for less than any imported, while some of the finest cost more. There is, for example, an American napkin of tissue paper and printed with two colors that is sold at wholesale for 30 cents per 1,000. This napkin is printed from continuous rolls of paper on presses similar in operation to the fast presses on which American newspapers are printed.

A Touching Tribute.

In a tiny country village in New England a woman died recently and her relatives, friends, and neighbors decided that a woman who had been so popular in life deserved something out of the ordinary in the way of a funeral.

The village did not boast of a band, but it had a drum corps, which was hired to do honor to the occasion. Solemnly it played on the way to the cemetery, but on the return it was asked to play something livelier as a quickstep home.

But the drum corps had made a specialty of serious music and knew only one lively air. However, it was perfectly willing to play the only cheerful bit of music it knew, and the funeral procession went cheerily home to the strains of "The Girl I Left Behind Me."

Mr. I - Could - Have - Done - It - So - Much - Better deserves a seat on the fool's bench beside Mr. I - Told - You - So.

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For a rousing fall trade in

Stationery and School Supplies

Our Line is the biggest and best in America. Prices low enough to surprise you.

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E. A. STOWE, Editor.

WEDNESDAY - JULY 28, 1904

THE DOMINATING VALLEY.

The Mississippi Valley is the most extensive and the most fertile and productive agricultural region on the globe. It is in the north temperate zone and, therefore, it possesses climates best suited for the residence of people of the white race and, consequently, is most favorable to the development of the highest civilization. Covering an area of nearly two million square miles, it embraces conditions capable of sustaining a dense population, and there is no question that it is destined to become the seat of power of the greatest nation that has ever inhabited the earth.

All great nationalities grow up in valleys, because it is only in such situations that food products and the other material requisite for the maintenance and employment of a large population can be found. The Valley of the Nile was the seat of a great Egyptian power. The Valley of the Euphrates was the heart of the Babylonian empire. The great nations of India and China grew up in the wide valleys along their mighty rivers. In modern times when ocean transportation is so available food products and other raw material can be carried to the countries that do not possess them, but it may be laid down as a rule that the greatest nations grow up in locations where their populations can be most cheaply fed and most advantageously employed.

It has been frequently suggested that the Valley of the Amazon, in South America, is to be at some time in the future the seat of one of the world's greatest national powers. It contains two million square miles, while the Amazon itself is the greatest river on our globe, with numerous navigable tributaries. All such prophecies are vain, because the mouth of the mighty river lies immediately under the equator, and the whole of the valley's area is in the torrid zone.

United States Consul Louis H. Ayne, in a report to the Department of Commerce, gives an account of a recent journey of exploration made by him to Manaos at the mouth of the Rio Negro, a large tributary that comes into the main river from the

north. He reports that the Amazon River may be divided into three parts: The Lower Amazon, extending as far as Manaos, where the Rio Negro flows into it, a distance of about 900 miles; the Upper Amazon, from Manaos to Iquitos, near the Peruvian boundary, a distance of 1,800 miles, and the Peruvian Amazon region, with navigable rivers for a distance of 1,600 miles and more. This amazing river system, which empties into the Atlantic, through a series of mouths 180 miles wide, more than twice as much water as the Mississippi carries in flood, and which stains the ocean for a distance of 600 miles, lies in a broad, flat valley, elevated but a few inches above flood level, with an inclination of only about one foot in five miles.

This valley, almost always flooded, is covered with vast forests, in which at sparse intervals are found occasional heaves and hardwood trees of some value. This depression, at least thirty miles wide, has a swift, very deep river running through it, with a breadth of from two to six miles. The thick forest growing up out of the water forms the so-called "banks." Here and there are patches of slightly elevated ground on which Indian huts are erected. To make this huge river and to sustain the growth of the vast matted forest, rain—much rain—is needed, and it is a fact that more rain falls in this region than in any other of like extent in the world. As one sails or steams up the great river there are seen occasional patches of green, level vegetation, for all the world like wondrously fertile meadows, and it is not difficult to imagine great flocks of cattle feeding on them, until the sight of a capybara or tapir, more than knee deep in the green ooze, informs one of the real consistency of that tempting and solid-looking meadow; it is little better than a swamp.

In these extraordinary forests there are found some of the most beautiful and valuable woods in the world, as well as fruits, nuts, oils, balsams and gums, but—and this but is unsurmountable—they are found as rarely as diamonds in the gravel or gold nuggets in the streams. There is a false impression existing that rubber trees, ebony, rosewood, and all the rest are found in great groves or clusters, like our pine or oak forests. The fact is that these trees are solitary. When two of them are only a quarter of a mile apart (and remember that the quarter-mile is not open space, but thick-matted, almost impenetrable swamp forest) they are considered close together; if they are a mile apart they are not considered to be very far distant from each other. Nor does this huge forest produce any great quantity of food for human beings. The staple articles of food for the dweller on the Amazon are dried piracucu, a big, fat river fish, and "farinha," the starch of the manioc root.

In all that vast region which lies under a tropical sun the only towns are Para, at the mouth of the Amazon, and Manaos, 900 miles up the

river at the confluence of the Rio Negro, and in every other direction there are no settlements, and only a few scattered tribes of natives, who move about from tree to tree of the dense forest when they can no longer remain upon the flooded lands.

If the Valley of the Amazon were in a temperate zone it would be sought and settled by the whites, who would control its river floods by levees, cut down its forests, cultivate its lands, and build towns and cities. But under a tropical sun and in a climate which is deadly to all people of the white race, the Valley of the Amazon is as hopeless of such a future as are the valleys of the Congo and the Niger.

The only parts of South America that are fit for the habitation and development of the white races are the countries in the lofty mountain region of the Pacific coast, and Argentina, the southern part of Brazil, Paraguay and Uruguay. South America is not likely ever to give rise to any great dominating power, because the requisite physical and climatic conditions are lacking. Only a small portion comparatively of South America lies in a temperate zone, and, therefore, North America will continue to dominate the hemisphere.

OPEN SHOP VICTORY.

There is now no longer any fear in the clothing trade that fall deliveries will be delayed by the strike of cutters and tailors against the open shop. During the last week conditions have so much improved that manufacturers have begun again to promise deliveries to the trade unconditionally.

Few of the manufacturers are working now with less than half of their full force and many of them are quite freely supplied with cutters. Some of the largest houses announced last week that they needed no more men and asked that no more be sent to them.

New York with its enormous population of workers and its immense resources can easily replace any artisans who desire to quit work, and in the present instance the places of those who went out were filled by others quite rapidly, in some cases even more skilled.

There was not for a moment the slightest shadow of a doubt as to the ultimate result of the recent "unpleasantness." It has been a surprise, to those who have not an intimate knowledge of the fairness, foresight and sagacity of the clothing manufacturers of New York, to see how quickly everything was in running order again. In fact, from the clothiers' point of view, the strike was ended shortly after it was begun, and the only ones who still maintain that there is a strike in force are some of the venal and unscrupulous leaders of the labor organizations, who, either thoughtlessly or with malice aforethought, incited a happy, prosperous and well-paid lot of men, without a single real grievance, to forsake positions that many had held for years.

GENERAL TRADE REVIEW.

The steady advance in Wall Street prices extending over several weeks, after carrying prices to a higher level than for more than a year, is met by a sharp reaction extending over most lines. While reports attribute this to unfavorable London news it is probable that the natural tendency to reaction after such an advance, aided by the demoralizing influences of the great strikes, is sufficient reason for the setback. That it will be of short duration is indicated by the favorable reports of the great industries coming from the midsummer meetings. In iron and steel there is a steady and general increase in demand, arguing that transportation and other industries are ready to use the grey metal in increasing quantities.

It is impossible that such strikes as those in force at the great meat centers and in the cotton mills at Fall River should not be sources of great uneasiness in all lines of trade. In the cotton mills strike there is only one definite industry and one organization to deal with, but in the stock yards strikes opportunity for sympathetic action is so great that no one can predict the extent. The fact that for so long a time the cotton mills have been run with so inadequate a margin of profit makes the interruption of a strike better for the operators than continuing at too high a wage level. In this dispute the definiteness of the demands keeps it within the rules of ordinary strikes, but in the meat strike the indefiniteness and arbitrary nature of the union requirements are such as to make a long and serious struggle inevitable. One effect will be an impetus to public opinion against such organizations and so hasten the time when reason will hold such elements in check. It is a costly remedy, the interference with the revival of business, but it can be afforded with the prospect of eventually controlling these enemies of industrial peace.

As crop prospects become more assured preparations for a generally heavy fall trade are in evidence on every hand. Unlike former industrial reactions the country is not burdened by overproduction. Thus the decks are clear and it is only necessary to be assured that consumption is to be normal to set everything in active operation.

The attempt to demonstrate that war is a good thing for trade by citing the increased imports of Japan does not succeed when attention is directed to the fact that the diminution of imports into the parts of China affected by the present conflict exceeds the growth of our exports to Japan.

Watching the clock won't hurry the hands. They never move so slowly as when a stealthy eye is upon them.

The road to hell is paved with good intentions—and disinterested friends line up each side of it.

If wishes were horses—automobiles would have to take to the Subway.

THOMAS T. LYON.

Review of His Life Work and Achievements.*

In a paper presented to the State Pioneer Society in the summer of 1900 and printed in the Transactions of that Society I gave, from such data as I possessed, a biographical sketch of Mr. Lyon and an estimate of his life work. Since the preparation of that paper I have not had an opportunity to review it, nor have I in my possession the data upon which I drew in writing it, so that what I shall present at this time to the meeting of the State Horticultural Society under the title which has been assigned me will be the result of a draft upon my memory, and the view point will be a few years farther away from the close of Mr. Lyon's life. Because of this vista my estimate may be somewhat modified in its expression.

Mr. Lyon had a varied experience in many occupations. His life work was comprehensive in its character and reached out into many avenues of usefulness. He was a teacher of a village school; a storekeeper at a country four corners; an assistant to a millwright; a commercial bookkeeper. He served Uncle Sam as a mail carrier and for a time successfully superintended a county asylum for the poor. He became a farmer and afterwards specialized as a fruit-grower and anon took up the work of railroad promotion for several years. He launched out for a time as a commercial horticulturist in the primary department—that is to say, he was a nurseryman. All through his varied experiences he was something of an inventor and made a reputation as a horticultural journalist. At the close of his life in the employ of the State he was a horticultural experimenter.

In what seems to me the more important and influential of these lines of activities I knew him personally and formulated, in my own mind, pretty well-developed views of his proficiency and success.

A knowledge of the work of his early days came to me through such personal friends as Judge Ramsdell and John T. Elliott.

In every line of endeavor the distinguishing characteristic of his work was honesty. There were no prevarication, no seeming to be what he was not, no underhand methods, no false estimate of his own ability. With his frank honesty there was an amount of persistence which often reached pugnacity. His own opinions were clear-cut, formed with a great deal of care and, once established, any modification of them was a difficult task. He was very systematic in all his lines of work and in his methods of expression. The skeleton of his essays, addresses and papers was carried like a harness, prominently in view. He had a logical mind and thought out his views quite clearly to a conclusion before giving them expression. This gave him strength in controversial discourse, fortifying him when an ar-

gumentative attack was made upon him.

Mr. Lyon was a courageous man. Once having crystallized his convictions upon any subject he was fearless in his advocacy of them. However, there was a modifying influence in his character which mellowed his courage and his pugnacity and rendered him a most companionable man. I refer to his gentility. He was a courteous gentleman of the old school, and no matter how decided he was in his own views and how vigorously he might be attacked he was a delightful listener and never once gave occasion for a criticism upon his manners.

One of his most important acquisitions was his command of good English. He expressed himself clearly, grammatically, using a wide vocabulary and using it for its full value. This acquisition was not the result of school training, but was a development in the man, going on during his entire life, as a result of the emphasis which he placed upon a thorough knowledge of his mother-tongue.

Behind his courteous behavior as a matter of character was his thoughtfulness for others. This admirable quality was exhibited in his own home with the same gentleness with which it found its expression in his more public relationship in life.

Mr. Lyon was a sincere man. He never quibbled. One never questioned as to whether he meant what he said. There was no indirectness of his purpose manifested in his dealings with men. As an experimenter the full value of his work was gauged by his conscientiousness. I never knew a man engaged in agricultural experimentation since who was so careful to keep his prejudices so perfectly under control.

From his childhood until he passed to the other side he was first of all a student; and in pursuing his studies he followed his old-time school methods. In acquiring information and assorting it for ready use he was a genius. He piled up his facts and classified them in various ways so that without hesitation when the demand came he could without loss of time utilize all the information he had gathered upon any given topic. We who were associated with him as a horticulturist were not many of us aware of the versatility of the man or the wideness of his field of research. He was as much a student of politics and religion and science as he was of horticulture, and all these lines of investigation, which he followed so honestly and persistently, exhibited themselves in his public utterances upon horticultural topics.

My first experience in listening to Mr. Lyon's public addresses and papers, as I recall it now, made me impatient. I thought him exceedingly dry and tiresome in his discourse. I think this feeling was experienced by many others. Still, in reviewing recently some of those same papers, which were quite fatiguing at their initial utterance, I find such extraordinary values that I can never be too thankful that he was painstaking in

the gathering of his facts and accurate in the presentation of his views, even at the expense of fatiguing his auditors. Unfortunately, he had not the ability to add juiciness to his discourse, and found it impossible to lighten his narration of facts with attractive illustrations, and he was unfortunate, also, in his manner of presentation. He added nothing in the way of gesticulation, either facial or otherwise, and his modesty led his listeners to feel that the speaker had no very high consideration of the value of his own discourse. Mr. Lyon, according to his own admissions—and these accorded with the observations of his most intimate friends—carried his nerves well beneath the surface and had most complete control of his emotions.

I have thus narrated certain characteristics of the man, as I recall them, for the purpose of making quite clear the basis of my brief estimate of his life work. For over a quarter of a century I carried on a very intimate and frank correspondence with Mr. Lyon and a little while previous to his death, as a result of a conference with him upon the subject, I destroyed every vestige of this correspondence.

He was a very attractive letter writer. He expressed himself more clearly and frankly and beautifully in letters than in conversation. I think this was the result of a certain innate modesty concerning his own qualities and equipment when in the presence of others. In the course of this correspondence many times the inner fountains of his life were touched and I enjoyed my real view of the beauty of his character. I absorbed from this correspondence certain ideas regarding the qualities which lie at the foundation of character which have made a deep and lasting impression upon my own life.

It seems to me that in summing up the work of Mr. Lyon's life its value lies in his well-balanced character, which exhibited itself in every department of his work. It was as much in evidence in the little things as in the greater ones with which he had to deal. The definiteness of his work and his views which found its expression in all his avenues of usefulness stands as a model for the hopes and aspirations of any young man who desires above all things to be useful to his fellowmen.

The inspiration that lies in Mr. Lyon's life, as affecting other lives, is the benevolence of his spirit. There was nothing in his career which would lead one to the conclusion that he was looking out for himself or that he had in mind self-gratification of selfish ambition. Everything that came from his head and his hand seemed to have as its object the helping of his fellowmen or the advancement in the interests of his fellowmen of the movements which he championed.

In the literature which has emanated from that great organization, the American Pomological Society, will be found many admirable reports and documents showing the hand of a master for which Mr. Lyon was responsible. In the life

of that Society, from the time he became one of its leading members, he was very suggestive, and scarcely a meeting of the organization convened without something unique in the way of a contribution which came from Mr. Lyon.

From the earliest history of his connection with the Michigan Horticultural Society he made the strongest impress upon its literature and its success of any other man. His life work will never be identified with commercialism and still his researches and the literature which came from his hand lie at the very foundation of the grand success of commercial horticulture in Michigan. He did not achieve this success, but he enabled, through his utterances, other men with more practical instincts to utilize his knowledge in a commercial way. Men all over Michigan who never saw him and many who do not know his name are practicing in their methods suggestions made by Mr. Lyon which are invaluable in the practice of horticulture as a vocation.

One thing connected with his work as a horticulturist made a deep impression upon me and that was his appreciation of the element in horticulture which is purely ornamental and his willingness to give it a prominent place in the work of the Association, which he so largely controlled. The flower garden, the landscape about the home, the embroidered roadsides, the utilization of flowers in the home—all appealed to him as the accompaniments which should invariably be found with the prosecution of horticulture as a business. It was his insistence upon this view which led many excessively practical men to treat him as a sentimentalist and to speak of him as an idealist.

It is unnecessary for me to say to you who knew him so well that because of Mr. Lyon's sympathies with sentiment and idealism in horticulture my heart warmed to him at the outset, and I do not hesitate to recall to the view of Michigan horticulturists this side of Mr. Lyon's character as one which should lead us to revere his memory, because of its value in adding to the higher satisfaction of life things which can not be measured by dollars and cents, but by pulsations of the heart and throbs of the warmest sympathy.

In measuring the values as connected with the impress of a man's life it seems to me we act wisely when we emphasize above all other things the influence of the man upon the minds and hearts of other men. These are values which are eternal. These are the ones most to be considered in estimating the reach of Mr. Lyon's life. With this kind of a unit of measurement, we can not help but realize that a great man has lived among us, a man whose life has gone into multitudes of other lives and even without their knowledge has made impressions of the greatest value and influence.

After all, it is not the plaudits of mankind which voice the real estimate of character in a life, but rather the fact that the truths and meth-

*Paper read by Chas. W. Garfield at summer meeting of the Michigan Horticultural Society, held in South Haven, July 26, 1904.

ods and influences of that life have unconsciously been assimilated and become an intrinsic part of multitudes of other lives.

It is very difficult for a contemporary to give a wise and safe estimate of the character and work of a man. Really this must come as a result achieved—a developing result which shows itself in the years and decades and even centuries following the close of a life's activities. I think, in measuring the work of Mr. Lyon, the boys who are now coming on the stage of horticulture and who will be prominent factors in the progress of the art during the next generation will have a clearer view and a higher estimate of him than that which has found expression through his contemporaries.

For my own part, in thinking of the life of our venerated T. T. Lyon and comparing him with men who have filled large places in the commercial world, I would give more for the privilege of occupying his niche in history than for the position of any man I know who has attained a position of great prominence and notoriety in the acquirement and utilization of wealth.

I trust you will not misjudge me and accuse me of using cant when I give utterance to my view—that above all other things in connection with Mr. Lyon's life work I appreciate the fact that he was a God-fearing man. I mean by this a man who feared to do wrong and one who put common sense religion into every feature of his work and influence.

This is the first meeting of our Society held in his old home town since our beloved Mr. Lyon passed to the other life. It is fitting to-day that we should recall for a moment his life and his work and take home with us a little of the inspiration which shall lead us in our ways to be more truly conscientious and carry with us, as he did, a keen sense of our responsibility to our fellow-men.

Plan Which Would Tend to Remedy the Usury Evil.

The question of protecting and promoting the unity and integrity of the home and family is one of paramount importance. It presses specially upon American citizens, the safety of whose free institutions is involved in its proper solution. The home is the center of love and peace, the source of social order and patriotism. The family is the corner stone of the republic. The state itself is but an expansion of the family principle. We have but to provide for the unity and integrity of the family and safeguard the home in order to secure the perpetuity of our institutions and make them the model and marvel of the world.

From the earliest times the divine law, supplemented by laws of human enactment in every land, has condemned the usurer and his practices, but the constable has escaped. Formerly the lord high constable was next to the king in dignity and power. Such was the case not only in England, but also in France. It was the

general duty of constables at common law to keep the king's peace, or to maintain law and good order, and to that end they were clothed with extensive powers of arresting and imprisoning offenders. In more recent times constables have degenerated and become some of the greatest offenders against law and order—actual disturbers of the peace and well being of the community.

In a community comprised of different races and nationalities, where so many are ignorant of our language, hundreds upon hundreds, if not thousands, are imposed upon and made the victims of fraud and extortion by these usurers, money sharks and constables. They dislike, quite naturally, to make public their circumstances and grievances. But they seem to think that the judges of the courts can be of help to them in imparting information and giving advice, and to these they come in great number with their complaints, appealing in their difficulties for private advice and counsel. While it is no part of the legal duty of a judge to listen to their complaints or entertain their appeals, yet it is difficult for one sympathetic by nature to turn a deaf ear to them. Many a time, when listening to the details of oppression and extortion of which they had been made the victims by money sharks, confidence men and sharpers—not to mention the acts of lawlessness committed by constables, who are presumably guardians of the peace—I have marveled that the law abiding elements of the community can be cajoled into tolerating such outrages and villainies. They would not, I am sure, if fully conscious of the enormities thus committed.

The law is primarily designed to protect all, and especially those who, through the many infirmities of our weak human nature, are unable to help themselves; but the rule seems to be reversed in the case of the unfortunates who are compelled to borrow money from the usurers and extortioners so numerous under the present system. And, no matter how extreme the case or indefensible the oppression, the heartless constable is found ready to obey in enforcing his execution.

But some remedy should be suggested, and I venture to give the outline of a plan that I think would be effectual:

I would place in the clerk's office of every county an exemption register, in which the head of a family wishing to claim the benefit of the exemption laws could state his name and address.

I would provide that any mortgage or pledge of household goods, or any assignment or transfer of wages made by any person whose name appears in the exemption register should be absolutely void unless accompanied by the affidavit of the husband and wife averring that the property so mortgaged or pledged or the wages so transferred or assigned are not exempt from execution or garnishment under the law.

I would also provide that no attachment or execution should issue to levy on the household goods until

the execution creditor procure an order therefor from a Circuit Court or County Court judge, based on the affidavit of such attachment or execution creditor, showing that the person against whose goods or wages he seeks the process has goods or money in excess of his legal exemptions.

Persons who loan small sums on mortgage or pledge necessarily incur the risk of loss of the principal in many instances. I would, therefore, allow a liberal compensation for making out and recording the necessary papers to secure the loan. My reason for doing so would be that you can not prevent a man from borrowing so long as he finds a person willing to loan. I would, therefore, make usury a statutory crime.

Before permitting a man to qualify as a constable I would compel him to give a bond, with at least two sureties, who could schedule clear real estate for double the amount of the bond, and make the bond liable because of dereliction of duty, or fraud, or oppression on the part of the constable. By requiring such a bond no person of doubtful character would secure the office.

While these ideas are crude and given without time for much reflection, I believe that legislation along the lines suggested would do much to drive usurers and the dangerous class of collecting agencies out of business, and prevent the town constable from being an oppressor of the poor and a violator of the law.

John Gibbons.

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Springvale, July 25—Springvale is one of the most beautiful spots in Michigan. It lies sixteen miles south of Petoskey and about fourteen miles up the Boyne Falls and Northeastern Railway from Boyne Falls. This railroad is owned and operated by Cobbs & Mitchell.

If you should drive—which I would advise, because the road from Petoskey is beautiful and picturesque—you will first see our little hamlet from the top of a hill, a half mile distant. I am sure you will rein in your horse and look and look. There it lies, nestled in the bosom of the forest, a little handful of cozy homes, the store building and the hotel. The company



takes great pride in this plant, and Mr. O. McMahon, who has charge of the entire work, has shared nothing in time or money to make a beautiful and also to provide every comfort and convenience for the employees.

To come without warning upon this bit of busy life, set down in the midst of a seemingly impenetrable forest, is a bit startling at first, but a few days spent here makes one long to linger on forever.

One has only to face about from all the comforts of electric lights, steam heat and running water to find one's self in a forest where human foot has never trod; or take a step from the busiest store and office one often sees to the sweet calm of a perfect solitude; from a present replete with every modern luxury to a past as far removed as the day on which this world was tossed from the work-bench of Time.

The woods are so alluring—so full of charm and languor—that each tree seems to have lived a life and to be whispering the story of that life, if one only listens. They bend down their swaying branches and caress you, and drop their leaves like kisses on your upturned face. How cruel it is that they should be sacrificed. Only a few years more and the forests which once clothed our State with living green will be no more. The wise are enjoying them while they last, and I think nowhere are they more beautiful than at Springvale.

E. L. A.

Lost Her Position Because of Her Beauty.

A girl employed in a Chicago manicure establishment lost her position the other day because she was too beautiful. So said the proprietor when asked what had become of her.

"She really turned the heads of all the men who came into the shop and we simply had to let her drop out," declared the manager.

"Yet you must understand that no ugly hairdresser or manicurist or masseuse has any right in this line of business," continued the proprietor. "A nice, chatty girl is also required. When a man is obliged to sit for three-quarters of an hour and have his hands worked over he wants some one who can entertain him a little."

Aside from personality, conscientious work counts for a great deal in the manicuring business. At one of the best shops in the city, patronized largely by lawyers, Board of Trade men, and members of other well-to-do families, both men and women usually telephone in ahead and make appointments with certain

girls for their work. The reason for this is customers, being treated by the same girl, feel their personal needs are better understood in a short time and they can be served with less strain upon themselves.

At another shop where women go to be massaged as a part of a beauty treatment, it is said that secretness is insisted upon on the part of the attendants.

"One effect of massage is to set the wits in action, often causing a natural exchange of confidences," says the manager. "If a woman under its influence unpremeditatedly tells how she has been tempted to chloroform her children to keep them quiet with the nurse while she attended some society function, she doesn't care to have the story repeated to the next patient. Neither may she wish it to be spread abroad, how, eyed by the frigid glances of her hostess, she once kept a whole dinner party waiting to rise from the table while the man by her side bent down and found a tight slipper she had carelessly kicked off."

Secrecy, in fact, is demanded of

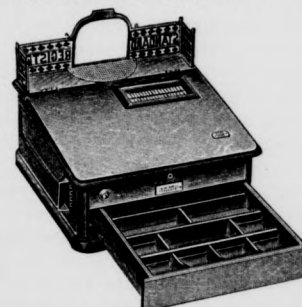
attendants in all places. Women invariably undergoing the beauty treatment practice deception upon their husbands, and the husbands likewise practice similar deceptions upon their wives. One story is told of how a woman came into a certain shop for scalp treatment, and demanded the secret be kept from her husband. The same day at a different hour the husband came for a similar treatment and insisted they should say nothing to his wife about it. Attendants were mum as church mice, but one day the secret would out. Husband and wife appeared on the scene at the same hour.

It is said that women, more than men, base their preference for certain attendants on the amount of work they can secure for the least money. One young woman deliberately walked into a hairdressing establishment in this city, asked the poor, fatigued looking attendant the price of a shampoo, and, told 50 cents, engaged to have her hair done. The hair, placed under water, turned out to be that peculiar chalky kind which resists every attempt to absorb moisture. The attendant worked for four weary hours, when the job was finally finished. The girl walked away satisfied. She had paid 50 cents for work which in New York and Cincinnati had always cost her \$1.25, and twice that sum when she had it done at the same shop a second time. New York women and actresses are said to demand more in attendants than any other women in the world. A Turkish bath, a

shampoo, and a hairdressing for \$1 are all they ask. They are accustomed to it they say in New York and they don't see why they shouldn't have it in Chicago.—Chicago Tribune.

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Advantages of Dry Parchment Paper.

Prof. M. L. Morcas, of Gembloux, Belgium, reports, in a bulletin by the Belgian Secretary of Agriculture, the results of some experiments he has made as regards the influence of water on the keeping quality of butter. In these experiments the comparisons were made as regards the time which the butter kept without any perceptible change when it was wrapped in dry or in moist parchment paper. Both butters kept equally well for six or seven days, but then the butter wrapped in moist paper took on a disagreeable smell, which became more and more pronounced until it at last became rancid. The Professor sums up the result as follows: "The butter wrapped in dry parchment paper kept eight days longer than that wrapped in the moist paper; the latter soon took on a bad smell, especially near the surface where the paper touched the butter. The dampening of the parchment paper before using, which is popular in the creameries, should not be tolerated. This instruction should be observed all the more as it has been the common belief that the butter kept better if it was wrapped in soaked paper or linen."

This is indeed surprising! Have we—in soaking our wrappers and liners to prevent mold, been injuring the flavor without discovering it? Shall we indeed go back to the old and—in one way—easier method of using dry paper?

It seems to us that we may well wait further details of the experiment and also new experiments in our own country before we change our practice of soaking in brine.

The report, it is true, seems to refer only to small pieces of butter, but surely if that butter is affected it is reasonable to presume that butter in tubs would be equally affected. Furthermore reference is made to the influence of water and if that has been used without addition of salt or—if you please—if the said water was not sterile, then we feel inclined to believe in the justice of the claim made; but if the parchment paper had been soaked in a strong brine made with boiled water we confess to considerable scepticism. We are anxious to place before our readers every new idea, every new experiment, and while we thus hasten to present this one we can not but continue to advise our readers to soak the parchment paper in a strong brine for several hours, if not all night, before using. Meanwhile our experimenters should be happy to have another subject for a comparatively easy experiment and an instructive bulletin.

First Cheese Factory Established in Ohio.

At the foot of the little bluff with in a few rods of the writer's home

are to be seen a few foundation stones of a former building just protruding above the soil, the markers of the first of the curd-cheese factories erected on the "Reserve," soon to be superseded by Hurd's "Silver Creek" factory, the pioneer of the milk buying establishments, now in continued operation for thirty-eight years. This curd factory was erected in 1849 by Dow & Howard, and its machinery was all made by the partner, Howard, and in workmanship was hardly up to the present-day furnishings of a 1904 factory. The building was two-storied; the curing rooms above; a big spring on the high bank above supplied abundance of the purest water.

Previous to this cheese was all home-made, and the apparatus, a brass kettle to heat milk and whey in, in turn; and a huge pine cheese tub, in which to store the milk, curd it and prepare for the press by dipping the whey out with a handled scoop, the curd being covered with a big "coarse cloth strainer;" it never having occurred to any one that a hole and faucet at the bottom of the tub would save this double lifting of whey, for after its removal part was "het up," and turned back upon the curd to scald it. Some one thought out the plan that if this fresh unsalted curd could be freed from its whey it might be taken to a central point, and there "cut up," scalded and salted, and made into cheese that would be, by mixing the curds, and treating alike in its after working, of more uniform texture and quality than when made on the farm where each maker's plan was based upon experience.

This Aurora factory started out with good prospects. Harvey Eggleston was secured as cheesemaker, he having a local reputation of making good farm cheese. The curd of about 700 cows was contracted for at about what farm cheese, green, would be worth; and the curd pickers started out to gather up their contributions. At the farm the night's milk was skimmed and the morning's mess added, and "set" and as quickly as possible cut up and wheyed off, the curd put in a big sack and a stone placed upon it to press out the remaining whey, awaiting the picker's arrival. Well the writer remembers "Old Bridge" and his nondescript wagon loaded with these bags of dripping curd, and on hot days followed by a swarm of flies which the smoke from his plug-tobacco-filled pipe failed to drive away.

John Gould.

Life isn't all traveling along pebble-less roads on a racing car. You'll meet many a telegraph pole and many an inquisitive barbed wire fence before you get to the end of the journey.

If the sweet girl graduate knows how to half-sole the dome of her future husband's trousers she hasn't graduated in vain.

By all means ask questions. You'll never know how much you don't know until you consult those who do.

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—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

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.

Should Engage More Largely in Goose Culture.

There is no reason why every farmer who has plenty of grass range should not keep geese and increase his income at very little cost, as they can be kept on grass and water from spring until late in the fall.

Nearly every farmer has some meadow near his buildings which could be utilized to a very good advantage by devoting it to goose culture.

The only time you have to feed any grain is in winter, and then very little is required to keep them in good breeding condition. Feed a little oats, cut clover and green corn-stalk leaves, oyster shells and plenty of water and a little corn at night on real cold days and your breeding geese will be in the best of condition when the breeding season arrives. Geese should not be fat for breeding purposes, but they must be well fed while they are laying eggs in the spring. No expensive yards or houses are required; a 3-foot wire netting fence will hold them, and an open shed facing the south for them to go under and make their nests in is all that is necessary, but their shed should be away from other building, where they will not be disturbed, and the building will not be jarred by slamming doors and cattle and hogs rubbing on their shed, as that is very injurious to goose eggs while being hatched.

For best results never mate more than one gander with three geese. Females are good for breeding purposes for ten or twelve years, but ganders should not be kept over four years. Geese will do better the first season if got in the fall or early winter, so as to get accustomed to their new home.

Water in some way for them to bathe in is necessary for best results in breeding season. This can be done by scrapping out a hole in the ground with team and scraper and keeping water in same, if there is no other water near, or one can sink a box or tank in the ground for them to swim in.

Geese generally start laying in March or April and need watching, as they will cover their eggs with straw or hay. The eggs should be picked up before getting chilled in cold weather and kept in a quiet, cool place, and turned every few days until ready to set. Geese eggs can be hatched under chicken hens. When the eggs begin to hatch keep watch and as soon as a gosling comes out put it in a basket near the stove, repeating this until they are all out. It is best to wrap them in some old flannel or woolen cloth. If left in the nest the mother is liable to trample them to death. When they are twenty-four hours old place them with the mother in a coop with a board floor and feed them with some stale bread slightly moistened with some milk or water; also give water to drink. Keep them in for two or three days; after that they can be out every day when the dew is off. Confine the mother and her brood for the first four or five days to a limited space well covered with

choice and short grass, gradually enlarging the run as they get older. Feed four times daily until they are fourteen days old, and after that feed three times daily with corn meal cooked and stale bread.

Keep goslings out of water until they have a full coat of feathers. Young goslings getting into water or being out in a hard rain means sure death to them. Have a dry and warm place for goslings at night and do not let them out in wet grass in the morning.

After the goslings are feathered out they need nothing more than plenty of grass, water and oyster shells or sand.

The geese can be plucked some time in July and August, when the feathers come out easily without blood or matter in the quill.

Never use ganders that are related to the female for breeding purposes.

The African, Embden and Toulouse geese are the most profitable breeds to raise, and they should be kept pure bred and not mixed or crossed.

A. A. Rieff.

Recent Business Changes Among Indiana Merchants.

Crawfordsville—The grain and flour business of Crabb & Reynolds has been absorbed by the Crabb, Reynolds & Taylor Co.

Denver—C. E. Wright has disposed of his general stock to Vigil W. Seller.

Elkhart—Fry & Morrison, who formerly conducted a millinery store, are succeeded by Morrison & Boone.

Mishawaka—M. R. Hoerstman has purchased the grocery stock of Herold & Co.

Richmond—The Noxon Bag & Paper Co. is succeeded by the Richmond Paper Mills.

Ross—A. G. Nicholson & Co. have discontinued their general store.

Darlington—The grocery store of Guntle & Guntle has been closed by the sheriff.

Somewhat Too Optimistic.

Dr. S. Weir Mitchell enjoys telling of the interview that took place between a certain wealthy old Philadelphian and his only relative and heir, a young man of 23, who has since childhood known that he was to inherit the uncle's fortune. The nephew, on hearing that the old gentleman was ill, had hurried from Newport to the bedside of his wealthy relative. "Oh, Uncle!" exclaimed he, as he hurriedly entered the sick-room, "awfully sorry to find you so ill. Is it true that you are threatened with appendicitis?" The old gentleman smiled grimly. "I hardly think it is, my lad," replied he. "As a matter of fact, it's only the rheumatism. You mustn't be too optimistic, you know!"

Look out for the clerk who is over-ready with a "Yes, boss," and a "No, boss." Loyalty springs not from the lip, but from the heart.

There's a little thing called "tact" that has more to do with our success in life than the big thing we call "talent."

Warner's Oakland County Cheese

Not always the cheapest,
But always the best

Manufactured and sold by

FRED M. WARNER, Farmington, Mich.

Send orders direct if not handled by your jobber.

Sold by

Lee & Cady, Detroit

Lemon & Wheeler Company, Grand Rapids

Phipps-Penoyer & Co., Saginaw

Howard & Solon, Jackson

Butter

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

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

E. F. DUDLEY, Owosso, Mich.

We want more

Fresh Eggs

We have orders for

**500,000 Pounds
Packing Stock Butter**

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

Grand Rapids Cold Storage Co.
Grand Rapids, Mich.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, July 23—Commercial grades of coffee at the moment are in comparatively light supply here and the market generally is firm. For No. 7 the ruling figure is 7½¢. Buyers seem to have taken hold rather more freely although there is yet room for improvement. At the close there are in store and afloat 2,817,099 bags, against 2,459,152 bags at the same time last year. In mild sorts there is little doing and buyers are content simply to keep assortments unbroken. Good Cucuta, 9¢; good average Bogotas, 10½¢@10¾¢.

There is simply a "fair" call for sugars under old contracts and little doing in new business. Refiners are still behind quite a good deal in filling orders and many complaints have come to hand. Quotations are firmly sustained.

There is little doing in teas and the market closes sluggishly. In the line trade there has, perhaps, been a little better business this week than last and stocks are limited, so that dealers are in pretty good position to obtain rates. Later on, holders seem to think, we shall have a big improvement. But just what these hopes are founded on it would be hard to tell.

There is a quiet trade in rice. Buyers take only the smallest possible quantities and seemingly do not care whether they obtain even this. Rates continue on the low basis that has prevailed for some time and there seems no immediate likelihood of an improvement, as the crop promises to be large.

The spice market shows improving strength. The gain is slight, but seems to be steady. Especially is this true of cassia and pepper. Quite a fair run of trade has sprung up and dealers seem to think we shall have a good trade this fall. Singapore pepper, 11¼¢@11½¢; Zanzibar cloves, 15½¢@16¢; Ambonyna cloves, 16¢@16½¢; China cassia, 10½¢@11¢.

Grocery grades of molasses are quiet, as might be expected, but there seem already to be some slight signs of improvement. Quotations are well sustained, centrifugal good to prime ranging from 18¢@27¢ and open-kettle 31¢@37¢. Syrup is steady.

There is simply an average mid-summer trade in canned goods. The situation is about what might be looked for and not much change for the better will occur until September. California lemon cling peaches seem to be the strongest article on the list and it seems likely the supply will be entirely exhausted within the next five months. Tomatoes show steady although slight improvement and the outlook is for a good trade. Maryland, 3 lbs., 70¢@75¢. Salmon shows steady improvement, but it is slight. Peas are firm. Corn promises well so far, but the output is almost cer-

tain to be much below some other years, and it is not likely there will be what may be called an ample supply. New York State corn is quotable at \$1.20@1.25; Maine, \$1.50@1.60. Lemons are firm and slightly higher at the auction sale, say 25¢. California oranges also show about the same advance and the market for both shows steady improvement.

The butter market remains about unchanged. Fancy creamery is still held at 17½¢@17¾¢, and it seems very hard to get above the latter mark. Seconds to firsts, 15½¢@17¢. Medium grades of butter are in more generous supply and are hardly as firmly held as last noted. Imitation creamery, 13¢@15¢; factory, 12½¢@13¾¢; renovated, 12½¢@15¢.

Cheese is dull and not a particle of enthusiasm exists among sellers. Small size New York State full cream seems to be immovable at about 8¢ and large about ½¢ more.

The egg market is quiet. Supplies seem to be sufficient for demand, although of the very best grades there is certainly no accumulation. Nearby stock is worth 22½¢@24¢ and best Western 20¢@20½¢; seconds, 19¢@19½¢; thirds, 16¢@16½¢. Lower grades are plenty and a large part of the arrivals show the effect of heat.

Atlantic Rice Growers Frightened at Loss of Supremacy.

Unless some bold steps are taken at once to offset impending dangers, the rice industry of South Carolina and the Atlantic seaboard will lose the prestige it has held for so many years in the markets of the world.

The planters, millers and buyers of that section of the country are just awakening to the fact that their business is gradually drifting away before the influx of cheaper rice from Louisiana and Texas. The situation has become so serious that the rice interests of that section have come together during the last week, and are now formulating plans for mutual aid and protection. It is proposed to organize a growers' protective and distributive association to control the entire output. A committee is at work on the proposition, and will soon make recommendations for saving the industry.

Gov. Heyward, of South Carolina, is one of the largest rice planters in the State, and he has promised to co-operate to the full extent of his powers in meeting the encroachment of the cheap rice of the Southwest. Commissioner of Immigration E. J. Watson has begun investigations, with a view to helping the committee of rice men now at work. It is even suggested that the South Carolina planters may join the National Rice Association.

The view of the situation taken by rice men in general is that the conditions prevailing on the Atlantic Coast are only natural ones and that many in the trade have foreseen the ultimate result. The labor-saving machinery employed in the cultivation of rice in the Southwest, combined with the irrigation and canal systems in vogue there, has enabled the planters of Louisiana and Texas to

produce a good cereal at a lower cost. The output of the Carolinas and Georgia is about 500,000 pockets a year, or one-tenth of the entire production of the United States, but the rice interests of that section have labored under the idea that they could control the market price, in view of the good quality of their product. That they have seen their mistake is proved by the fact that they can now get only about three-fourths of the price they would have obtained had they marketed their supplies last fall.

It is suggested that each member of the new association shall be assessed \$5 per annum, the money to be used for the purpose of advertising Carolina rice in such manner as may be deemed best for the industry. It is also proposed to work in harmony with the Rice Association of America.

Carolina rice was once known the world over as the finest rice grown, but it has lost its prestige, and now grades with the Louisiana and Texas product. This is said to be due to the fact that the quality is ruined in harvesting, and that the cereal does

not go through the curing process necessary to make it a high-grade rice. It is said to be a scramble from the time the rice is three-quarters ripe until it is dumped on the market ahead of the Southwestern product.

A remedy has been suggested to do away with this dumping process by having every planter store his crop in bonded warehouses and issue warehouse receipts which will become good securities on which the banks will advance reasonable amounts. This will supply the producer with funds until such time as he may be ready to sell.

The importance of reaching the home trade is also urged and suggested that the producer sell his rice to the consumer in one-dollar packages. The producer now gets only a small amount for his rice, but by the time the middleman has taken his profits the article is so high priced that the consumer will not use it as an article of food.

The chap who is always after something for nothing missed his calling, he should have been a trading stamp agent.

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.

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.

WOMAN'S WORK

Not Measured by Comparisons, as Man's Work Is.

There is no competition in the home. That is the reason woman's work does not make the same rate of progress that man's work does in the business world.

The man in the business world loses his job if his work does not come up to a certain standard; the daughter, the wife, the mother may do her work ever so poorly, and there is not one chance in a million of her losing her job. A woman is established in a home for life. A daughter in her father's home, under normal conditions and during her father's life, is a daughter as long as she chooses to be. She may be any kind of a daughter she sees fit to be and she is in no danger of losing her job. There is no competition for her position.

If the daughter so elects, she usually has an opportunity to exchange her life position as daughter for a life position as wife, and here again there is no competition after she has once secured the position. All she needs to do is to keep alive and look pleasant. If her husband is rich she may safely spend her time in idleness, for there is no competitor close at her heels to force her to get her work done in the most economical and scientific way. Woman's work in the home makes comparatively slow progress because one woman's work is never measured up against another woman's work in the same way that a man's is, and with the same results hanging on the comparison. No one can take the wife's or the daughter's position away from her, therefore she never feels obliged to toe the mark as all men, except the born millionaires, do in the business world. Every woman who has a father or a husband has a natural monopoly.

Any man, no matter what his qualities or achievements, must keep moving on, must continue to outdistance all his rivals, day by day. If he is an employe he must do this or he will be dropped and another man put in his place; if he is an employer he must at least keep up with his competitors or he will fail in business. Competition is the law of the business world and competition is responsible for its systematization and general progress.

In the home this incentive to improvement is lacking. If a woman chooses to dawdle over her work she may, and she is in no danger of losing her position. If she chooses to spend two or three afternoons every week shopping or playing cards or "visiting" she may do so without endangering her position as mistress of her husband's home. If a man had the same kind of tenure on his position and the same lack of competition he probably would make just as little progress in his business as the woman does in her domestic affairs. We are all lazy; we need to be spurred on to make improvement. Every man in the business world has the spur of competition. The better his position the more desperately

anxious his rivals are to get it away from him; the humbler his position the more absolutely his life depends upon the quality of his labor. No wonder, then, that with every man fighting for his place in the business world it every day becomes more and more perfectly systematized.

But even without direct competition, some one says, personal ambition remains for both the man and the woman, and this ought to operate for the systematization and general advance of woman's work in the home, as it does in the business world. But personal ambition, itself, can hardly be separated from competition, since "an eager desire for preferment" implies competition. As a rule, the man who works alone, without being obliged to take account of what his neighbor is doing, makes little progress. The hermit nation falls behind and at last must lose its identity in that of its conqueror. So the average man works better when stimulated by contact with the work of his fellows. Why do ambitious young men forsake the little towns and villages for the metropolis? Even the painter, the musician and the writer crowd the great beehives, even although they know that for the actual doing of their work the solitude of the country would be preferable. Only genius thrives in solitude. Perhaps some one objects that housewives who have their little workshops in close rank and long rows all up and down the great city are far from being alone. They do work alone, for there is no interdependence of the work of one house upon that of another or upon many others, as there is one business concern upon that of a whole system of other concerns.

Some people may think women are fortunate in that they are removed from the life of competition and ambition, because thereby they are free to seek excellence for its own sake. Without ignoble strife they may attain the highest excellence in their work. The only trouble with this theory is that it works in comparatively few instances. The average woman who is free to choose whether she will waste her time in frivolous pursuits or spend it in hard labor to gain special excellence for its own sake usually elects to glide lazily down the stream of time without putting forth strenuous efforts of any kind.

Woman is not peculiar in this, either; the average rich youth spends his time foolishly if he has so much money that he has infinite leisure. The financially independent youth who works steadily for the achievement of some particular excellence in any chosen line is the rare exception rather than the rule. And the youth whose future living is assured has this advantage over the wife or daughter who has a life position: The world expects more of a man and he may do something because the world expects it. It is not yet a disgrace for a woman to do nothing.

There should be no blame, therefore, attached to woman because she has not done nearly as much with

her sphere as man has with his. Only a few men of the highest type can be given positions for life, where there is no competition, without danger of their ceasing to make progress. The judges of the Supreme Court of the United States hold life positions, but they have won them after long years of training in open competition with all the lawyers and judges in the country. Kings still hold their positions for life; but in nearly every monarchy in existence one or two rivals watch every movement and note every mistake of the wearer of the crown. So there is more competition for the place of almost any ruling monarch in the world than there is for any woman's place as wife or daughter.

Since competition is the life of trade is it any wonder that woman's work has made so little progress?

John A. Howland.

Dead men tell no tales, but it's different with the writers of obituaries.

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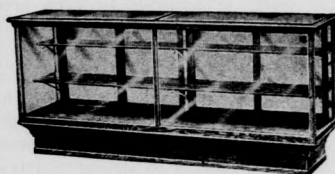
The acceptance of this invitation by your customer depends more on the character of the goods you have sold them than anything else.

Your sweetest smile is not near as pleasant to them as the satisfaction they receive from getting their money's worth.

New Silver Leaf Flour

will bring your customer back pleased, for it is a generous exchange for any woman's money.

Muskegon Milling Co., Muskegon, Mich.



Ball Bearings On Show Case Doors.

Make the doors work right. They are expensive but the cases cost you no more. All our Sundries Cases are fitted with them. Our Catalogue gives complete information. Write for it.

Grand Rapids Fixtures Co.

Bartlett and South Ionia Streets, Grand Rapids, Michigan

New York Office 724 Broadway

Boston Office 125 Summer Street

SPIDER SILK.

Ingenious Method for Taking Web Without Injuring Insect.

The dreams of making silks from the threads spun by spiders have been realized. An ingenious method has been perfected, so simple that it was possible to put it into operation almost at once, and the silk woven from the threads has already been put on the market.

It is more beautiful than the ordinary silk, possessing a strange, glowing old-gold lustre in its natural state. Under the microscope the separate threads look more like fine gold wires than fibers. The price of the spider silk is still too high for its use by any except the rich, but there appears to be little reason to doubt that, with good commercial management, it can be made as cheaply, if not cheaper, than the silk that is obtained from the mulberry worms.

The experience of the manufacturers so far has shown that the silk can be obtained profitably from many different kinds of spiders. In the present stage of the industry, however, it is found most practicable to confine the work to a large spider indigenous to the Island of Madagascar, which is remarkably plentiful, easily fed and wonderfully productive. A record has been established in its case of 3,000 yards of thread having been obtained from one specimen in one spinning.

The spider utilized for the purpose is a large one, known under the scientific name of *Nephila madagascariensis*. For many years the natives of Madagascar have known of the fine, silky quality of its product, but their work has been confined to using the cocoons in which the females wrapped their eggs. These cocoons are of a beautiful pale yellow, and they are gathered in great quantities, and the silk was spun from them crudely in a manner similar to the way in which silk is spun from the cocoons of the silk worm. But this method was slow and laborious, besides being unsatisfactory, for the fine fibers were more or less bruised while being unraveled, and thus lost much of their gloss. Besides that, the thread so spun was uneven, and often the tangle in the cocoon was so great that no continuous fiber could be obtained.

There was a Catholic missionary in Madagascar who saw the great possibilities in the industry, and realized that improved methods would mean a great deal to the native. So he devoted his time to a study of the spider. One day he was watching one of the big fellows spin his web and the solution of the problem came to him:

"Why wait," thought he, "until the spiders spin their cocoons? Why not take the thread directly from them?"

From that the rest followed naturally. He discovered by experiment that it was perfectly feasible to draw the threads out of the glands. Then he studied and planned, until at last he perfected an apparatus as simple as it was ingenious. He has named it the "guillotine." It is simply a

sort of straight waistcoat, which holds the savage creature so firmly that it can neither bite nor wriggle until the glands have been denuded of their precious contents. Then the victim is released without damage, to be fed and cared for until the operation can be repeated. The guillotine consists of a frame divided into any prescribed number of little square compartments, each just large enough to hold one spider and permit free manipulation. At the bottom of each compartment are two small hinged doors that swing toward each other, and each of the little doors has a tiny semi-circular place cut into it, exactly like the recess that is cut into the headpiece of the guillotine to receive the neck of the victim. Thus, when the little doors are shut there remains a small hole that will just hold the thorax of the spider firmly without injuring it. The spider is fastened in the guillotine in such a manner that the head, with the wicked jaws, and the legs are outside, while the harmless abdomen, with the spinning glands, is inside, where the operator can get at it with ease.

The doors can be shut more or less tightly, according to the size of the creatures. When the frame is full it is stood on end, and the operators touch a gland with the moistened end of a forefinger. A wonderfully fine thread adheres, and, as the finger is withdrawn slowly and carefully, the thread follows.

This thread is pulled to a pierced frame and drawn through one of the fine holes. Then another thread is drawn from another gland, and the process is repeated until from twelve to twenty-four have been so inserted in the various openings of the frame. Then they are pulled together and united in one thread, which is wound on a wheel in a manner similar to the process used for the common silk obtained from the worms.

After the spiders have been robbed of their silk they are taken out of the guillotine carefully and placed on mango trees, where they recuperate with remarkable quickness. The withdrawal of the silk makes them ferociously hungry, and care must be taken to prevent them from attacking and eating each other. As a safeguard against this it has been found profitable to keep a constant supply of flies and other insects in the mango plantation, and to supply as many as possible to each spider as soon as it is released from the guillotine.

Usually eight days' of rest and feeding are enough to make them ready for a repetition of the guillotine experience, and the average spider of this species is so strong that it can bear procedure repeated in such intervals four or five times. Then it fails suddenly to recuperate, and its hardier brethren do the rest by adding the invalid to the subsistence department of the interior.

Tannanino is the headquarters at present for the spider silk industry. The girls of Madagascar have become organized as spider hunters, and there are daily shipments to the capital from all over the island

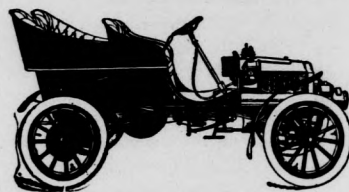


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SWING POCKETS, FELLE SEAMS
FULL SIZE
WRITE FOR SAMPLE.



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.



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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

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GRAND RAPIDS, MICHIGAN

Clinging Fabrics Strong Favorites for Winter Trade.

The great favor with which the thin fabrics have been received this season makes them a strong consideration for next winter. It is an interesting fact that practically the same weaves will be worn next winter as have been and are worn during the present season. This is a condition that very seldom occurs. Voiles are everywhere in evidence this summer and for a season such as the trade had in the spring, cool and thin woolen materials proved to be very popular. In fact no material has been supplied which is much more popular for nice wear than are these. The popularity which these thin materials have had during the present season will be transferred to next winter.

It seems incredible that the summer materials will also be worn in winter, but it is not so much a paradox after all when the situation is thoroughly understood. Now the thin weaves are being worn for out-of-doors and they are of greatest service for just this. They are not, however, the out-door material for winter. This, of course, is evident to all, but when these materials are considered for a costume for afternoon, evening and party wear in winter their merits are at once apparent, and it is for this purpose that they will be worn the coming season. In silks lustrous and soft weaves are just now most in favor. It does not require much exercise of the imagination to understand that the soft and clinging materials may be expected to follow in dress goods materials. Excepting the lustrous finish the woolen materials may be expected to have the same popular qualities as silks.

Crystal and woolen crepes are among the favorites for next winter. Among these clinging materials for social occasions silk and wool crepes, eoliennes and voiles have a leading place. Whether the plain or fancy weaves will be greatest in popularity remains to be determined.

There is more or less conflict of judgment on the subject of plain or fancy weaves. Some dress goods buyers express confidence in the plain materials described above. Others say these same materials with small figures will be better and far more popular. One of the latter is described as a novelty crepe. Silk and wool eolienne with pointille figures appear and are accepted with favor. The idea is that they are a change from plain thin materials of the present season, and for this reason the belief is expressed that they are a distinction from those of the present season and will, therefore, be more acceptable to the trade. With a tendency to plain dress goods it is difficult for some buyers to believe that these latter fancy thin materials will be so popular, but certainly some of the effects shown are very attractive. The small sharp dots appearing in a brilliant fibre on this ground certainly change the general character of the fabric. Silk in combination with wool allows a richer ap-

pearance and if Fashion decrees a more lustrous finish for next season's fabrics, then silk and wool materials will be well received. All silk secures the clinging quality that is very necessary, according to the best judgment of dress goods authorities. Some of the voiles seen in the present season have been without this clinging quality. For this reason the silk and wool combination is expected to be in greater favor than all wool.

The diversified line of mohairs shown during the present season has been a surprise. These materials have been made in all effects. Some weaves are very light. Indeed, there are some seen with almost the thinness of veilings. The soft effect is, however, absent. Then there are sicilians which are the other extreme, heavy. Between the very light and extremely heavy are a number of weights. The entire line is brought out in almost every conceivable pattern. For fall there are mohairs showing the mannish suiting effects of woolen goods. It is difficult to determine where the manufacturer will stop in the creation of woolen effects in mohair weaves.

The idea of sicilians for indoor and general house wear, as suggested by a leading dress goods buyer, is not altogether accepted by some of the trade. The idea that a heavy sicilian or mohair may be worn indoors in cold weather is somewhat new and, therefore, the trade is a little slow to accept this suggestion, but there is no doubt that the suggestion may be tried by more than one woman this winter. While it is generally conceded that mohair weaves are street material, yet it is contended that they are a possibility for indoor wear and of practical service around the house. There is no reason why they should not be in a measure agreeable and satisfactory to some of the trade. Certainly the heavier weights have merit for office and store wear. Where there is dust and dirt a mohair dress is entirely acceptable and serviceable.

The duplicate orders which have gone and are going from wholesalers to the manufacturers are causing surprise and even astonishment to the latter. One dress goods buyer said he recently sent a duplicate order for mohairs to his agent which called for fifty of one color and ninety of another. The agent telegraphed back to learn if the order was not a mistake, asking if the wholesaler did not mean five and nine pieces, rather than fifty and ninety. This incident illustrates the great popularity of mohairs this season. Whatever weaves have not sold this season, mohairs can not be classed among them.

Fitted by Her Experience.

"I see your wife is to go on the lecture platform," observed Mr. Interested to his friend in the next cell. "I didn't know she had inclinations in that direction."

"Oh, yes, she's been at it ever since I knew her," was the airy reply, "but I have been the whole congregation most of the time."



Common Sense Buying

You want to buy what you can sell; you're not buying goods just for the fun of it.

Use your common sense about it; you know that poor stuff better not be sold; it never pays anybody but the maker. You wouldn't buy it for yourself; don't buy it for your customers.

The "Palmer Garment" is made with the idea of quality first; it pays you to sell it because it pays your customer to buy it; the cheapest because the best.

Percival B. Palmer & Co.

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

The "Quality First" Line

Chicago



Clearance Sales Held Up by the Backward Season.

Knowing full well the backwardness of the season retail merchants throughout the country are almost unanimous in their determination to defer their semi-annual clearance sales until the latest possible date.

The absence of spring weather, during the months when it was due, permitted the wearing of heavy-weight clothing almost to the verge of summer, and the protracted wearing of winter clothes, together with the severe winter, has been hard on clothes, and sanguine expectations are consequently entertained by retail clothiers of a very active autumn trade. The season was unusually slow on springweight clothing—goods of a cheviot character—and many stocks are somewhat above the normal. When there should have been a good demand for this merchandise lightweight worsteds were in active request, and then serges got considerable more attention than they received a year ago, and since the latter part of June strictly summer lines have fared best.

Now what to do with the spring stock is a problem which some retailers have solved to their own satisfaction. Others are fearful of having to sacrifice, and some, who had large stocks of spring apparel, inserted the knife early in June and materially reduced their holdings, so that they have only just enough on hand to sweeten their autumn sales prior to the introduction of new lines. Some of the leading metropolitan clothiers have planned to hold their spring stocks until autumn and use them for introductory autumn sales, which is an improvement on the time-worn custom of sacrificing such merchandise in July, when, in order to clear, the clothing has to be offered at sacrificial prices to induce buying. The best houses to-day argue that they can better afford to carry their merchandise for a month or two and get more money for it in the autumn sales than midsummer clearances would bring.

It was refreshing to note that comparatively few New York retailers this year started their midsummer clearance sales as soon as possible after the echo of the last Fourth of July gun had died away. The leaders find it pays to wait. Instead of the usual clearances they started vigorous campaigns in favor of seasonable goods, and they found buyers for them. The reason is this: In large cities in particular people do not begin to take their summer vacations until after the Fourth, and it is then that they want outing wearables. August and September have become the best vacation months, since these months have been the hottest during the past several summers.

Although New York retail furnishers were apprehensive of early cuts in furnishing goods this season, it has been gratifying to note that first-class houses, who have been credited heretofore with taking the initiative in clearances, this season inform us that they figure on doing a good regular business right through Au-

gust and don't contemplate holding clearance sales before September, although they may be announced late in August. They figure on getting a month more out of the season than before, as the seasons are now virtually a month late.

Most of the retail furnishers of New York and the East entered July with large stocks of shirts. They had had a good June, much better by double than the June of last year, and the vacation demand for negligees has been so good that there has been no occasion for cutting prices in July, as heretofore. Here and there we learned of a merchant, whose stocks were unusually heavy, having sorted out the slowest to move and offering the goods at reduced prices. But the majority think that the patterns and styles they have are so staple that they can be carried without loss, except to the manufacturers, with whom it means curtailed orders until the stocks are wiped out.

Some of the largest shirt manufacturers, who have been accustomed to notify their customers that a certain date agreed upon when prices on their goods may be reduced has arrived, this season sent out announcements that the date for reducing prices had been postponed to a much later date owing to the backwardness of the season, and retailers would thus have an opportunity to continue for a longer time to sell at good profits.

This mutual agreement, between sellers and buyers of branded merchandise, upon a certain fixed time when merchandise may be sold close to cost seems to be a bad thing for both. We have learned of quite a number of retailers who have given up selling such branded goods for this very reason, which is explained tersely by one retailer, whose order each season with one shirt house amounted to no less than \$12,000. He said: "I place my orders in advance, buying freely of each grade. I pay \$13.50 for their lowest price shirt and sell it for \$1.50. The time comes for reducing prices, and the \$1.50 shirt is cut to \$1.15. If I have had a poor season I am obliged to sell my stock out at cost, simply because other retailers are doing it. Now I don't have to cut the price on shirts bearing my own name, so I have cut out the branded makes and hereafter I will sell nothing but shirts carrying my own label. Then I won't be obliged to take a loss on my goods simply because some of my competitors are doing it."

Don't launch too early into clearance sales. If some special selling plan is necessary adopt it without hesitation if it is a good one. Plenty of them have been proposed from time to time. But be original if you can and get after your trade in the manner best suited to your locality. Don't waste valuable time bewailing the fact that you may have to carry stock over or sell at a sacrifice. Be up and doing, and when the time for the clearance sale does come you will be in a better frame of mind to make that a success.—Apparel Gazette.

The William Connor Co.

WHOLESALE CLOTHING MANUFACTURERS

The Largest Establishment in the State

28 and 30 South Ionia Street, Grand Rapids, Michigan

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

Spring and Summer Clothing on hand ready for Immediate Delivery

Mail orders promptly shipped.

Bell Phone, Main, 1282

Citizens' 1957

"We Say"

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

Men's and Boys' Clothing

in the country. Try us.

Wile Bros. & Weill

Makers of Pan-American Guaranteed Clothing

Buffalo, N. Y.

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

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

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



Clapp Clothing Company

Manufacturers of Gladiator Garments
Grand Rapids, Mich.

MAKE ME
"MAYOR."
I will promise
to - still give you
"four cuffs to a shirt"
TOM



Properly Done Advertising Is Sure To Pay.

"Advertising, even a little shoe store, is a proposition which needs a great deal of thought, and if the proprietor of the little store only knew it he has a great deal of time to devote to thinking up good things in that line, and should make use of his opportunities," remarked a Western shoeman while in this city buying fall and winter shoes this week. "I have whittled out my little groove in the advertising world, and am well satisfied with the returns I am getting, and while there are possibly few others who would take up my particular style, it may be that telling about it will cause others to go to thinking, and adopt some kind of a plan of their own which appeals more to their ideas. I do not think my way is the only way, but it is easier for me to make a readable advertisement by following my own inclinations. Others will find it the same. The advertisement which allows them to express their own ideas, and get other people acquainted with their ideas, will be the one which will bring the best returns, if the medium used is a good one.

"I happen to have an inclination toward the amusing side of life, and if anything of moment happens I am sure to see the ludicrous side of it first, when everyone else is still thinking about the more important phases of the accident. I adopted the plan a few years ago of telling a little story in the paper each morning, in my regular advertising space, devoting about half of the space to the story and the balance to the offering of the day. Our city has about 35,000 inhabitants, and the larger part of our trade comes from within the city, and it is these people I especially cater to, but I see no reason why a dealer in any community could not interest his readers in a similar manner.

"While I always managed to have a few stories on hand, to fill in times when I am busy or out of the city, I nearly always made it up about some local happening, something that was fresh, and in the minds of all at the time. If there was a political campaign on I would give a little story about the situation, from an unbiased standpoint, and one which would appeal to the good feeling of both sides. If there was a circus in town I had a circus story. If it was a new factory that came to town. I told about it, and worked in something which appealed to my readers. If there was a picnic I told about it in the same way. Every move for better government in the city or county had my attention, in fact, I made it my study to take up the leading topic of discussion each day and make my little story apply to some feature of it, thus starting a few good lively thoughts in the brain of the reader.

I may be mistaken, but it is my opinion that when the mind of a reader has been pleased by a particularly apt illustration of some point, or put in a particularly jolly humor by some catchy little story, it is then in the very best condition to go ahead and see what you say about your own goods. One thing I am sure of, there are very few people who contract the habit of reading the story part of such an advertisement who will not also read the balance of the advertisement each time. It makes them feel closer to you, and better acquainted with your store.

"I have always been a liberal user of newspaper space. I generally have a six-inch, double-column space, and devote the top half to my story, which is printed in black faced type, so it will be easily read. The old people can even read it without searching for their glasses and it can be read by young people from one side of the street car to the other, so it will be noted that each story is short, and must be pointed.

"Speaking of street cars reminds me of a recent one of my stories. Our local paper had given strong head lines to a story from New York about a suit against the street car company because a conductor had kicked a passenger in the stomach, and stated that the court found the conductor had no right to kick the man in the stomach. That day my story was headed: 'Must Pick Another Spot. The New York courts have just decided that no street car conductor has a right to kick a passenger in the stomach. That seems reasonable enough. There are people who even go to the extreme of holding that a conductor has no right to kick a passenger anywhere. Some people need kicking, however, and occasionally one recognizes the fact and even kicks himself. We heard a man do that in our store to-day because he had not bought his last pair of shoes here.' This was followed by a description and price of a new offering.

"It was only a few days ago that the papers again had some reference to the swimming of the Bag-Bag River by Funston. I made use of the idea in the following manner: 'Like the Fabled Cat General Funston declares that he did swim the Bag-Bag, but it was of so little importance that the news ought never to have got out of the Bag-Bag. When Americans are fighting it is hard to find a bag tight enough to hold the news so that it will not reach home, and when it reaches here it is usually spread out until no bag would hold it. Funston is not the kind of a man to brag of himself. He lets his actions speak for themselves. That is what we do with our goods and prices.'

"The above were recent offerings, and while not considered especially clever, they illustrate what I have been doing along that line, and I can say that they have brought us business. I believe our advertisements are read as regularly as any other part of the papers in which they appear. The story causes that, and it depends on what we say in the

balance of the advertisement whether it has the right result. These two features must be combined in advertising, in my opinion. They must be entertaining, so people will hunt them up to see what you say, and

then they must give some information about the goods you carry which will make the purchaser feel that he will be wronging himself if he does not see your stock before he buys another pair of shoes.

The Genuine Hard Pan



The genuine **Hard Pan Shoe** has a durable, plump, old fashioned bark tanned upper of great wear resisting quality. And an extra stout sole that is remarkably long lived under extra hard usage.

Being made over a last that we have taken great pains to get exactly right it is always comfortable.

The original and genuine **Hard Pan Shoe** may cost a few cents more than one of its five imitators but when your customer sees our trade-mark on the sole he knows he is getting more value for his money than can be had in an everyday shoe of any other make.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

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.

"There was a time in American journalism when Horace Greeley was in the business that people would buy a paper to read the utterings of the editor. That time has passed, and we can hardly expect to make the busy people of this time stop to read all the advertisements. This is the reason it pays to make your advertisement something distinct, so it will stand out all by itself. The man who accomplishes this will be able to say that his writing is more closely followed than the writing of nine out of ten editors.

"I never allow the same advertisement to be run twice. That is another point I never fail on. My readers are always sure to find something different. It does not take long to write up something if you put your mind upon it, and once contract the habit, a fresh advertisement, no matter what style you follow, is a necessity, if you want to do business, and get the business from the advertising."—Shoe Retailer.

Tans Still Lead in Sales.

And still the demand continues for tan shoes. Even at this late date leather and shoe manufacturers report orders for colored leather and shoes. Instead of the demand lessening as the season nears a close for first sales, it has held up and gone beyond the most sanguine expectations of everybody in the trade. Many of the visiting shoemen who have been in Boston thus early in the buying season, came with the hope of picking up a few cases here and there to be shipped immediately to their respective stores to meet the call for sizes and lines that have been broken into.

A striking instance of the popularity of this kind of footwear was shown in the advertisements which appeared in the daily newspapers of many large cities by one of the big manufacturing-retailing concerns, drawing attention to their foresight in meeting the demand for tan shoes. In their advertisements they made very many claims about "cornering" the demand of all russet leather and that "there is positively not a complete assortment of tan shoes to be had outside" of their chain of stores, and that "a special train of six carloads of russet oxfords" left their factory in one day bound for New York City, and from there to be distributed by express to their various stores all over the country. The fact of this company sending out a train of six carloads of russet oxfords is true, and that is what proves beyond peradventure the statement made above, that the demand for colored shoes has increased with the advance of the season rather than decreased, because when the season opened this company was a little "shy" on tans and purposely so, believing it better to wait and see how the demand would be, than to make up thousands of pairs, thus tying up the factory and a considerable amount of money, and not have the call for them. But the demand came, and at once they put their factory on tan goods almost to the exclusion of everything else.

As to the statement quoted above.

and taken from the advertisements put out by this company, it is needless to deny the assertion that they or any other company have a "corner" on russet leather. Such talk is arrant nonsense. The same can be said when this company claims that no other concern or retail store has "a complete assortment of these shoes." While all stores have not complete stocks where the tan demand is greatest, still there are dealers that can supply the wants of every patron.—Shoe Retailer.

Patent Leather Tan Shoes.

It has been said that because tans have come in once more, patents would go out of style, or suffer a severe decline in the popularity which has been theirs for the past three or four seasons. This can not be said to be true.

It is a fact that fewer patent leather oxfords have been sold, but there has been an increase in the orders for patent leather boots, with button boots in greater favor than for several years past. Patent kid and patent colt have attained a high degree of excellency within the past two years and while manufacturers and retailers, save in a few exceptions, do not guarantee it, fewer complaints are heard now than ever before.

For dress shoes patent leather is a staple, and dealers who perhaps have fears of being overstocked on this class of goods need have no fear that they will not sell or that they will be superseded by tans. Patent leather and tan shoes occupy entirely separate fields. Tans were primarily outing shoes, but now fashion dictates that they may be worn at business as well as on an outing.

They are fashionable for women's street wear with certain costumes, shirt waists and blue or light colored skirts, for instance. They must not be sold for dress shoes and in many ways dealers can discourage their use evenings or at social functions. A few words to this effect in every advertisement would help in keeping tans in their proper sphere.

Tans will be good sellers as long as they are not "overworn." People must not be permitted to get sick and tired of them. Sensible dealers are fighting shy of tans for fall and winter wear. This means that the summer of 1905 will see tans, especially in oxfords, stronger than ever before. Patent leather shoes will retain their place as a staple article of footwear and, with tans, will continue to enjoy popular favor.—Shoe Retailer.

Two Kinds of Men.

Two kinds of men are in business life—the genius and the common man. The difference between them is that the one sees a good thing and adopts it before anyone else. The other knows a good thing when he sees it, and wonders why he didn't think of it before.

Shakespeare said: "There is a tide in the affairs of men, which, taken at the flood, leads on to fortune." But not every man knows that tide in his life when he sees it; and fewer know how to take it at the flood. Now and

then a man sees it and takes it. He gets rich, and others wonder how he did it.

The merchant who does not study the business situation as to how he may buy what he needs at best figures, and start the people running after what he has to sell, does not deserve good fortune. Moreover, he will not keep store very long into the beginning of the twentieth century. Competition is growing stronger every year. The man who neglects to study his business will soon have no business to study. You must know more than your father did or you will never make half the money he did.

Time was, when a man could run a business in almost any fashion and make money. He can not do it today. People have been educated to something better, and they want the best there is going at the price. If you don't furnish it along comes a smarter man who will and you find your business slowly dropping away. Get a hustle on. Buckle on your belt. Keep step with the progress of the world if you want a slice of its success. Otherwise sit and drift with the tide and soon sink out of sight because brighter men shoot ahead of you.

Scheming for promotion seldom brings it. It's the clerk who works much and says little that the "boss" has his eye on.

People who take their business to church seldom take their religion to the store.

Felix the Farmer



Felix the farmer, who furrows his fields, is not a man who easily yields To the judgment of others of things that will wear. He knows what will stand both wear and tear. For he bought one day some **HARD-PAN** shoes, And now, "by-gosh," no other he'll 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.

Warranted All Solid

This is our way of making shoes. No shoddy, no cut-off vamps, just the best of leather made into stylish, serviceable shoes at prices enabling you to get trade and keep it. We manufacture a complete line for men, women and children.

Our No. 104 Ladies' Uici Polish at \$1.50
Our No. 110 Ladies' Kang. Calf at 1.20

NONE BETTER MADE

Agents for Candee and Woonsocket Rubbers—the leading brand

Walden Shoe Co., Grand Rapids

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.

How To Make the Shoe Store Attractive.

Let us consider some of the influences that enter into the curriculum of a shoe business:

The storekeeper should not deceive himself by thinking that his stock of goods, however complete, or his show window, however artistically arranged, is all that is necessary to catch the customer's eye and to secure his patronage.

There is nothing that will make a profounder impression upon a person visiting your place of business than the good taste, or lack of it, which you display in general throughout the store. Indeed the character of a merchant's storekeeping portrays to a large extent the real type of his ideals—is accepted as a criterion for the general conduct of his business dealings.

Very often a man or a woman is judged by the manner of dress; and an institution may be estimated by the manner in which it is regulated in its appointments. Little things, which in themselves seem trite and insignificant, speak in unmistakable tones of the enterprise, or lack of it, in the man "behind the gun."

An incident, which to the writer's knowledge actually happened, will serve to illustrate this point. On the main street of a certain village adjacent to Chicago were three laundries. A down-town business man, who, during the winter, had become a resident of the place, was debating as to which of these laundries he should patronize. He passed them all each morning on his way to the train. For two or three nights successively a heavy snow had fallen, piling up on the walks to a considerable depth. Now one laundryman in particular arose early to clear the front of his premises before the first pedestrian passed, while the other two made no attempt at shoveling at all. The newcomer based his judgment upon that clean walk—he accepted it as an indication of the character of the man's work and of the stability of his business principles. His judgment was correct, for that laundry to-day has the largest patronage and does the best work of any in the suburb.

Create an air of supreme dignity about your store. Make it so home-like and attractive that people will unconsciously be drawn to it. It will cost you but a trifle more than a little thought and originality.

Few things are more destructive to the good appearance of the shoe store than old rubbers and discarded shoe strings or litter of any kind scattered about the floor. Common decency forbids that such condition be tolerated in any shoe department or store.

Keep your carpets and rugs, as well as your fixtures, free from dust. Nothing is more disagreeable to a customer when trying on a pair of shoes than stamping upon a carpet from which a cloud of dust rises at every footfall. Besides, it is ruinous to the best preservation of your stock.

Another thing that gives an unin-

ving appearance is tissue paper hanging out of your stock boxes, carelessly left by the clerk after securing the goods desired. This should not be permitted, but each time the carton should be pushed back into place with paper or wadding properly tucked inside.

This may seem a small matter and unimportant, but the continued carelessness of several clerks will in a short time turn order into disorder. Teach your help to get into the habit of being tidy. The man who is afraid to bend his back to pick up a string or a piece of paper is in a bad way; and the one who will deliberately throw them on the floor is in a worse condition. Neatness is one of the essentials of a good salesman, and failing to cultivate this quality he subtracts from the actual value of other points of merit.

If all were zealous in bearing down on this matter of watching the little points in connection with storekeeping the standard of order would be improved many fold, and kept so by the very process of a co-operative system. Eternal vigilance and eternal diligence are the two components which make up the formula of perfection in this matter.

There are certain things which the merchant owes to his patronage aside from the mere necessities which enter into the transaction of business. It is the man who evinces a wholesome liberality with his clients who is most likely to get to the front. He must forget the \$ sign occasionally and do things from pure hospitality.

You owe it to your customers to provide for them a congenial place in which to trade. Even for mercenary reasons this must be done; for uncongenial surroundings detract attention—that primal element in every successful sale. Have plenty of good, pure air circulating through the room—ozone is as much a requisite of success in your business as is good salesmanship.

Good ventilation, together with good light—not too dim nor too bright—are conditions of first-class importance.

And now, with the two hottest months before us, we can do much to subdue their terror in the eyes of our trade. Create a cool atmosphere by burning as few lights as possible during the day, using the current to operate an electric fan or two. A mellow light in summer is better than the full blaze that is so desirable on the gloomy days of winter.

There is no necessity for any shoe store to appear dismal and unattractive. During these uncomfortably hot days there is nothing more refreshing than the sight of a liberal tank of ice water and plenty of good palm leaves. These things, together with a conspicuous tidiness, will place your customers in a cheerful mood, bringing forth results that could not otherwise be obtained.—Shoe Trade Journal.

Because a man slanders you is no excuse for slandering back. Mud is his native element, so let him wallow in it undisturbed.

Polishing a Pipe.

"One of the fads of your dyed-in-the-wool pipesmoker is to have a dazzling polish on his pipe, and it's curious how he puts the gloss on," said a tobacco dealer the other day.

"Watch a veteran pipesmoker closely and you see him occasionally rub the bowl of his pipe against his face, usually on each side of his nose. That's how he puts the polish on. The heat of the briar and the oil of the skin against which it is rubbed work up a rich gloss. A smoker's favorite pipe, you will find, has the sheen of rosewood. It takes months of rubbing to work up a looking-glass polish and the longer the practice is indulged in the more shiny the pipe becomes. I don't know who originated the idea, but all old smokers are on to it, and the pride they take in their polished pipes is amazing."

What the Jap Would Do.

The late Sir Edwin Arnold had a great many stories in illustration of Japanese traits. "The Japanese gardeners," he once said, "have carried their art further than we have carried ours. A landscape gardener in

Japan is esteemed highly. He is looked on quite as we look on a poet or a painter. And these Japanese gardeners are truly remarkable men. I was riding with one of them near Kioto on an August afternoon and we came to a steep hillside. 'Tell me,' I said, 'how would you plant a road to the top of that difficult hill?' The gardener smiled humorously. 'I think,' he said, 'that I would first turn some cows loose and see how they got up.'"

Why are the Japanese such good fighters? Perhaps it is because they have such good wives at home. In Japan, we are told, the wife is always dressed before her husband in the morning. Then, immaculate in attire and smiling in countenance, she must, if there are not the necessary servants, perform the part of valet. First she brings a tray with pipe, tobacco and matches; then later, still smiling, a cup of tea and the morning paper to solace her lord till time for him to dress for breakfast. At his toilet she also assists, and when breakfast is over she speeds him, with more smiles, on his way to office or shop.

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.

EVER STOP TO

think that the more shoes a factory makes of one kind the cheaper they can be produced?

Well, it's a fact, and it is also true that our shoes are made in the largest factories in the country, where they are produced at the lowest possible cost. You get the benefit.

Our "CUSTOM MADE SHOES" and the "ALL AMERICA" line are winning new friends every day. They cannot be beat. They're bought for Michigan trade and fill all requirements.

Waldron, Alderton & Melze

131, 133, 135 N. Franklin St., Saginaw, Mich.
Wholesale Shoes and Rubbers

State Agents for the Lycoming Rubber Co.

Faults of Management Laid on Clerks' Doorsteps.

Have you ever been into a strange town and visited stores as a stranger just to see what there is wrong with the business of other people and what may possibly be wrong with your business? It is a good thing to do, for you can catch on to trouble easier in unfamiliar places than where everything seems to be connected with yourself. A few days ago I went into a rather pretentious clothing store—one of the sort that is trim and neat and keeps every bit of stock up in fine shape. It was one of those stores such as the most of us have thought we would like to own and keep in nice order. Mirrors here and there, polished counters, nicked fixtures, the floor covered with inlaid linoleum—in fact, a bang-up nice store.

What may have been the sort of trade catered to I don't know, but this is what I observed: When I went in there were three people ahead of me, a man who was evidently a farmer, a woman with a baby in her arms, and a Chinaman. Two men were busy with customers and paid not the least attention to any of the recent comers. A young man sauntered up from the rear of the store and approached me to ask my errand. The other three were ahead of me, but I preferred to see what they would do, so I said nothing.

The woman with the baby pleasantly asked the young fellow if he was busy, immediately after he began waiting on me. He promptly replied that he was, but did not ask the woman what she wanted or tell her that he would wait upon her as soon as possible. The Chinaman was in a hurry and endeavored to attract attention by speaking the time of day, but it didn't work. The farmer stood near the door and watched operations with a patience at which I wondered. Not one of the three men attempted to wait upon anyone but the person immediately in charge, being so completely absorbed as to pay not the least attention to the others present.

The woman with the baby waited quietly for a few minutes and then walked out. The Chinaman hitched from one foot to the other a dozen times and also went out. The young man was unable to find what I wanted, so I started for the door, observing that another customer was leaving without having purchased. The farmer was being waited upon as I left, and he was the only customer in the store, with three men to wait upon him. The facts simmered the thing down to this: The store had lost four customers—two because the goods didn't satisfy, and two because no one had attempted to see what was wanted. Whose fault was it? Undoubtedly the management of the store was completely to blame. At least one of the men behind the counter I knew to be a member of the firm, and he was as delinquent in looking after the trade as were the other two men.

The result was nothing else than that the store lost prestige through neglect of the wants of those people

who came in. The woman with the baby will remember the circumstance and will go to another store as surely as she wants to buy anything more in that line of merchandise. The Chinaman went elsewhere, and it is a characteristic of such people that where once pleased they will almost invariably continue to go. It doesn't matter that the store probably did a big business and was a prosperous place; the question being as to how much more prosperous it might be and how much more business it might do if everyone who entered the store was attempted to be cared for. Maybe the customers allowed to go out didn't appear as though they were going to purchase much of anything, but for the same reason that you can't tell the character of a singing dog you can't tell by the looks of a person how much money's worth of goods he may be prepared to buy.

Too many store managers of the present day—or any other day—will smilingly say that they are doing a big business and therefore their methods of work must be all right. Now, let me say that the man who is satisfied with his way of doing business is just the man who is going to allow another man to cut under him somewhere and take trade simply because the confident fellow doesn't attempt to gather it and hold it. Who is there, of the progressive sort of merchants, who, although owning a store with mirrors and polished counters and covered floors and neatly kept stocks, wouldn't be delighted to own a business whose increase would justify more mirrors and more polishes and more of the nice things that go to make up nice stores? Yet, how is any retailer going to be able to get a store of that sort and move along as swiftly as it would be a pleasure for him to do unless he takes

the grist that comes to his mill and makes the most of it every time?

The clerks are not to blame unless they do business in violation of the directions or rules of the employers. I know that you can find a bushel of fault with a clerk for not doing this and not doing that, but the clerk has never been told that which is expected of him—he doesn't know what you want done and how unless he is told. Again, how can a clerk be blamed, or called to account, when the proprietor is deliberately guilty of that neglect for which he desires to censure the clerk? The root of the evil is in the management of the store, and the fault lies with the head of the business to a far greater degree than with any employee.

While it is true that the firm is unable to always be on hand to watch conduct and see that everything is done as it should be done, it is also true that such supervision is not necessary when the clerks understand completely what is wanted and expected by the firm. No ambitious man is doing all the business he would like to do, no matter how successful he may be. You who are now congratulating yourselves on how well you have done in the last season, would be willing to add 10 per cent. to that showing if it were only possible to do so. How much business do you suppose you have lost through store conduct similar to that which is described above? Probably you think you have lost but very little, but if you had been able to observe your business as a stranger would observe it you would have found numerous instances fully as open to objection.

You who are disappointed at the showing of your business for the last season might add 10 per cent. to its profits if there had not been

the same sort of error in your business. Depression in manufacturing, or mining, or agriculture in your section is not altogether to blame for the depression in your receipts and profits. Customers have entered your store and left it without being spoken to; they have been insufficiently waited upon; they have gone to other stores and spent more money than you had supposed they were going to spend. Because you haven't seen them come and go does not prove they have not done so.

I am pleading for less absorption in the thing you are immediately doing and more absorption in the attempt to make every person feel as though he had not come into your store in vain. That you watch more closely the customers upon whom no one has yet waited, does not imply that you shall neglect the customers to whom your direct attention is being applied. It is to be presumed that no one enters your store excepting on some errand connected with your business, and it is a part of the business of your store to find out what every person wants. You have placed your store, your goods and your employees at the service of the public—you say that and you believe it, yet when the public enters you become indifferent and allow your employees to become also indifferent. Is it any wonder that you don't get all the trade you had hoped for or all the trade you think you should have?

This indifference to customers is fully as marked in the small store as the large one and in the rough and tumble store as the one with nice mirrors and fixtures and perfectly kept stock. It is a fault common to all classes of stores, and consequently a fault that needs correction in every store. —Drygoodsman.

**YOU ARE ALWAYS SURE of a sale
and a profit if you stock SAPOLIO.
You can increase your trade and the
comfort of your customers by stocking
HAND SAPOLIO
at once. It will sell and satisfy.**

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

BROWN'S BENZINE BUGGY.**Experience of a Country Merchant With an Automobile.**

Written for the Tradesman.

All Mapledale was in a flutter of pride, her citizens walked with sprightly step, housewives wore their finery as they went about their daily duties, houses and stores were renovated as never before, the "Judge" was beginning to talk of "municipal pride," "civic improvement," "the development of modern mercantile pursuits" and other matters which the average citizen only heard when the congressman came around just before election time and passed out bad cigars in addition to making a speech in the town hall. Brown's store, or "Emporium," as the name emblazoned in three foot letters on the awning announced it to be, seemed to be the lodestone which was drawing the entire population of the village, and there the village sages were in earnest session.

It had all come about through a trip of the worthy Mr. Brown, who was a hustling fellow and had lived several years in the city before coming back to Mapledale to purchase the largest store there on the death of the former proprietor, Edward Haskins, some days before. The object of the trip was a secret, something unheard of in Mapledale, and the entire village had been on pins and needles until the secret was learned. At last it was out. Brown had purchased an automobile delivery wagon, facetiously termed a "benzine buggy" by young Fred May, who

was an industrious student of literature pertaining to the adventures of one "John Henry," a character much looked down upon by the mothers of Mapledale, and it was due to arrive on this bright May morning.

When the local freight train pulled into the little depot the entire populace made a race over the few hundred yards which separated it from the store, and watched open-mouthed while the car containing the machine was switched from the train into the one sidetrack of the village. The man who was to instruct the new owner in the intricacies of its workings had also come up from the city on the freight and in a short time had the big horseless wagon out of the car and was busy looking over the mechanism preparatory to taking a trial spin. It had been placed in perfect order before shipment and, with Mr. Brown by his side, the chauffeur was soon speeding down the main street, followed by the citizens en masse.

The machine was a handsome big delivery wagon of the conventional type so common in the cities, enameled in a deep green with black trimmings. The name, "Brown's Emporium," appeared on each side in bright gold letters, and as it pulled away from the depot the throng gave it a mighty cheer. It had hardly started, however, before trouble began.

A horse, born and reared in the country, gave a mighty plunge as the "buggy" went speeding by and nearly impaled itself on a hitching post. Tearing loose from this it started

down the street in the opposite direction at a mad pace, with its frantic owner in pursuit. This unlooked for development caused the chauffeur to bring the machine to a halt until the horses standing at various places along the street could be safely tied and men stationed at their heads to keep them calm.

This accomplished the wagon was again started and ran several times up and down the street. It was then headed out over the long country road to give the chauffeur an opportunity to thoroughly initiate Mr. Brown into its mysteries. They returned after a time and Jim Hayes, deliveryman of the "Emporium," whose duty it would be to drive the 'mobile, was given the same course of instruction.

Meanwhile the crowd had packed the big store and when Brown returned he was met with a volley of questions, sallies and remarks that finally drove him to the top of a barrel to explain.

"Fellow citizens," he began, "I realize that this is an innovation in delivery methods in a village the size of Mapledale, that it is without precedent, but I believe that my experiment will prove a success and that the returns on the investment will prove that I have taken the right course and that I will be compensated. I was induced to take this step by the fact that now it is impossible for me to reach the people in the eastern part of the county, except those in the immediate vicinity of the village, and that a large portion of

the trade that should come here now goes to the villages around us. With the new delivery I expect to be able to cater to the trade for many miles around and give excellent service. This will enable me to enlarge the business and give Mapledale a store which will be the equal in every way of those in the city. In addition to this the automobile will be an excellent advertisement for the village and will help in building it up."

His remarks were greeted with wild applause and he was followed by the "Judge," who, in a burst of eloquence, paid tribute to "our illustrious fellow-townsmen, Mr. Brown, who, by his integrity and business ability, is lifting the village of Mapledale to heights only approached by the metropolis." Brown treated the crowd to cider and cookies and all went outside to await the return of Jim and the chauffeur. All that day the new owner and his helper were busy learning the handling of it and that evening the chauffeur backed it into a compartment in the stable which had been prepared for it and then left on the evening train for the city.

The next morning Brown, accompanied by Jim, made his way to the shed. Carefully he arranged the various valves, saw that the sparker was in working order and then gave the flywheel a spin. It started with a rush and whirled merrily away as he climbed into the seat while Jim opened the door. Brown grasped the steering wheel with one hand as he carefully pushed down the starting lever and then the big machine began

\$35 The Best Low-Priced Cash Register on the Market \$35

NOT A CHEAP TOTAL-ADDER
But a well-constructed detail-recording cash register



No. 20 National Cash Register

Metal cabinet, nickel or oxidized copper finish. Key arrangement: 1 cent to \$19.99. Charge, Received on Account, Paid Out, No Sale. Denominations can be changed to meet special requirements of merchants.

PRICE \$35

Sold on easy monthly payments if desired

Remember THAT THIS \$35 REGISTER IS **A National**

BEWARE

Of Cheap Scheme Registers They Are Absolutely Worthless

THE CRESCENT PHARMACY
W. W. MORRISON, Prop.
117 College St.

IOWA CITY, IOWA, May 17, 1904.

More than one year and a half ago I saw a very catchy advertisement in a trade paper under the heading of a "Special Offer," a total-adder, capacity one million dollars, guaranteed for ten years, etc.

I sent for one, but after using it for thirty days I found my cash would not balance. I then tested the machine and found it did not add correctly. Upon examining the mechanism I found tin adding wheels and cheap wire springs. This told me I had a "gold brick" and I quit using it as a cash register.

I have since bought two Nationals which are both very satisfactory.

After my experience with cheap, tin registers I am ready to say that it does not pay any merchant to fool away his money and his time on such machines. If you need a system at all, you need a good one.

You have my permission to use this as you please.

Very truly,
W. W. MORRISON.

Guaranteed by a concern with 20 years' experience and highest reputation. It is made of the very best material and by the most skilled mechanics. It will last a business lifetime, and although low in price, is absolutely reliable in every respect.

We make several hundred different styles at various prices, but our \$35 register is as fully guaranteed as the highest-priced machine on our price list.

Take no chances anywhere else when you can get a better cash register and for less money from us.

NATIONAL CASH REGISTER CO.

DAYTON, OHIO, U. S. A.

AGENCIES IN ALL PRINCIPAL CITIES

to move. It was not, however, in the direction of the door, but towards the rear and before Brown could stop it the back of the barn had been nearly forced out. When it had been stopped he investigated and found that the evening before when the machine had been backed in the engine had been left in the back motion and that the reverse lever had not been changed. He placed it right and again essayed to run it out the door. This time everything worked to his satisfaction and the automobile rolled silently out into the yard. Brown steered it around in front of the store and there left it until Jim should be ready to start on his first trip.

An hour or two later, as Jim started it, a team standing behind made a frantic effort to get away and, climbing onto the sidewalk, succeeded in pushing the wagon pole through the store window. Farther down the street Jim succeeded in running over and killing the prize bulldog of Jack Walsh, the local saloonkeeper, and that worthy vowed vengeance on both Brown and the luckless Jim. With these two accidents began a series of catastrophes in which the automobile figured as the star.

Tommy Brown, the son of Mr. Brown, stuck his hand under the machine when the engine was running and lost the tip of his middle finger; Jabez White was coming into town with a load of eggs when his restive team spied the wagon coming and started away from it. When the colts were finally stopped the egg-crates each contained an omelet. Brown himself succeeded in knocking off a fingernail while adjusting a bearing that had tightened up, and then to cap it all the machine ran away with Jim. He was just coming to a stop before the store when something gave way and the machine started down the street at a forty-mile clip, straight for the country. After frightening several teams nearly to death, taking the wheel off one wagon which the driver was unable to turn out of the road, killing chickens which had run squawking under the wheels, it was finally stopped when the steering gear refused to work and it ran off the road at a curve and brought up with a thud against a stone wall. Jim was thrown some distance away, but his fall was broken by a scrub oak and he soon engaged two teams to haul what there was left of the automobile back to the village. Brown promptly shipped it back to the makers and now Mapledale once more runs in the same old rut and looks with askance on any city innovations. J. F. Cremer.

Trouble Tracing Lost Goods.

When she enquired for the bureau of adjustment in a big department store it was apparent from her face and manner that the man in charge of that department was going to get all that was coming to him, or more. "See here," she exclaimed, "I bought a silver cup here yesterday, and your delivery wagon came to my house with a boy's wash suit. What kind of a way is that to do business? The cup was a prize presentation for

a bowling tournament last night, and my husband was to make the presentation speech. He looked mighty foolish getting up there without any cup. When he gave the reason for it the boys laughed at him. He had to spend almost as much in drinks as the old cup was worth. Now, I just want my money back."

Another woman in the waiting line came up. "Here's your cup," she said. "I wanted that wash suit for my little boy to wear at his Sunday school picnic to-day. Now it is too late. I made him stay home rather than go in his old clothes."

The Superintendent said he was sorry, and he looked it. Both women insisted upon having their money back. Managers of big stores naturally do not like to refund money. If a clerk can persuade a customer to take something in exchange, or even duplicate an article lost altogether in delivery, it is not considered so bad. But if the firm has to refund the money the man responsible for the mistake is likely to lose his job.

"We don't often have them as bad as that," said the manager. "It is unavoidable that out of the wagon-loads of goods we send out every day some should not get lost in the shuffle. It costs the big stores thousands of dollars every year to make good losses of that sort. Mistakes are often caused by inattention on the part of salesgirls, and by carelessly written addresses. But a person who has lived for years in a house is just as likely to say east as west on any street. Customers themselves are prone to make mistakes."

"A newly-married woman came in the other day and from force of habit gave the address of her old home instead of her new one. Her mother, not knowing of her purchase, refused to take the goods and we had to bring them back. It takes time to rectify such blunders. That is why there are always from ten to twenty women waiting."

The manager turned to a girl who had been waiting. "Your shoes have not been found," he said. "Here's an order for another pair. Go right upstairs and get them."

"But I haven't time now," answered the girl. "You have kept me waiting a whole hour, and I've lost my luncheon, besides."

"Come again to-morrow," was all the satisfaction she got.

"Our delivery radius is widening every year," remarked the manager, "and the public is getting more exacting in its demands. Some women will not carry even a cake of soap. We deliver free of charge. A man came in yesterday and said he had failed to receive an article purchased to be delivered in St. Louis."

"See here," I said, "you come with me and show me the clerk that promised to deliver an article as far away as Missouri and I'll show you the prize idiot in our line of business, and I'll buy the cigars."

"He walked away without a word. His motive? Well, it is one of the numerous ways such persons have of trying to get goods they never paid for."

Removal of Union Restrictions Stimulates Production.

An improvement in the business of the domestic glove manufacturers has taken place as the result of the settlement three weeks ago of the strike of the glove cutters in Johnstown and Gloversville, N. Y., against the open shop, which was won by the manufacturers. The strike, if it had gone on a week longer, would have driven most of the trade to Europe, and, as a matter of fact, a good deal of business did go there. What is left, however, is ample to keep all the domestic manufacturers rushed with work until the end of the season. Some of them have already refused to take orders, as their entire limit of production has been sold up.

One of the notable effects of the victory reported by the manufacturers is an increase of nearly 50 per cent. in the output of the men. When the men returned to work and found that with the union rules limiting output removed they could earn more money under the piece-work system, they immediately demonstrated what they could do. Men who before the strike earned only about \$4 a day are now earning from \$7 to \$8 at the same rate. It is estimated that the output of the district will now be about 18,000 dozen of fine gloves a week.

Beware of surface signs. It isn't always the man with the fanciest waistcoat that buys quarter collars. He has been known to ask for two-for-tens.

You have not seen the catalogue of the Michigan Business University. You are not yet familiar with the best Michigan has to offer in the lines of Business Education, Scholarship, and Manpower. Write first.

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

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

HARDWARE

Circumventing Mail Order and Catalogue House Competition.

We have been reading a good deal in the trade journals about the catalogue house competition. We notice the different stands taken by the dealers, jobbers and manufacturers.

We think that the catalogue house has been getting, and is at this time, far too much free advertising through the trade papers and the various association meetings and the retail dealers, as a rule. We think the only way to handle so mean a subject or proposition is to handle it as quietly as possible, with action that speaks louder than words. We think the consumers', retailers', jobbers' and manufacturers' interests are mutual.

Now, to get right down to the foundation, we start with the consumer. He is going to do what he thinks best to protect his own interest. He comes to the retailer as a rule to buy his goods. If he can not buy them of the retailer, as he figures, to his own advantage, he looks up the catalogue house prices to see if he can do better with them. If he thinks he can, he buys his goods there—that cuts out the dealer.

Now the retail dealer comes to the jobber looking after his best interest to get in position to supply his trade. If the jobber is not able to supply the retailer so as to put him in the best possible position he does with the jobber the same as the consumer does with the retailer, and goes on to the manufacturer, to try to get in shape to supply his customers' demands just as the consumer went to the catalogue house. Now comes the manufacturer, who sells his goods to the catalogue house at prices that do not leave a sufficient margin to justify the retailer handling them. So he goes on to the manufacturer as often as possible and in a good many cases gets his goods where he will be protected. So this leaves out the manufacturer that will not protect the jobber and retailer.

The way we have decided to meet this competition is to see and keep posted as near as possible as to what prices the catalogue houses are making, and ask the jobber to make prices on the advertised staple goods so we can compete with their prices with a reasonable per cent. added for freight and drayage. It is impossible to name a certain per cent. on all goods. The main thing is to bear in mind the running expense of the business and try and keep the per cent. above that in as many cases as possible, but if it is absolutely necessary to make the price even a little less on a few of the staple advertised goods we think it best to do it, never forgetting when we reorder to keep the matter before the salesman calling for a price low enough to meet competition.

Every time that we can save an order from going to the catalogue

house it hurts them and strengthens us in giving larger orders for goods. In that way we have more prestige with the house we are buying from. We think the nicest way to do business is for the manufacturer to supply the jobber, the jobber the retailer and the retailer the consumer. But we have made up our mind that charity must begin at home, and if anybody would like to know how we expect to do, we will try and tell them in a few words.

We expect to take care of our trade that comes to us. We expect to buy of people that will come the nearest putting us in position to take care of our trade, always giving the jobber the preference, as he is the one that ought to supply us. When we leave him we have good reasons—otherwise he gets our business. So we think, summing the whole thing up, that the retailer and the jobber have both got a good strong fight on hand and the sooner they get right at it the sooner it will be over and the easier it will be.

If the Legislature would pass a law prohibiting any false advertising or misrepresentation of goods a great deal of this great catalogue house competition would be cut out. We want to say before we forget it that the jobber doesn't need to lay back in his high arm-chair and say it is the retailer's fight alone. But he might just as well make up his mind that he has a great big fight on hand himself and that the sooner he gets ready and gets at it the better he is off. And there is not one manufacturer that needs to think for a minute that we have to have his goods and that no others will fill the place. There are others. So while the retailers and jobbers have a fight on hand the manufacturer had better not lose sight of the fact, as he has something to do for himself as well as the rest of us.—Correspondence American Artisan.

Drummers by Diploma.

In connection with schools of commerce and other institutions, whose design is to give the "higher education" in business as well as to impart instruction in the technique of the various branches of trade, it is interesting to note a peculiar institution recently established in Chicago.

Its purpose is to turn out, after a course of twenty weeks' study, full-fledged salesmen whose comprehensive knowledge is calculated to adapt them to any line of trade.

Object lessons in salesmanship are given by successful business men, including John V. Farwell, a leading merchant. The moral welfare of students is supervised by Bishop Samuel Fallows. Experiences in the commercial world are related by a department chief of Marshall Field & Co.

Young men taking instruction are intellectually equipped by a triple series of examples, sidelights and lectures, all in booklet form. Written examinations must be passed to qualify.

People read too much and learn too little.

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

Horse Clippers



20th Century, List \$5.00.

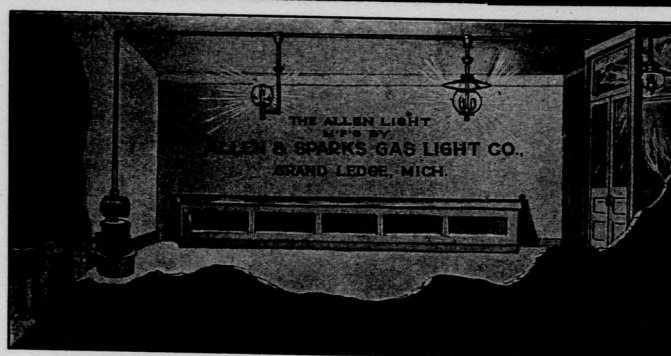


1902 Clipper, List \$10.75.

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.

THE GREAT NORTHWEST.**It Is Like New England, With a Difference.**

Written for the Tradesman.

From Fremont, an enterprising town some thirty-five miles from Omaha, the Northwestern winds and climbs towards the northwest corner of Nebraska. The great change visible from the car window soon begins. The flat and monotonous that find contentment in the dead level of the prairie give place to rising ground, and the traveler's weary eye and wearier body alike rejoice. The contrast is complete and by no means confined to the lay of the land. The windbreaks have given place to the hills. The square miles of tillage have disappeared. The house and home, tree-shaded but not hidden, looks invitingly out from the familiar entourage of clustering sheds. The gazer with New England in his bones and with a hearty, "This is something like it," upon his lips begins to study the landscape. It is New England, with a difference. There are the hills, indeed, and there are the valleys, "Stretching in pensive quietness between;" but there are no growing crops of rye and Indian corn. Stone walls are wanting and the zig-zag fence that adds the picturesque to the rural scenery of the East is nowhere seen. The eye gladdens at the sight of winding streams, where the trees grow and away from them in rolling billows the hills recede, now and then one lifted to the far-off sky; but where are the woods of chestnut and oak and white pine with

white birch everywhere asserting itself along the roadsides and all over the thin soil of neglected pastures? Pastures? The tongue of the tenderfoot hath betrayed itself. There is here no limit to the pasturage, as such, but he is now in an immensity of grass where the cattle upon a thousand hills roam unhindered by the narrow boundaries of the provincial cow pasture and where highlands and lowlands proudly proclaim to the hide-bound tenderfoot the fact that the West in business has developed into the specialist and the country, cut by the Northwestern Line, is given to stock-raising as the valley of the Platte has made its specialty the production of corn and wheat.

Simple as this idea is, it takes a good while sometimes for the self-satisfied life of the East to grasp it. The farm there that raises a little corn and an acre or two of potatoes and has cows enough to make the spring house available and keeps a few sheep and complacently speaks of its orchards and its strawberry bed with a few early vegetables to "piece out" can not readily understand how "the folks out West live." With all these industries going on to keep body and soul together—and the tie that binds them is rather frail sometimes—it must be pretty thin living with the usual result of having all the eggs in one basket. The thought does not stop there. It is not only risky but shiftless. "I've ben told time and agin that aout there with acres upon acres for parster they git s' dumb shiftless that they go

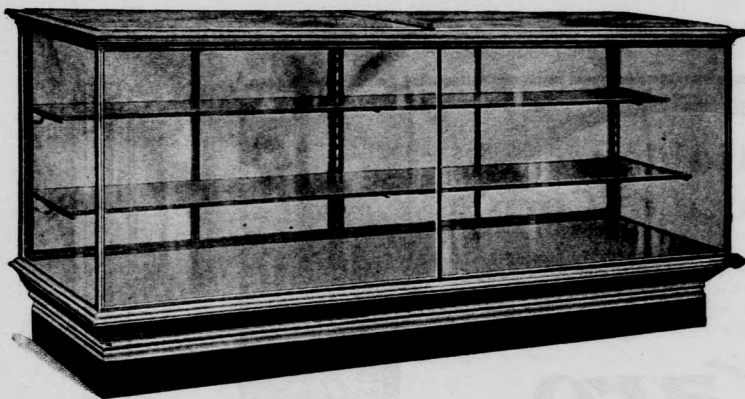
withaout butter to git red o' milkin'. Dumb such folks!"

The New England grandchild, western-born, never halts for a reply, although in speech too liberal for type confinement. It all hinges, however, upon the "pasture" idea. The Eastern seven by nine, walled-in enclosure has little in common with the South Dakota "pasture," containing 46,098 acres, a number copied this morning from the map of a Government agency, and a number that indicates what is meant in the Middle West by a specialty in business, carried on by the wholesale. What has the business involved in that amount of land to do with the pottering of cream for the morn cup of coffee! So there are no pastures per se in the Great Northwest. So there are no pasture bars and no going after the cows. So miles upon miles of territory are passed through without a barn or a building to be taken for one, the dry atmosphere, it is asserted, making a structure of that sort wholly unnecessary, not only here among the hills but down there on the prairies where after haying the country is thickly dotted with huge stacks of alfalfa and other grasses.

While this large way of living and the habits of life depending upon it make a great difference between the East and the West, the climate already mentioned makes prominent another feature by no means to be overlooked. There is here no petty taking care of anything. The dry climate never rots the stacked hay, so barns and barn-work have ceased to

be necessary evils. Cellars, as a general thing, are not extensively encouraged, except as a protection from the cold. This saves a great deal of care and trouble. Sheds are not really needed for shelter. The fire wood is piled near the log house if not against it, and the axe and the saw, the year around, are kept close by. It is the unmistakable sign of the shiftless Eastern farmer to find his scythe hanging in the apple tree at the end of the hay harvest, but it is no uncommon sight to find the ranch yard filled with the costliest machinery; and once when the tenderfoot forgot himself and condemned the reprehensible custom of leaving such valuable machinery for the weather to ruin he was promptly sent to a region noted for its extremely high temperature all the year around and informed that the whole West doesn't have air moist enough to rust, and if it did there was money enough to supply the region with machines long after the whole something New England section was sunk in the same hot hole to which he had been unceremoniously sent! Such language is picturesque, not convincing, but it served to strengthen the conviction rapidly increasing that the landscape of the Great Northwest would present the same features that prevail in the Eastern States if the primitive Pilgrim Father lived there. Whether that would be an advantage to Pilgrim Father or the Big Northwest is a question which the reader must decide for himself.

Richard Malcolm Strong.



"Our Crackerjack"

The Masterpiece of
the Show Case Art

The best case for good store display ever built

If you can't come to see us, just drop us a line and we will tell you all about it. Would you like your store interior improved? Send a rough pencil sketch and we will have our "Expert" submit a plan.

GRAND RAPIDS SHOW CASE CO., Grand Rapids, Mich.

Boston Office 30 Kingston Street

New York Office, 718 Broadway, same floor as the Frankel Display Fixture Co.

The Largest Show Case Plant in the World



Value of Diplomacy in Home and Society.

Written for the Tradesman.

If I were running a girl's school—which praise be to a merciful Providence I am not—I should make the cultivation of tact the leading study in the curriculum. It is all well and good for a woman to have all the higher education that she can get. She will need it all, but a knowledge of the differential calculus is not in it in importance with a knowledge of how to manage the different peculiarities of a husband without a row, and an ability to read the stars is a poor thing when compared with an ability to read the moods and tenses of the people with whom we live.

I should begin instructing the kindergarten class, for you can not start one's education in how to get along with your fellow creatures too early, by teaching the folly of bruising and beating one's self up against a stone wall, instead of looking for the path that leads around the obstruction. I should ground the freshman class in how to do things without giving offense and follow this up in the sophomore year with a handy manual containing one hundred rules for getting there without treading on other people's toes, and no girl would go out

of my school with a blue ribbon diploma until she had learned to say "no" without making you feel that she had thrown a brick at you.

A man who has no tact is a poor blundering donkey, but a woman without tact is a misfit in creation. She is the person referred to in the Good Book where it says: "When I would do good, evil is always present with me." She is always worst where she means to be best. She offends when she intends to please. She hurts where she desires to soothe. She makes enemies where she attempts to make friends, and with the best intentions in the world she can do more harm in a minute than malice can invent in a week.

All of us know and dread her. We invite her to come and see us, and she invariably picks out a time to arrive, unannounced, when the cook has left and the children are down with the measles. She is the kind of friend who tells you that you carry your age so well, and that nobody would know you were 45 unless they were told, and remarks how clever it was of you to put that table over the grease spot on the carpet. Let her meet a self-made man, and she recalls herself to his memory by telling him that she knew his mother when she took in washing. If there is a sore place in your heart she touches it with unerring aim, if there is a skeleton in your closet she invariably finds the string and begins to rattle its bones. In any mixed company you may bet dollars to doughnuts that she will haul every forbid-

den topic by the head or the heels, if it does not come any other way, into the conversation. She is always and everywhere a social boomerang that is liable to go off at any minute, and that is more likely to annihilate her friends than her foes.

Now you can not suppress the woman without tact, although when she has wounded us with her blunderings we feel that she ought to be locked up in a cell with other dangerous criminals. The only thing you can do for her is to educate her, and there is really no more reason why persons can not be taught how to talk, and what to say, as well as they can to read and write and to play on the piano. In a general way, talking is the most important, because we do the most of it and it affects our neighbors most. Of course, a knowledge of talking is supposed to come by nature, but this is a mistake. Nature starts us out with a little elemental ability, but if we want graces and accomplishments we must add them ourselves.

If every woman were taught to be tactful it would immeasurably ease the strenuousness of life for us all, but the woman herself would be the chief beneficiary. She would have the philosopher's stone that enabled her to make friends, preserve the love of her husband, manage her household, solve the servant question and run her little world without friction or trouble. No woman ever yet succeeded by force. Every woman may succeed by diplomacy and to me there is nothing more pitiful in the

world than to see the havoc that so many women make of their homes and lives and happiness just because they refuse to recognize this palpable fact.

Take friendship, for instance. Perhaps there is no one who has not at some time lost a friend. A little coldness crept between us, a trifling misunderstanding occurred, a little estrangement from some cause or other happened, but the friend was gone, and we were the poorer for the loss. Looking back how easy it is to see that it was all caused by the lack of a little tact. We might have phrased a reproof more delicately; they might have refused a request less brusquely. It was a little thing, but over the grave of nearly every dead friendship might be graven the inscription "Killed by Lack of Tact."

Naturally the greatest field, however, for diplomacy is in the home, and it is simply tragical to see how great is the demand for it, and how inadequate is the domestic supply. Of course, when you come right down to facts there is no more reason why a woman should exercise tact in trying to get along with her husband than there is why he should be a diplomat in dealing with her peculiarities, but facts cut no ice in family affairs. It is the condition and not the theory that we confront in the home and every married woman knows that if there is any adjusting and jollyng and adapting of one person to another she is the one who has to do it.

Many women are either so selfish

**Golden
Essence of Corn**

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

Karo
CORN SYRUP

The Great Spread for Daily Bread.

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

CORN PRODUCTS CO., New York and Chicago

or so stupid that they refuse to do this. Then we are treated to the spectacle of families where there is continual friction and where the daily spat is as certainly a matter of course as the dinner. Unless a man is an actual brute, and few American husbands are that, there can be no possible excuse for such a state of affairs. Any woman, not a fool, must learn in time what subjects will precipitate an argument or a row, and she should avoid them as she would the pestilence. If she has a grain of woman's intuition she must also know her husband's little weaknesses and pet vanities, and if she fails to stroke the fur the right way she is ignoring the opportunities that Heaven granted her for managing him without his knowing it. In sober truth, any wife who has an ordinarily good husband with whom she can not get along peaceably and harmoniously is either too big a chump to live or else she quarrels for mere love of the shindy.

Many women look on these domestic disturbances as an inevitable concomitant of married life. "Oh, my husband and I have our little spats but we kiss and make up," they say, "and it doesn't make any difference." Never was a greater mistake. Not long ago in New York City a great building had to be taken down because of the jarring of a single piece of machinery that had gotten out of line. It was such a little thing no one noticed it at first, but by and by it shook the strong walls until they became unsafe and were trembling to their fall. Love is the greatest thing in the world, but constant friction will wear even it away. Tact is the oil with which we must lubricate the machinery even of the heart if we would have it run smoothly and do perfect work.

There are two ways of doing everything—the nice way and the nasty way, and it is to women's discredit that in their own homes they so often choose the nasty way. This is the reason that so many wives and mothers are always complaining that they have no influence over their husbands and children. They have not sense enough to jolly and their families are too stubborn donkeys to be driven. Don't you suppose that when John demands in a tone that is a challenge to a fight, "Why don't you have so and so for dinner?" the result would be far different if his wife replied: "Why, certainly, I will have it to-morrow if you like it," instead of demanding of him why he does not keep house himself if he does not like the way she does it?

Why shouldn't we use tact with children? If Jennie has bad manners, instead of forever nagging her about the way she sits and stands, why not seize upon some stray moment when she did the proper thing and compliment her upon how gracefully she opened the door for Mrs. So-and-So or how charmingly she behaved at the party? Wouldn't it have a million times more effect than reminding her of her faults? There is such a natural human desire to live up to our blue china, and be what people expect us to be.

Of course, there will always be people who will scorn to use any weapon but a sledge hammer in dealing with their fellow creatures and who will go on to the end of time bumping up against all the angles of life, but their number should be firmly discouraged. There is no merit in despising tact. It is merely the practical application of the golden rule—saying unto others the kind of things we would like to have said to us.

Dorothy Dix.

He Had the Judicial Mind.

A traveler stopped at the gate of a fine country mansion and said to a grave-looking person smoking on the porch:

"Sir, will you be good enough to tell me if this is the road to Cowburg?"

"It is," was the reply.

"And may I enquire the distance?"

"Ten miles."

The traveler thanked him and passed on. Several hours later he returned and the grave-looking man was still there, smoking.

"Sir," said the traveler, "you must be aware that eight miles from here on the Cowburg road is a river which it is impossible to swim and which has neither ford, ferry nor bridge. Why did you not tell me?"

"The matter was not before me," replied the other. "As to your ability to cross a river of that kind, I was entirely willing to hear argument."

The grave-looking man was a judge.

One of the Best Summer Drinks.

I believe I am the inventor of one of the best summer drinks that was ever invented. It is not an intoxicating drink, either, but one that hardly a blue ribboner would balk at.

What are the component parts of the beverage? Iced tea, sugar and a little claret. Not enough claret to make even a single mental wheel unsteady if one drank a barrelful of the stuff within the compass of a single hour. The proportions I use are three parts tea to one part claret, with just enough sugar added to make it sweet to the taste. This amount will, of course, vary with different people. There isn't a single beverage on the market that I haven't tasted—these summer drinks I mean—that are prepared to quench and not aggravate the thirst—but I insist that for cooling and thirst-allaying qualities none can equal my claret tea.

Lewis Godlove.

A Record-Breaker.

Three fellow travelers in the smoking-room of a fast train were discussing the speed of trains.

"I was in a train once," said the first man, "that beat everything I ever rode in for speed. Why, it went so fast that the telegraph poles at the side of the track looked like an immense fine-toothed comb."

"That's nothing," said the second traveler; "I remember riding in an express on the — and — that went at such a gait that the telegraph poles looked like a solid board-fence."

The third man made an exclamation of impatience.

"Ah, you fellows don't know what

high speed on a railroad is. Why, I traveled west from Chicago last month in a train that went at such a pace that when we passed some alternate fields of corn and beans they looked like succotash!"

What It Contained.

Analysis of the water of an artesian well recently bored at Holly Springs,

Miss., showed that it contained a large proportion of ammonia.

Uncle Zeb, a colored resident of that town, spoke of the matter in this wise to a drummer whose grip he was "toting" from the station:

"We've got er artillery well here, an' las' week dey done scandalized de watah, an' foun' it plum full er hydrophobia."

Facts in a Nutshell

BOUR'S

COFFEES

MAKE BUSINESS

WHY?

They Are Scientifically
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129 Jefferson Avenue
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113-115-117 Ontario Street
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FOOTE & JENKS

MAKERS OF PURE VANILLA EXTRACTS
AND OF THE GENUINE, ORIGINAL, SOLUBLE,
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Sold only in bottles bearing our address

FOOTE & JENKS
JAXON
Highest Grade Extracts.

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COLEMAN'S
HIGH FOOTE & JENKS GLASS
EXTRACTS

Iced Confections

For Summertime
Packed in 22 pound cases
Never get sticky or soft

Putnam Factory National Candy Co.

Grand Rapids, Mich.

TRUNKS, AND SUIT CASES**Make Profitable Side Lines for Shoe Stores.**

When a merchant finds that his business is running pretty much the same, year in and year out, he should put in a side line of some kind. There is always more business to be done. If it can not be done in shoes, it should be done in some other line.

In some cases a side line will help a retailer to sell more shoes. Such is the case with hosiery. But where perfumes, say, or umbrellas are carried as a side line, their sale will hardly promote the sale of footwear, as in the one case, the article does not remotely suggest shoes, and in the latter the trade is mostly done in a hurry on rainy days, when people's feet are not in a fit condition to try on shoes. It is true, though, that where umbrellas are sold the sale of rubbers might be increased.

A shoe dealer, then, who is on the eve of adding a side line should answer to his own satisfaction the following question: "Do I want a side line because I want to help my shoe business, or do I want a side line as an addition to my shoe business?" In the former case a side line such as hosiery would be preferable. If it is desired as an addition to the shoe business, why, any line that is not over done in his locality will do. He can pick out the one that he thinks he can handle to the best advantage.

As an addition to a shoe business trunks, telescopes and suit cases make an excellent line where there is room

for their proper display. At first thought it may seem that a great deal of room would be required, but that is not the case. Floor space is needed and in many stores this space is going to waste. Trunks can be left in the middle of the store in any orderly array. They can be set in a row up the center of the space not required for trying on shoes, and two aisles, one on each side, can be used instead of the center aisle. They can be easily shoved under bargain tables, etc., where these are maintained. Suit cases and telescopes can be kept on the top ledge of the shelving, where the shelving is low, or they can be piled, pyramid fashion, in any convenient place.

About \$150 will make a splendid showing in this line. In purchasing \$100 might be spent on trunks, and the balance, \$50, in suit cases and telescopes. One hundred dollars spent in an assortment of trunks should buy about twenty-five to thirty. That is about all that most shoe stores can afford the room for anyway. The wholesale prices of these will range from \$1.25 to \$7. This will give you an assortment of trunks to sell from \$2 to \$10 or \$12. If there are trunks sold in your town a few guarded enquiries will give you an idea what to ask for them. Or the traveling salesman will tell you what they are being sold for at other points. Don't be afraid to ask a good margin on them, for trunks cost more in freight than shoes, and they have to be delivered to the purchaser's home. In most towns this

can be done at an average cost of 15 to 25 cents. A special contract can be made with some truckman, or company, to deliver all your trunks and you should get a figure below the regular tariff. Where a rural trade is done the customer usually takes away his own purchase.

Trunks are ordinarily made in sizes 28, 30, 32, 34 and 36. Some lines are also made as large as 40. All 28's are supposed to measure 28 inches long on the outside, but the width and height will vary considerably in the different lines, the cheaper lines usually being built in smaller proportions than the better grades.

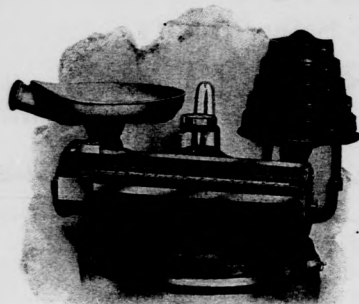
Where a large variety is desired, as in an opening order, and space for their display is limited, some of the lines can be bought in sizes 28, 32 and 36. Others can be bought in 30 and 34. This will really give you double the variety with the same number of trunks. The small difference in a size will not affect a sale once in a hundred times.

Size 28 sells very well in the cheaper grade of trunks, but the 36's do not. It is just the opposite in the more expensive goods, the 28's being the poorest seller of all, and the 36's being good sellers. The best selling sizes are 30, 32 and 34. It would not be wise to order more than two 40's in your opening order as they are usually too large for most purchasers, but it is always advisable to have at least one on hand, for which an extra good price should be asked. If trunks are added to the shoe

stock the assortment should be kept up at all times. It is best to order often and not allow the best sellers to go short, even although the orders are small. The square top canvas trunk is about the only style sold now, the old style "Saratoga" being little called for. In fact, many manufacturers have dropped it altogether, only making that style to order. The canvas trunk can be had lined with paper or canvas, the latter being of course the more expensive. Some lines have one tray, and others two or three. The upper tray is usually of wood divided by partitions and partly covered. The lower ones are made of canvas stretched over a wooden frame. These are called linen trays and are used for packing skirts, etc., so that they will not be crushed while traveling. There are a few marbelized iron and fancy tin covered trunks sold yet in the cheaper varieties. Touch these lightly until you know what the demand is going to be.

Most trunk manufacturers issue catalogues that describe their lines very minutely and each line is usually illustrated from photographs taken of the different trunks. It is an easy matter to pick out an order from one of these catalogues and they can be ordered by mail.

In selecting a house to deal with it is advisable to select one as near your town as possible. Freight rates on trunks are a little higher than on shoes, but it is not on account of the freight that we advise a nearby house. Many better trunks and bags



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

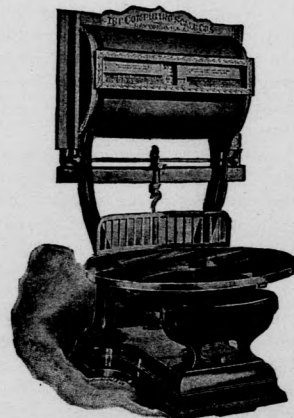
A short demonstration will convince you that they only require to be placed in operation to **Pay for Themselves**. Ask for our illustrated booklet "Y."

Manufactured by
Computing Scale Co.
Dayton, Ohio

Moneyweight Scale Co.

47 State St., Chicago

Distributors



No. 63 Boston. Automatic Spring

than you carry can be sold from the wholesalers' catalogue and if you can get them by express the following day or so you can make many a sale that you could not if it took three or four days for the goods to reach you.

Don't go in for patent bureau trunks, leather portmanteaus, etc., but stick to the staple lines in your opening order. After you have established a trade, something in the line of a novelty trunk can be kept, and sold, too, at a long profit. Profits on trunks are usually good in most localities, about 50 to 100 per cent. Sometimes there is one line used as a leader that is sold close on to cost.

Telescopes in fibre and canvas are good sellers and have displaced the old fashioned black "pacific." The sizes of these are 14, 16, 18, 20, 22, 24 and 26. The smallest size can be had as low as 25 cents or even lower, and they usually rise 5 to 10 cents per size according to quality. If there is likely to be but little competition we would strongly advise leaving the very cheapest lines out as the better grade will reflect more credit upon the store. Sizes 18 to 24 are the best selling sizes. The 14-inch size might be dropped altogether.

Suit cases can be had in leather of various kinds and shades. The plain leather of brown, tan and olive shades are the best sellers in medium priced goods. Suit cases are made in three regular sizes, viz., 22, 24 and 26 inches, the medium size being the best seller in most localities. Don't buy very expensive ones until you have felt the demand. One or two to retail at \$8 to \$10 are all right. The beauty of handling trunks and suit cases is that if you have only one or two of a certain line you have apparently a full line. Sometimes it is necessary to order special sizes, but that can be done and you should do it willingly, and stand the express charges if it is on a line where the margin will allow it. If you are obliging in this matter the customer may send you many others, not only for trunks and bags but for shoes. Suit cases that sell for \$5 are ready sellers, in fact, that might be considered the popular price for the all-leather ones.

Suit cases are also made in imitation leather, fibre and canvas. In different localities one or other of these have a certain vogue and it is often difficult to dispose of any quantities of any of the other two. The merchant who will open his eyes and take particular notice of those he sees on the streets, or at the railroad depot, will not have long to wait to find out which it is in his particular locality. There are enormous quantities of these and telescopes sold, and the demand for suit cases especially is increasing every year.

Leather bags are sold to some extent, but the suit case and telescope have taken their place, almost driving them out of the market. In fact the only bag that sells to any extent now is the club bag. A line or two of these in 10, 12, 14, 16 and 18 inches will help to fill out the stock.

This year should be a good time

to open a trunk and suit case department. There will be much extra travel this summer as the World's Fair, at St. Louis, will attract hundreds of thousands from all parts of the country. These travelers must be provided with some sort of a receptacle to carry their wearing apparel. One would naturally suppose that when one once got a trunk it would last a lifetime, but the baggagemen are such good friends to the trunk dealer that they seldom allow a trunk to pass through their hands without it receiving some damage. Suit cases grow rusty with non-use and new ones must be purchased. Many have nothing but old style bags and they are fast throwing them aside and replacing them with the modern suit case.

A trunk stock should be turned over at least five times a year. Anyone can sell trunks and suit cases who can show them. A \$10 trunk can be sold in five minutes.

There are seasons when there is a larger demand for these goods than at other times. Usually before a holiday there is a brisk demand for suit cases and telescopes. May is a good month to push and advertise trunks, because the spring brides are preparing to take flight to their new homes. The summer months, too, with their exodus of people seeking a few weeks' rest, are usually a good season to push telescopes and suit cases.

A few lines of trunks and suit cases properly displayed will sell themselves at a good profit anywhere where there is a railroad station.

Where the room can not be spared for trunks a line of suit cases and telescopes can be carried separately, although where they are carried with trunks the one line helps the sale of the other, a person often buying both a trunk and a suit case.—Shoe Retailer.

Proved His Deafness.

Deafness, real or feigned, is the plea which serves oftenest as an excuse for evading jury duty. This is an incident which recently came within Judge Truax's experience:

An Irishman, who had received a jury notice, came to announce that he was ineligible on account of deafness.

"Can you prove you are deaf?" enquired the Judge.

Pat looked rather nonplused for a moment, but as a band suddenly struck up a tune under the window his countenance brightened.

"Yis, sor," he said. "Can ye hear that band out there?"

The Judge nodded.

"Well, thin—I can't," he announced triumphantly.

If you feel a blue spell coming seize a feather duster and get busy. Nothing like a feather duster to remove the cobwebs from the shop or from your head.

What a joke to hear a man who is desperately holding on to a small job bragging of the big ones he has held!

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

Condemnable Things in the Conduct of Your Neighbors.

The peculiarities and eccentricities of your fellow-clerks are not the things to be laughed at by you. You may be living in a glass house, and it won't do to throw too many stones at other people. It is a common thing for clerks to make sport of the actions and peculiar manners of others than themselves, but such fun does not always make the intended victim the butt of the jokes cracked. No one of you can possess all the good clerking attributes, and that of which you make fun in your fellow-worker may be the very thing that is proving him superior to you in his work and his power of holding trade and selling goods.

A store without some fun among its body of workers is a pretty poor place to work, and the practical joke will work its way in along with the rest of the fun, but there is no place in any store for sarcastic and cutting flings and remarks that are intentionally made to stir up or wound the feelings of others. If you can't help being amused, you can help letting that amusement take an abusive form, or a form disagreeable to another clerk. Such abuse is demoralizing to the entire business of the store. You can not do as good work, and the other clerks certainly can not. If you have your mind full of a lot of coarse fun or an intention to make some sort of sport out of another customer you can not have it concentrated on the business before you. Attend to business when the business is before you and waiting.

The amusing peculiarities of some clerks are really a form of asset for them and they are able to turn such things to advantage in the end. I remember one clerk who was of the "sissy" kind. He could stand behind the counter half a day and talk style and fashions to a woman and could tell her how the latest garment he had seen on a woman on the street was made. He would discuss color and combinations and "becoming" things to a degree that was often very disgusting to the rest of us. He knew all the latest stitches and designs in embroidery and would manipulate a needle as handily as the best embroidery customer we had. The rest of us didn't think much of him and were disposed to sling mud as well as fun in his direction. It wasn't many months before we got rid of him. He went to another city and in less than two years was the head of a big dress goods stock and the best salesman in the store. His "sissy" propensities had been turned by him to their greatest possible use, and the result showed that he knew more about a good thing than did we who had so persistently made fun out of the thing that was of the most value to him and which none of us possessed or seemed able to

acquire in an effective degree.

Another clerk had the inclination, and he allowed it to become a confirmed habit, of talking crops and cattle and chickens and machinery with the farmer customers. We likewise made much fun of him and often were exasperated at the degree to which he would carry the thing. He reaped his reward and got the best of the rest of us through making firm friends of the farmers and their families to the extent of having more of them come in and ask for him to wait upon them than asked for any other clerk in the store. He almost invariably sold them and was able to fetch them back again some other day.

The hobby of another clerk was muslin underwear and all sorts of fine muslins and embroideries. She would invariably lead a customer around to those goods before she got through, whether or not the customer might be inclined to look over them. We had much fun at her cost and passed many remarks that might better have been unsaid, but she developed such a faculty to judge the qualities and styles of the ready-made goods and the real values of the piece goods that she came to be known as an expert and is now at the head of one of the largest women's furnishing stocks in the country.

These instances might be made almost numberless; you know some similar ones in your own experience. Bringing these to your attention will make you understand that you can not afford to talk too much about the hobbies and the strange peculiarities of those who work around you. It may be that you have something that is worse, and it may be that you might well afford to develop something peculiar to yourself rather than make fun of what may be the talents of other people.

Then, too, what appears on the surface of the actions of other clerks is not always a true guarantee of what is beneath. Before you jump at conclusions and calculate that another clerk is a little twisted on some subject that seems very peculiar to you, it might be well to become better acquainted with that clerk and be sure you can not learn something worth knowing from that peculiarity. You have no cinch on the knowledge of running stores and handling customers, and it is well to accord to others something of the rights that you demand for yourself in your treatment of customers and the handling of goods.

The same method of action will apply to the handling of the goods. You know some of the goods in stock do not appeal to you as to utility and pleasing points of appearance. That is why you are in the habit of passing them over and trying to sell something that you like better. Instead of attempting to swing the customer to your belief in the goods attempt to sell the customer the goods that really seem to be the best suited for her purposes. You will say you do that now, but, really, do you? Watch yourself some day and you will find that you are trying

to swing the customer back to that shade of dress goods that suits you best, if she is undecided, and you pay no attention to the fact that three other pieces of the same goods in colors that may not please you as well each has more yards on the board and ought to be cut down if there is any possibility of doing it and pleasing the customer.

Keep your attention out for the good of the stock as much as for the possibility of a sale. Don't allow your favorites in the goods to cause you to sell the store into a lop-sided condition. Do your best to keep the sales along even lines, and when a sale from the larger piece will be as easily made and as satisfactory in results, cut the larger piece if you can without reaching too far into the persuading of the customer. You have got to study this point in order to make the store the winner. The customer can not be urged too hard, yet you can not do your best for the store without having one eye out for store advantages while the other is surely looking after the customer's satisfaction. When a customer is going to be as well satisfied with one thing as another, sell that thing which will leave the stock in the best condition. Keep the assortments good as long as you can and you will have begun to develop one of the best qualities of salesmanship.

No clerk will make a good merchant who allows his preferences and his likes and dislikes to get the better of him in his store work, whether they may refer to the people with

whom he works or to the goods he is handling. About the best conduct is to mind your own business to the fullest possible extent and never trouble your head about the work of other people until you know they are doing something that is detrimental to the interests of the store. If there is apparently something loose in the conduct of business by other clerks, don't jump at any conclusions, but first find out whether what appears to you to be a looseness is not something you don't understand and something that is of real value to business. Your time is worth too much, or ought to be, to waste it in finding the flaws in others. You might better spend some of it in repairing the bad places in your own work, which you can easily find through watching yourself for a few hours every day.

Study the peculiarities of the customers that come to the store. Instead of being inclined to find fault because So-and-So did something not meeting with your approval, see if you can not put yourself in that customer's position and find out why she did it, thus being able to better understand how to handle that particular customer as well as to apply the knowledge gained to the handling of other customers. Never assume that you are always right and the customers are always wrong when there is a point of disagreement. You may be right, but it is not good business and there is nothing gained by stubbornly sticking to your position. —Drygoodsman.

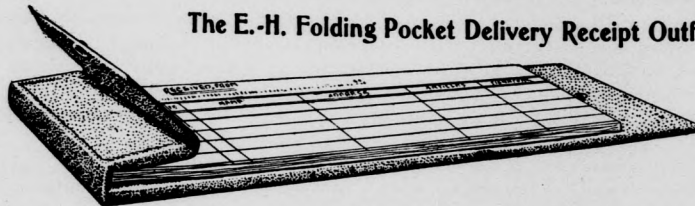
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Electricity Will Become a Household Friend.

If the spirit of invention continues to exert its resourceful influence over the complicated mechanism involved in the creation and transmission of electric power it is not unreasonable to predict that before the expiration of another decade we will have the electricity bargain sale, with goods delivered at your own door without extra expense. In the light of what has been accomplished in this direction during the last ten years there is reason for hoping that electricity will become the fireside friend, performing numerous functions for which it is impracticable at present because of the expense involved.

Ten years have brought about a reduction of fully 50 per cent. in the cost of production and transmission of electric power. The consumer probably has not felt this reduction as much as the producer, but the fact remains that with the invention and installation of new and improved machinery in large power houses it has been possible to lower the cost of producing electricity about one-half. At the same time the scope and utility of the commodity have been greatly enlarged.

Whatever has been accomplished in reducing the cost of production or in broadening the available uses to which electricity may be put is due to the amazingly rapid development of the field. Ten years have brought about almost a complete revolution of methods. Inventors have mastered the problem of creating high voltage and then harnessing it for transmission and in so doing have solved most of the vexing obstacles which formerly made electricity something of a luxury when attempts were made to carry it over a distance of ground.

Under the old low voltage system, which still serves its purpose in the business center of Grand Rapids, it was impossible to obtain results in transmitting power for any considerable distance, for the reason that the expense of stringing copper wire was so great that the returns were discouragingly small in comparison. As an illustration of this fact it is pointed out that under the old Edison system of 220 volts, which was amusingly low in comparison with results obtained to-day, the cost for wire alone in transmitting one horse power a distance of twenty miles, allowing the usual one-fifth waste, was \$20,000.

It was the invention of the high pressure dynamo that furnished the first evidence of progress in the direction of reducing the cost of producing electricity. The problem of transmission was comparatively easy after it became possible to operate machinery capable of creating a voltage greater than what had been obtained under the old system. In fact, the perfection of electric machinery has been so marked during the last ten years that power is now produced with the small waste of 4 or 5 per cent.

The whole general equipment of electric power stations at present

borders upon what seems at the present time a near approach to perfection. In a field which is the competing ground for men of the deepest and most resourceful minds for invention, it is practically assured that the next ten years will bring about as many revolutions as have taken place in the last decade. But at the same time what already has been accomplished to increase the producing qualities and lessen the expense of electric power can not be underestimated. Great strides have been made in the perfection of boilers and engines. They have been manufactured along lines which reduce the percentage of waste to the least possible basis. The dynamo likewise has been made more powerful, and, what is even more important in the matter of placing power at the disposal of the consumer, methods of distribution have been revolutionized.

Contrary to the observation of Thomas A. Edison, who once remarked that the alternating current "was the work of the devil," this system has served its purpose in helping to reduce the cost of producing electric power. Men engaged in the business have been able to obtain far greater results with the alternating current than they ever were able to get from the direct current.

In considering the cost of electric power a peculiar angle of this particular business presents itself. Paradoxical as it may seem, the consumer who uses his power with the least frequency is the one who pays the greatest rate for his service. It is the doctrine of power companies that they would rather furnish power to a bootblack in a basement than to the tenant of a large office building, for the reason that the office man wants his lights when the machinery is carrying the heaviest load, while the bootblack uses his lights at a time when the machinery is running comparatively light. Entering into the cost of power is the item of investment for expensive machinery which is used but a few hours each day.

Mervin Worcester.

Profits in Liquor Trade.

Conditions vary considerably in different localities, of course, but the notion is very widespread in all parts of the United States that the liquor business, whether retail or wholesale, pays immense profits as a general thing. These profits are no doubt largely overestimated. At Providence, R. I., the other day an expert opinion in the matter was secured in a novel way.

In the course of a divorce case that Judge Dubois was hearing one party to the suit was a well-known saloonkeeper, and the wife's lawyer sought to bring out from the testimony of a witness for the husband some statement as to the amount of the latter's income. The witness is both a wholesaler and retailer of liquor. He owns three saloons in Providence, so what he says on the subject of a saloon's revenue may be considered authoritative:

"The earnings of a saloon depend largely on the locality in which it is placed," he said. "By that I mean

that in some neighborhoods the proprietor of a saloon has to give larger glasses of beer than in another, and that he has to give away more liquor for nothing in the form of treats in order to hold his custom. If the most favorably situated saloon takes in \$500 a week, it is a fair estimate that one-third of that will be clear profit after paying the rent, help and other expenses. From that point the net profit varies to one-sixth, which represents the clear earnings on a gross income of \$500 a week in the locality where it is necessary to treat customers."

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GENUINE SUCCESS.

Some Reasons Why the Multitude Never Achieve It.

A tremendous quantity of nonsense has been written about "success." With the average person to "score a success" means to get something that seems good because we have not had it. In most cases this means money. The vast majority of Americans, being comparatively poor, believe that wealth spells success. The truth is that it may spell ruin in every sense that can be applied to the best hopes and ambitions of the winner. The possession of money is much like the possession of physical health, it includes power, the kind of power which, misdirected, becomes the suicidal weapon of the possessor. Many of the most brutalized criminals of modern and ancient times have been men of perfect physiques, yet there are hundreds of thousands of frail persons in America who fancy that all they need in the struggle for success is perfect health, strong bodies, mighty muscles.

Wealth, however, is popularly regarded as the sum and crown of all effort. Ninety-nine out of a hundred writers, addressing specious advice to young workers, direct their arguments wholly to the ways and means of amassing fortunes. They recount in great detail the privations, the struggles, the ceaseless diligence brought to bear upon money getting by the millionaires of the last half century. Most of these writers are themselves poor men. Usually they are men whose impressions as to the intrinsic value of wealth are out of all proportion to the truth. With the utmost honesty, but with little insight into human nature, they have taken it for granted that the greatest successes achieved in the world must have been along lines in which they themselves have failed. Everybody needs money and few men have admitted that they had enough.

So it comes to pass that the career of a man who has succeeded in assembling millions of dollars for himself is an invariably interesting study. That it should be the guide of life, the manual of happiness, the ritual of the ambitious is just as preposterous as that men should take guides to health, text-books of physical culture, and treatises on calisthenics as the open sesame of ultimate success in life.

Money, health, a good name are almost essential concomitants of success. One of the meanest and most miserable of men in the United States is extremely rich. The incidents of his career, so long as irrelevant facts are omitted, are most inspiring to the seeker after wealth. The story, as it has been written, is a simple narrative of the direct process by which this man accumulated the riches of a kingdom.

It does not tell that he is decrepit, a chronic invalid, a loveless husband, a despised father, a friendless, lonely, malignant, miserly old man. In life he has achieved one purpose at the expense of a hundred of infinitely greater value. He has millions, but with them all he can not buy the

honest caress of a child, the responsive handshake of a true friend, the real kiss of a loving woman, the dumb affection of a beast or the consciousness that he is anything better than a surfeited vampire stuck upon and sucking the body of his race.

He can buy steamships and the smiles of sycophants, but he can not delude even himself into the belief that one will carry him to happiness or that there is a glint of sincerity in the other. All he stands for now is money. From the first he asked nothing better, nor has he had anything better to give.

He can have music, books, pictures, sculpture, but he hates them all because they laugh in mockery at his ignorance of their best meaning. There is for him no message in the music of the sea except the story of its merchant tonnage. For him the mountains measure themselves only in pay rock, coal, asphalt, iron, the things that he covets. He envies the section hand eating a boiled dinner in the boarding house, snarls at the care free boy wallowing in the cold surf, he scowls at sweethearts because he never had one, and in his old age he clings, perforce, to the only avenue open either for his activities or his passions—the pursuit of wealth. Pursuit and possession will end with death, and he rages at last before the only thief, the only rival that can outwit and cheat him.

This is one of our "most successful" merchants and financiers.

Money is necessary for success and so is health. Both are means to a good end. Economy is not to be regarded as a virtue for the reason that it may make the practitioner a millionaire. In that it may pay for his food, his drink, his bed, his medicine, his house, his garments, it is admirable. In that it may safeguard his wife, nourish his children, succor the poor and sick, intrench his old age, it is a virtue as noble as truth itself.

The squirrel which fills its winter house with the nuts and berries of the autumn makes of economy his best success. The covetous magpie, which steals coins, spoons, jewelry and ribbons to bestow them in an abandoned rat hole is both a fool and an enemy of mankind for all his avarice. Money per se has as little to do with true success as great bodily strength has, and yet both are splendid aids.

A Boston prizefighter had the most perfect body of any athlete known to Christians in the last half century. His mind was a banal puddle—he beat his wife, bullied the weak, debauched the innocent, and lives to this day wonderfully preserved as to his body. Disease has not killed him. His mighty constitution will carry him to old age.

This dethroned idolon of physical culture achieved the greatest "success" of his century. So long as he had any aim at all it was that fine thing called "singleness of purpose," only he went after championships instead of coupons, and, like the millionaire, he got what he went after, and not much more of value.

There are yet living, however, thousands of estimable people who,

if they could achieve fame, would count it as the ultimate success. Perhaps it would be idle to repeat the fact that America's best and most famous poet died a drunken, diseased, and despised pauper. He did not pursue wealth nor physical perfection. He tried for glory and, now that he has been dead a long time, he is getting it. If fame is success, his life was a triumph.

In Central Kansas, on a small farm, there lives an old man who was, in his day, recognized as one of the greatest trainers of horses and one of the best reinsmen in America. He started life as a stable boy in the racing entourage of a rich California sportsman. His mother was a widow, and the \$5 a week he earned looked big to him because it meant, much to his mother and "the other kid." Wiry, silent, fond of animals, obedient, truthful, and, above all, with the welfare of others near his heart, this boy rose by successive steps through the turbulent and menacing surroundings of race tracks, gambling centers, and sporting resorts to be a careful "exercise boy," a "square jockey," an expert trainer, a master of trotting horses, an authority on breeding, a student of veterinary science, and an acknowledged judge of the merits of all speed equines, as well as of the performances of their owners, riders and drivers. He worked hard; he saved his money; he built up his physique. In an humble way he made what a few people would call "a success."

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tent and limitations of this man's success it is necessary to tell how he lives now and what he knows and does. He has been selected as an example of genuine success because his parentage, his early environment, his calling, his opportunities, his temptations, and his personal advantages were not wholly flattering to one who set out for the goals which occupy the time and effort of most ambitious boys or men.

He began work in order to help his mother. That was an evidence of unselfishness to begin with and an expression of love that is always better than words. He saved money for the same reason that made him work as a boy at a task that would discourage many strong men. He had no education then. He was just a strong, wholesome, affectionate, patient boy cast amongst the most dangerous and misleading influences that can come upon the life of a child.

If you could go to his home now you would find a hale, hardy, slim old man of 60. His house is the brightest, best ventilated, prettiest in the county. His library is the best collection of books relating to horses, milch cows, and collie dogs that can be found in America.

He has achieved fame as an author of essays, treatises and books upon the breeding, rearing, training, habits and possibilities of the animals which have been his friends and companions for nearly forty years. He maintains an orchard, a kitchen garden, a flower garden, a poultry yard, a creamery, and a greenhouse that are the pride and envy of all the neighborhood. He owns enough land in his neighborhood to relieve him of all worry. Yet he is not rich.

He breaks his own colts, milks his own cows, plows his own fields, paints his own house, mends his own fences. Therefore he is strong. An unmarried daughter lives with him, but from nearby towns and adjacent farms come his sons, daughters and grandchildren to visit him. The flowers in his garden never fail; his fruit is of the best at the county fair; his bees make honey when the clover shrivels; his cows yield more milk than the neighbors'; he plays the fiddle on the front stoop o' nights and laughs like a boy when his grandchildren dance in the moonlight. He has never had a lawsuit, and he works every day except Sunday. He knows New York from the Battery to the Bronx, but he wouldn't live there if you gave him the Waldorf-Astoria. He is prudent, industrious, healthy, natural, affectionate, generous, learned, strong of mind and body.

He is a success.

In Englewood there lives an old book-keeper whose son is one of the rich men of Salt Lake City. He has two daughters, each of whom married a good man and departed from her old Chicago home. His wife and he live in a small but cozy flat. He has "a weakness" for music and "old fiddles." He owns the building in which he lives, and that would be enough for him without his salary of \$25 a week. He ex-

pects to retire soon, but his employers, who love him, can not let him go. A book-keeper for nearly forty years, he always saved money, so that he could give it to his wife and his children. His life has been frugal, but not squalid; he is without blemish physically or mentally. He owns an Amadi and plays it better than some of the modern "masters." He has been to Europe five times, and he took his wife with him every time.

He has a box garden on his back porch filled with radiant plants and odorous blooms that thrive inside his flat all last winter. In his six rooms there are eleven quaint, chiming, beautiful clocks, and seven canary birds that can not be equaled in breeding and melody in all Chicago. This old man's wife is still his sweetheart. He never made more than \$25 a week. He saved; he wasted no time; he cherished the good health with which nature endowed him; he liked his "fame" as a connoisseur of old fiddles; but always he loved somebody tenderly and always his best efforts were for her.

He is a success.

Wealth, health, love—no one of them can constitute success. They are the sails, the timbers, and the fires of a great ship. To cling to the first, or the second, or the third is futile. It is bad seamanship. One must have them all to make the port. That man who would go to sea on a plank and call it a ship; or he who would take his ear of corn and call it a farm; or he who would build a fire for the cooking of his dinner without flesh or dough for the meal, would be a fool, would he not?

To sweeten life—that is success.

It is a process so simple that few will accept its brief formula: to work cheerfully, so that rest is a benignant interval. To earn all that one can and save everything beyond necessity. To keep the body mighty for the service of the mind. But, above all, to love somebody more than oneself. You can not buy love. Money worship is a sordid idolatry unfitted for the name of passion. To live long, eating, sleeping, drinking, is the success of swine.

To earn a little and save a little; to make a home and live in it; to be cleanly and wholesome; to merit gentle services and to bestow them; to know what is beautiful in the world at hand and beneath our eyes and to cherish it; to think kind thoughts and to say nothing that is mean, or cruel, or false; to love without certainty of recompense; to merit before we demand; to prize simplicity, and to ignore pretense, but, above all, to work—that is the way to succeed, and there is no sphere in life too mean, no environment too humble, no ambition too lofty to come within its inevitable provisions. It is the divine justice and the equilibrium of nature which regulate this matter. If you stifle your conscience, deny your heart or dissipate your body, you are eating the loaf that might have saved you from starvation in the end. You may get money, you may gratify your passions and your vanity,

but the fruit of your fatuity will become ashes on your lips.

The world of listeners has been much fooled with the labored and disingenuous sermons of those who preach of success. The way to it is so straight and simple that it is incredible to the foolish multitude.

And that is why the multitude never succeeds. John H. Raftery.

Little Ties Bring Little Profit.

The trade is to be congratulated that the little narrow dinky ties have not been considered by the public. Those dealers who bought them are sorry and they are willing to get rid of them at any price and are even giving them away.

For strictly summer neckwear, silk and linen textures are much in demand. Delicate stripes and self figures made up in 1 3/4-inch reversible four-in-hands are the thing, and in many cases they are made up from shirting of the same patterns, and therefore match well. Of course these goods wash, but they never look well enough to wear after having been laundered.

Bandana silk handkerchiefs, which have been utilized for many purposes for years, are now used by golf players. They tie them around the neck, and they answer in place of stocks, collars, etc. They are picturesque in the field and are more comfortable than any other necktie that has been devised for this purpose.

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Seemingly Very Simple, Really De-lusion and Snare.

Written for the Tradesman.

When I contemplate the question that is eternally before—or rather behind—the girl of the natty shirt-waisty sort, the girl of the smooth shining locks, skirt that just exactly escapes the dirt, leaving nary the ghost of a suspicion in the mind of the observer that it is going to touch the ground, the girl of the shirt-waisty hat and the trim little ankles and stylish oxfords—I say, when I consider the subject that is ever uppermost in the mind of this chic young person, I am filled with admiration and wonder at the evolution that has been going on since the first man put out a shirt waist (or was it a woman!) and the first woman saw that it was good and put it on.

Well do I recollect the trials and tribulations of my sex, the groanings in spirit, the absolute despair at the seeming impossibility of ever being able to make the shirt waist, the skirt, and the belt that divided the two, "jibe."

For long the thing seemed utterly unable of accomplishment. At first the young lady who had always considered herself a careful dresser, who took time to "get herself together" properly, who was particular as to all the nice little details that go to the making of a perfect tout ensemble, opined it was going to be an easy matter—this shirt-waisty way of dressing—so simple. However, she practiced carefully before the mirror, day by day, the things she might do in the strange garment and as carefully noted those she must not attempt. She found, about the first thing, that she must not lift her arms above her head if she did not wish disastrous results. This meant she must no longer hang on to a strap in the street car. Should one depend directly over her head, seemingly within easy reach, she must forego the added support to her unsteady poise and planting her feet as firmly as possible on the—so to speak—waving floor, grab the corner of the seat nearest her, and—trust to luck not to sit down in the lap of her nearest seated neighbor.

In enumerating in her mind the negatives she must "fight shy of," in the new garb, inventory also was taken of the fact that she must fore-swear the lacing or buttoning of her shoes after she "got into" her shirt waist. Neither could she any longer pull herself up the steps by the railing of the street car or steam car. She tried it a few times and rips—if not worse accidents—were the inevitable penalty she paid for her recklessness.

Tree-fruit and high-bush-flowers might now stay on the parent stem without fear of molestation. Now might little animals about the place where she abode possess their souls in peace, for they would not everlastingly be gathered up, to find a comfortable resting place on a convenient shoulder, for sudden stooping would mean certain destruction to some of the seams.

Entire safety as to these several matters meant eternal vigilance as to all elevation of the arms. The girl who adopted the new attire had at the same time to adopt a complete new set of rules and regulations as to conduct, for the past was no criterion to go by now.

All this perturbation, this disturbance of mental equilibrium, was during the introduction of the new fashion, long before it attained its position in "good society," so to speak. Like all innovations it was looked upon askance and many were the pros and cons advanced in its favor and in opposition thereto. Finally, there came a time in its history when this article of feminine apparel no longer was obliged to court favor. There was no need of it—the shirt waist, by its intrinsic merit, had won for itself a distinctive, an enviable place, far beyond all cavil, a place where it rested securely in the affections of the Gentle Sex—the affections, be it said, of rich and poor, of high and low alike.

By this time human ingenuity had set itself about and numerous devices had, from time to time, appeared on the market for the very, very welcome solution of the ever-present dilemma, not of causing one and one to make two but one and one and one to make one! Pin out the waist? Yes, but then the waist will give out anyway before a great while, and it will last as long as you want it to. A firm piece of white muslin can be stitched to the shirt waist at the back, just at the belt line and extending to the bottom of it, underneath the goods. If you don't like the idea of using a pin, sew eyes on the skirt band one inch apart, for a space of about three or four inches each side of the placket, to correspond with "hump" hooks sewed on a piece of ½-inch belting on the belt line of the shirt waist. Sew the eyes underneath on the invisible skirt belt, which should not be wider than three-eighths of an inch at the most. At the belt line have only the goods of the skirt show on the outside, you understand, turning in the top and facing with a ¾-inch tape.

To make a dip front (which dip, by the way, is now only a "slight" or "round" one, the pronounced dip, just we got all our skirts cut V and were used to the style, having become passe), there has somewhat lately come on the market the nicest little arrangement, consisting of a stout hinged pin, curved at the point to go easily into the corset front. The part that isn't the pin ends merely in a turn-down hook, under which the dress skirt slides. It is the very best thing yet invented for the purpose, possessing, besides the element of simplicity, the further advantage that it goes on the outside of the shirt waist instead of the underneath. This obviates the necessity of separating the waist at the belt, which always leaves an ugly twisted appearance, a defect difficult to hide.

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This little "dip front hook" is so dirt cheap—it retails for 10c—that no

girl's pocketbook is too flat to compass its purchase.

There is another one that also is most excellent. Like the first mentioned, it is to be worn on the outside of the shirt waist, and it is the same price. It consists solely of a safety pin (medium size) with a turned-down hook on the outer side. These two hooks are liked by everyone who wears them. There are others—like the "Rosalind," for instance—that are more complicated and harder to arrange. The simpler all such devices are the better.

The other day I was surprised to be approached on the shirt-waist subject by a lady whom I know but slightly, one almost a total stranger to me, who said that she had "never taken kindly to the shirt-waist tog-glement;" she had heard that I "knew how to wear one," and "could I—would I—undertake to initiate her into the mysteries of the subject, as she was utterly at sea in regard to it?"

I said, "Why, certainly—I'll tell you all I know about the—to a beginner—distressing subject," and I began as follows:

"In the first place, you must start out, on your career as one of the shirt-waisty sort, with the thorough understanding that you are entering upon a world of trouble, of vexatious, unlooked for catastrophies. You must make up your mind that you will not waver in the determination always to get yourself together as 'plumb' as if adjusted by carpenters' tools. Don't make the very common error of thinking that 'any old way will do,' for, although it might 'do,' at a pinch, you would be utterly devoid of that comfortable consciousness that others may not pick flaws with your attire; that everything about your back is 'nice and even.'"

"Don't attempt to get into your clothes in a hodge-podge fashion but go about it earnestly, with a purpose in view—that of coming out of the dressing process looking the 'pink of perfection.'"

"It's a deal more work to 'get into' a shirt waist and skirt and look 'right' than the careless dresser imagines. Any one can 'get into' such garments, but not one girl in a hundred does it correctly. Women and girls are coming to realize more and more, every day, what a difference it makes in their appearance whether they dress themselves carefully or not. The hair—a whole sermon might be preached on that subject also—and her belt line—those two things count for more than all the rest put together.

"To begin the day as it always should be begun, take a cold sponge bath, rubbing yourself vigorously all over with wet salt before using the towel, which must be harsh, in order to obtain 'that nice pink glow.' Then go all over yourself with a long-handled flesh brush and a small stiff-bristled one. Clean your teeth and partly dress. Throw a combing towel around your shoulders or put on a regular combing-jacket—a little kimono will do, which keep for this purpose and no other. After your hair is nicely groomed—no truer thing was ever said than that 'A

woman's glory is her hair'—put on your stockings and shoes, to avoid stooping over after your corset is on. Next comes this, over the undergarments. Put the corset on 'big and loose,' pull the yest well up from the stomach, to give a good long-waisted effect and a 'long-waisted feeling.' Then pull up the strings as tightly as is comfortable—no more, mind you. (A whole chapter might be written on how properly to wear a corset.) The top three lacings should each be tacked securely together, to prevent lapping at the top or, what is worse, 'letting one out at the top.' Then goes on the skirt—or maybe two—and see that the fastening is secure. Pull the shirt-waist comfortably down in front and pin it there temporarily. Last, put your dress-skirt on carefully over your head, getting it well adjusted as to the placket. Pull your shirt-waist down as tightly as possible in the back, and, holding the skirt-belt over it with the left hand, stick a 3-inch pin (white headed or black, according to light or dark skirt) down and up, and down once more, to bury the point. Now hold yourself very straight, even bending back a little, pull your skirt down in front as far as the belt will go, stick another pin down through everything, into the corset, and up and down again. Reach up under the outside skirt with the left hand and pull all the pleats of the waist well to the middle, to give a V effect, keeping the right hand outside to adjust the pleats. When these are fixed to your satisfaction (according to your figure), put a 2-inch sharp-pointed pin through to your vest, fixing the point as you did in the others, on each side of your abdomen, about an inch or so from the lower edge of your corset. This leaves the vest free to be drawn up at any time during the day, whereas you could not do this without tearing if you stuck any of the pins through it.

"I emphasize—no doubt you think too strongly—the manner of adjusting the pins used in making the shirt-waist stay in the position it should, but the experience of myself, and of others as well, justifies the insistence. You would imagine that the pinpoint would prick you horribly, but it doesn't; and, by leaving the point under the corset, there is no possible danger of hurting others—unless the pin works its way out, which doesn't often occur.

"One young lady told me recently that she 'pulls her vest up forty times a day, to get 'that nice straight-front' feeling'. I suppose she hardly meant that many by actual count, but probably often enough to keep her walking without thrusting forward the abdomen. 'Chest out, abdomen in,' is a good rule to keep in mind at all times. If women would only keep this short quotation ever in mind, we should see more of them walking with a fine, and what I call 'springy,' carriage.

"Last comes the belt, and the shape and material of this should be most thoughtfully considered, as upon it depends so much of the good looks of a person. It must also be appro-

prate to the occasion on which it is worn—that goes without saying.

"Stick in the belt a 2½-inch pin invisibly in front, first pulling it sufficiently tight to remain where it belongs in the back.

"As to the collar, if a turn-over is worn, fasten the band onto the shirt-waist band before you put the waist on. And right here let me give you a crumb of comfort. Don't wear a collar button in the band at the back, unless you want to wear a hole in your neck, as I did for years, but pin the two bands together. It's a little more bother, to be sure, but it well repays in the added comfort. Lay the two button holes exactly together, pin down and up, and down once more, to conceal the point, otherwise you will spoil your necktie, as I did the first time I tried this method. It caught on the point and the more I pulled my four-in-hand the more I tore it, as I found when I took it off at night. Use the pearl stud only in the front and you escape a lot of misery. Many and many a time have I suffered all day long with the underside of a collar button digging viciously into my flesh; now I am free from the torture. I learned this from a big fat girl who is employed in an office, and who has learned many little ways to make her clothes comfortable to work in.

"Of course, I need not remark that the tie to be worn with the waist you don must be chosen for its fitness as to material, color and occasion.

"So," I concluded my shirt-waisty advice to the lady who had asked it, "you see, the wearing properly of this garment, about which I have said so much, is really a work of art.

"Perhaps you think all this fol-de-rol is more bother than it is all worth. It is, indeed, a great amount of fuss for the accomplishing of a simple-looking toilette. But simple elegance is always the most expensive, in one way or another; and also it is most certainly a truth that 'those who dance must pay the piper'!"

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Several years ago, the Tradesman printed a pat little poem about the shirt-waist girl, every verse ending with this:

"And she felt of her belt at the back!"

And I never see a girl blindly and anxiously groping around her belt "at the back" but it runs in my mind. If I ever run across that delicious bit in my files of this most excellent trade paper I am going to send it to Mr. Stowe and ask him to reprint it—it will stand it.

"And she felt of her belt at the back!"

I. T.

Don't duck when responsibility comes your way—except to get a firmer grip on it. You must throw it or it will throw you.

It's all right to have a high opinion of yourself—if you're striving with might and main to make others share it.

Nine times out of ten you'll find that the man who fell from power wasn't pushed, but tripped himself.

Hardware Price Current

AMMUNITION			
Caps			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers			
No. 2 U. M. C., boxes 250, per m.	1 60		
No. 2 Winchester, boxes 250, per m.	1 60		
Gun Wads			
Black edge, Nos. 11 & 12 U. M. C.	60		
Black edge, Nos. 9 & 10, per m.	70		
Black edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of	Shot	Per
Powder	oz.	Size	100
120	4	1½	10
129	4	1½	9
128	4	1½	8
126	4	1½	6
135	4½	1½	5
154	4½	1½	4
200	3	1	10
208	3	1	8
236	3½	1½	6
265	3½	1½	5
264	3½	1½	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 30		
½ Kegs, 12½ lbs., per ½ keg	2 30		
¼ Kegs, 6¼ lbs., per ¼ keg	1 30		
Shot			
In sacks containing 35 lbs.			
Drop, all sizes smaller than B.	1 75		
Augurs and Bits			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	6 50		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. S. 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	8½ c.	7½ c.	6½ c.
BBB	8½ c.	7½ c.	6½ c.
Crowbars			
Cast Steel, per lb.	5		
Chisels			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	net	75	
Corrugated, per doz.	1 25		
Adjustable	dis.	40&10	
Expansive Bits			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American	70&10		
Nicholson's	70		
Heller's Horse Rasps	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	28		
List 12 13 14 15 16 17	17		
Discount, 70.			
Gauges			
Stanley Rule and Level Co.'s	60&10		
Glass			
Single Strength, by box	dis.	90	
Double Strength, by box	dis.	90	
By the Light	dis.	90	
Hammers			
Maydole & Co.'s, new list	dis.	33½	
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		
Japaned 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	7½
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
Castors, Bed and Plate	50&10&10
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 ¼c per lb. extra.	
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	2 75
Steel nails, base	2 30
Wire nails, base	2 30
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Finish 4 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, ½ inch and larger	10
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	30 00
Sheet Iron	
Nos. 10 to 14	33 60
Nos. 15 to 17	3 79
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz.	6 00
Second Grade, Doz.	5 50
Soldier	
½ @ ½	21
The prices of the many other qualities of soldier in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 & 9 boilers, per lb.	13
Traps	
Steel, Game	75
Onelida Community, Newhouse's	40&10
Onelida Com'y, Hawley & Norton's	65
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 00
Barbed Fence, Painted	2 70
Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Baxter's Adjustable, Nickeled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70&10

Crockery and Glassware

STONEWARE	
Butters	
½ gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	52
10 gal. each	56
12 gal. each	78
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal., per gal.	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, bull per doz.	85
1 gal. fireproof, bull per doz.	1 10
Jugs	
½ gal. per doz.	60
1 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	
	Per Gross
Pints	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 72
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each chimney in corrugated carton	1 80
No. 0 Crimp	1 80
No. 1 Crimp	1 78
No. 2 Crimp	2 78
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2, Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 38
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. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, slide 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, slide 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 33 yards in one piece.	
No. 0, ¾ in. wide, per gross or roll.	25
No. 1, ¾ in. wide, per gross or roll.	30
No. 2, 1 in. wide, per gross or roll.	45
No. 3, 1½ 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	6 00



Weekly Market Review of the Principal Staples.

Underwear—The growing favor of union suits is accepted by the underwear trade as encouraging. There is a tendency in some quarters at the present time toward the tight knee, both in union suits and drawers. It is suggested that merchants put this fact away in their minds for future use in making their selections. The tight knee is said to allow the stocking to be drawn over the knee and also protects and strengthens the knee. There is said to be a growing demand also in some quarters for the open front and high-neck union suit. Some who wear union suits express preference for the style that buttons across the shoulder and close around the armholes. This style of garment is said to be much more practicable. The subject of sizes in union suits has been a cause of worry to underwear people. In fitting union suits the main consideration is to secure the right length in the body. If a customer gets a union suit that is too short in the trunk it is very uncomfortable. A customer who is regularly proportioned does not have serious trouble, but if a customer has such a long body that when he sits he is as tall as the average man, that person will cause trouble if he wants a union suit. Then there are other customers whose bodies are too short. These also cause trouble in fitting union suits. If the trunks are too short the legs are too long. Perhaps the most difficult of all people to fit in union suits are fat people. Take a man with too much of a "bay window," he is bound to cause any amount of trouble to the underwear department if he gets it into his head to wear a union suit. There is opportunity for manufacturers making union suits to devote more attention to sizes. If they will do this, a better demand is predicted quickly.

Linings—The only demand for cotton linings at the moment is from buyers who are pressed to cover their requirements at once. Forward needs are not being looked after, and the trade on these particular lines of cotton goods is exceedingly quiet. Like other cottons, linings are made to suffer by a want of confidence on the part of buyers concerning the permanency of current prices. They admit that they have a place for the goods, but, owing to the element of uncertainty which exists, they are compelled to allow their stocks to dwindle to an extremely low ebb. There are other factors, however, which have militated against free operations, not the least of these being the labor disturbances which have tied up a considerable part of the clothing trade temporarily, but as this deterrent factor wears away there will be more buying. Italians, mohairs, alpacas and similar goods used by the clothing trade have not moved

as freely as sellers would be pleased to see them, but prices have held firm and houses handling them have no fear of the future. Since the print cloth market has become stronger, kid-finished cambrics have shown more firmness on the basis of 35¢ for 64s, although the demand does not appear to have expanded.

Laces—The lace buyers are beginning to return from Europe and they report that according to the Paris fashions we will certainly have a lace season this fall. All the gowns seen at the races were more or less trimmed in lace. A noteworthy fact, however, is that there were no new laces worn. Broad lace collars continue in good demand. Both black and white are selling splendidly. In fact, the demand that started in for black collars a few weeks ago is still keeping up, and before long there will probably be a scarcity of these goods. A surprising fact is that the early fall models are being trimmed with macreme lace. Macremes did not sell as readily last year as was expected, and consequently the importers were glad to dispose of them at the end of the season at a price. It is not anticipated that macreme lace will be in favor for the entire season. Lace scarfs are in vogue in Paris. They are mostly of the guipure or Chantilly order. A novelty in the lace flounce is the ruffled lace with eyelet holes through which a cord or ribbon is to be run so that the ruffle can be quickly gathered. It will probably meet with favor as it is cheaper than the godet or circular flounce.

Hosiery—There are few men who do not take a pride in their feet, and those who like nice hosiery can revel in the counter offerings of the season. There are few plain-hued hose, but the best stockings are in two colors, and many are in three or four and even five tones. Silk socks are the proper thing for summer, so one learns from the best authorities, but silk socks are a little out of the reach of the average man for daily use for himself, and he contents his soul with lisle, with or without silk finish. A handsome pair of socks, typical of the season's styles, is in champagne colored lisle thread. There are white stripes running up the foot and leg, and there are small figures in the stockings. The tops and the heels and the toes are black. This makes a pretty three-color arrangement of black and white and yellow.

Neckwear—A decided improvement has manifested itself in the neckwear business. After a long period of depression which almost caused many men to feel that this branch of men's furnishings never would regain the important place which it had held so many years, it has resumed its place and is again one of the vital branches in men's outfitting establishments. Crepes have been especially successful, and even now the demand continues unabated. Plain shades were shown first by nearly every neckwear house in the country, but soon the more enterprising manufacturers were showing

them with self-figures, and they were eagerly taken up by the retailers and in turn by canvassers. The first were shown by leading finishers in large varieties, very beautiful and certainly new, and the best dressers took to them kindly from the start. Many multi-colored effects in light tints, made more striking by contrasting dark satin stripes, were shown, and they made up well in four-in-hands and Ascots, and the success of this material is such that, no doubt, next year many rich and new ideas will be produced. The nature of the texture of both the silk and linen and crepe is such that they can not be produced like foulards of any printed cloth, to sell for less than a certain price; hence, dealers are encouraging the trade for

them. The lines of silks shown for fall trade are exceptionally extensive and the qualities remarkably good. Orders are coming in very satisfactorily, particularly from the South and East. Among the several new combinations in silk neckwear green and blue is most pronounced. It has always been considered that these two colors do not harmonize—but it is certain that designers of silks have succeeded in blending the two colors in such a manner that the effect is grateful to the eye. The fall silks contain many on this order.

Handkerchiefs—"Washable handkerchiefs" was the sign displayed in a haberdasher's. They are made of silk and look too fine for the tub. The handkerchiefs are in a pale cream, in a coffee color, in a light

Take Notice

We carry a complete line of Pins, Needles, Safety Pins, Hooks and Eyes, Thimbles, Thread, Shoe Laces, Tooth Brushes, Machine Needles, San Silk, Scissors, Stay Binding, Embroidery Silk, Collar Buttons, Neckties, Suspenders, Socks, Gents', Ladies' and Children's Hose Supporters, Ribbons, Handkerchiefs, Elastic, Yarns, Laces, Embroideries, in fact, everything to be had in the dry goods notion line.

Ask our agents to show you their lines.

P. Steketee & Sons, Grand Rapids

Wholesale Dry Goods

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



Chilly People

Life Is Too Short

for a man to cultivate "Chilliness" and then, as a matter of fact, it doesn't pay. There are some people in this world who somehow have imbibed the foolish notion that in order to impress people with their importance, superior knowledge, etc., it is necessary for them to drive with an over-check, step high and appear chesty. We don't swell up very much when we talk

Puritan Corsets

It isn't necessary. We simply guarantee every corset we sell and enable you to make more profit than in handling any other line.

That's the long and short of it, and the only other word we would add is, we honestly believe we can be of advantage to you. If you wish to satisfy yourself on this point, write us.

Puritan Corset Co.

Kalamazoo, Mich.

strawberry, and in all the pale tones from green to violet and from pale blue to orange. There is an orange so pale that it might be called lemon color, and this is plaited with tiny stripes of white. The colored handkerchief is quite correct this year. Handkerchiefs come in cream tones with plaids of pale blue crossing them in big squares. And they come in tan with plaids of pink and green. Every known color is found in the men's handkerchiefs of the season.

Belts—One-inch belts with gold plated harness buckles are the proper caper this season. Pigskin, black and brown rhinoceros hide and seal seem to have the call.

Dress Goods—the dress goods end of the market is very quiet and in decided contrast in almost every way to what may be witnessed on the men's wear end. Nearly all orders received come by way of the mail and traveling salesmen, for there are very few buyers in the dress goods district. Every one is waiting to see what the styles are to be, for on these will depend the fabrics and patterns wanted. It seems pretty certain that plain goods will be wanted, but what weaves and what colors are still uncertain points. The mills can not, even if they dared, run on stock for any line of goods made up. For stock that misses, by a point, the trend of fashion at the critical time means just about so much money thrown away, or, at the best, the goods will have to be sold at a great sacrifice.

Carpets—The distributing trade, as a general rule, is experiencing the usual mid-summer quietude that generally prevails from about July 15 until late in August. As a rule dealers claim to be doing a normal amount of business for the season of the year. In the larger cities of the East department stores and some large retailers have begun what they term their semi-annual carpet clearance sale. The stock offered is generally composed of patterns of a past season and remnants of less than a roll and odd lots of one and two rolls. In some cases these goods are offered at about one-half their regular retail price, but as a general thing the reduction is seldom more than a third, except in the case of undesirable lots. This season some manufacturers, who dispose of their goods direct to retailers and who maintain retail departments in connection with their wholesale departments, are offering to the public certain lines of their production at a substantial reduction from the regular retail prices. Included in these sales are Wilton and Smyrna rugs and all kinds of summer floor coverings, such as Japanese and Chinese matings and cotton rugs. In some cases royal Wilton carpets in part rolls are offered at these sales for less than they cost the retailers. These are generally old patterns which are not expected to be soon revived and the dealer deems himself lucky to dispose of them at any price. Wilton velvets are frequently offered at about half their regular retail selling price, when the patterns have not

proved popular. Odd lots of one and two rolls of patterns, which have proved good sellers, but which are to be dropped soon, are offered at a substantial reduction. All grades of the regular body Brussels figure in these clearance sales of the department stores. Of the highest grade it is seldom that any great amount is offered, but of the medium grade the supply, in some cases, of a single pattern, is sufficient to fill several large orders.

How a Successful Business Was Started Without Capital.

The old idea that a man had capital in his personality has had some rude shocks in recent years. When a cash register has been moved into an old established business and the cashier moved out, there have been questionings. When a machine, looked after by a boy just beyond the school age limit, has done the work of four skilled artisans depression has come upon the men thrown out of positions. But that a man still has the capital of his personality, provided he will organize it, has never been better demonstrated than in the recent closing of a downtown restaurant.

Presumably the proprietor could afford to go out of business. Five of the old employees of the place, who had been there ten years or longer, could not afford to retire. One of them—Waiter No. 8—was of the spirit not to retire under any circumstances. Still he did not want to go into another place as an employee. It was a situation to force an accounting of capital, and when the situation had been canvassed as to himself, he found little else than a record for attention to his duties upon which to bank.

In personality he had been simple enough and unostentatious. In his position in the place he had been in direct contact with the restaurant patronage and he had tried to please. He felt that he might have made friends and the thought had been encouraged by recalling the aphorism of "reaching a man through his stomach." How had the other four succeeded? All must have been satisfactory to the retiring management or they would not have been retained for ten years. Each of these men had enjoyed the same opportunities as himself in attracting a personal clientele.

These were the thoughts in the mind of Waiter No. 8 when he had recovered from the shock of contemplating a position lost to him after eleven years of uninterrupted service. Surely there were men who would sit at a table where he might serve to them the luncheons and dinners that they had patronized for years. But how could he serve them?

Co-operation was the one thing. It was worth while if the others would go into the scheme and try to test the value of a personality and the possession of a good will. No. 10, No. 12, No. 14 and No. 20 had worked with No. 8 for longer than ten years. The first move was to look these men up. There was a consultation. Where was the capital to come

from? That real capital that would be so necessary to the establishment of any business venture.

A canvass of the personal acquaintances of each of these men was decided upon. At the last it came to the mere capital contained in a personality in which the opportunity for proof of worth had seemed slight and intangible.

It was not an easy task to round up these old patrons of an old house. When they had been found it was not an easy task on the face of it to enter a place of business, reach the man of position in the house, and make the proposition upon which the hopes of the co-operators were based. At the most it was only a scheme that could be presented. If the quintet could establish an institution that could dispense the old viands, having the merest skeleton of cash capital, would the gentlemen find it worth while to walk a little out of the old rut in order to have the old service?

A suitable place was found. The cash within reach of the five men was exhausted before the first meal could be set upon the first table. But in the equipment there were tables for seventy-two persons; the walls were attractive; the position of the restaurant was satisfactory; the credit of the co-operating proprietors was good for a stocking up of provisions. On June 1 the place opened for business.

"It was a co-operative business with a vengeance," said Waiter No. 8, speaking of the venture. "We didn't know just what to expect that first day, but our expectations were exceeded. Literally our old patrons 'came and brought their friends.' We had thought of opening the house for men only, but that first day changed that idea for keeps. All our old customers seemed to slip right into place, as though nothing had happened, and those new friends who came in their track appeared quite as much at home. It was a housewarming, I tell you.

"We had started in as equal holders of the prospects. We are running on the same basis and will continue so. Our chefs and the kitchen help throughout are from the old house. We are paying the old wages to them and exacting the same service for the money. As for ourselves, we are less troubled about wages. Each of us draws his \$10 a week, and the remainder, after all bills are paid, is allowed to accumulate for the business. But you may be certain of one thing—there is not a man in the dining room service who would see a patron offended for twice his salary for one week!" Fred Gresham.

The "Reggie" and "Orient" hats are much advertised as a head covering for outdoor wear. They are of felt; the crowns are low and crushed in; the brims are very wide and the bands have a border. To look at them one would take them to be a hat for ranches and any kind of outdoor sports.

Every time you frown you have to turn your face from God.

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.



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 Ten.

In reply to your circular letter I beg to state that when a man approaches me with the argument that he has had no call for Twilight and that his trade is satisfied with the goods he is handling, I present to him the fact that we have the purest and the most effective washing powder on the market.

Secondly, I tell him that by selling Twilight he can feel satisfied that he is giving his customers the best that there is to be had, and at the same time make a reasonable profit.

I also inform him that when a man is making an extraordinary profit on a piece of goods, it really stands to reason that he is getting an inferior article, and that under these circumstances he can not conscientiously recommend that grade of goods to be pure and wholesome.

Another point I try to convince him is that he should endeavor to educate the trade, that instead of using the inferior and cheaper grades of powder he should use the better quality of goods for this reason.

It may be that he is using a cheap powder, his percentage of profit, figuratively speaking, may be greater, but if he will figure at the end of the year the amount of profit in dollars and cents that he has realized it may very readily be seen that he can make more actual money, regardless of per cent., by selling one product, Twilight, although the percentage be smaller.

I think that another argument which we may present to the retailer is the fact that we are independent and do not belong to any trust and therefore we are deserving of the hearty support and co-operation of each and every retail merchant, owing to the fact that nearly every one is down on all combines.

Again, a dealer will say to us that if we will create a demand for our goods he will then handle them. I soon convince him that the retailers, as well as the consumers, are the ones that have paid and are still paying for the creation or, rather, the advertising that these combines are doing and I therefore ask him what profit he is making by handling the goods produced by the Arbuckle and Lion coffee trust, and also the National Biscuit Co.? Hence we see the result of creating the demand.

I furthermore argue that if he will give us his hearty co-operation we will then show him that by taking an interest in our goods we can then show him a profit which

exceeds that of any other high class powder on the market, and at the same time he can feel more than satisfied that he is giving his trade the best that can be produced when he gives them Twilight.

Answer Eleven.

When I call on a man that will not buy Twilight and tells me that he only buys goods that his trade calls for and that he can sell without talking his head off, I tell him that if all the other men in his line would do like him there would be only one brand of flour or anything else on the market, and the manufacturers would have their own way, and could charge any price they wished, or compel the retailers to accept any terms he wished to give and in that way the retailer would not be a free man, for in that case they would have to get those brands or go out of business.

Answer Twelve.

This is, one of the hard propositions you encounter when you sell Twilight. You first have to know your man. Each dealer is different from the other. If he is a quick-tempered man he will say, "You don't need to tell me how I have to run my business and what I have to sell." Go at that man easy in a round-about way, and prove to him that your powder is the best and pays more profit and is strictly guaranteed. You might not land him the first trip, but you can rest assured when you call there again he will remember you.

The dealer that says I sell only what they call for is another hard one, and really does not make much success in business. The way to work him is to ask him this: "My dear sir, you tell me that you only sell goods which are called for. You tell me you handle everything in the grocery line. Often a lady will come in and ask for something you don't have, and you try your best to sell her something in the place of it as you hate to see her leave the store without anything. Now, don't you think it would pay you much better to push another powder than blank, when there is more profit in it for you? Nowadays you will admit you have to look after the profits. Now, the one that says he has a powder which pays him more profit, try and find out how much he pays for it, for many of them you can not trust. If you get his prices show him that yours is the same quantity he buys, and he has to admit that there is more profit in your goods. Then he will say often: "Oh, your goods are not known here. Bring them to the attention of the consumer and I will be the first to handle them." When he says this just tell him: "You won't tell me that the goods you are now carrying as your head powder were ever brought in front of the consumer. You did it yourself by pushing same. Now, don't you think where you can obtain a powder that is well known and highly recommended with a good profit thereby it will pay you to handle this in preference to the others?"

As I said before, you have to know your man, and one you have to approach differently from the other.

There are some powders where the dealer makes more profit than on ours and you can not blame him for keeping that in preference to the powder he has to work up again himself; in that case it will pay us to bring it in front of the consumer by demonstration, so he has to handle same.

Answer Thirteen.

First ask him whether he gives people only that for which they ask or what they want? I can not tell you how I would handle a case of this kind, as each individual has the same excuse but can be handled differently. I keep going until I get him some way. Merely keep at him until you make him think he is not doing anything and that the other fellow is getting the best of it. No one can tell you how to handle him and I haven't any sensible argument to make as I handle no two alike.

Answer Fourteen.

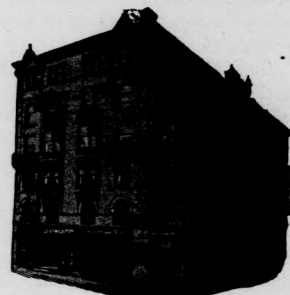
Try to convince dealer that Twilight is better than the powder he is selling; that it is to his interest to "go along with the procession," and if convinced of a superior article it is his duty to his customers to sell it to them. Show him profits as compared with strictly high grade goods, and while this argument may not win upon first call, a persistent effort will sell him.

Answer Fifteen.

The argument is common. The usual one advanced by dealers who don't handle the goods. The answer briefly stated is: Talk Twilight to him. No two salesmen would do it alike. Do your best.

As to his having no demand, tell him he is not apt to have any demand for an article he doesn't handle or for an article he does handle and takes no interest in. Talk Twilight quality, try to not only impress him, but enthuse him—enthusiasm is infectious; try to instill yourself with it; let it be shown in your manner

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

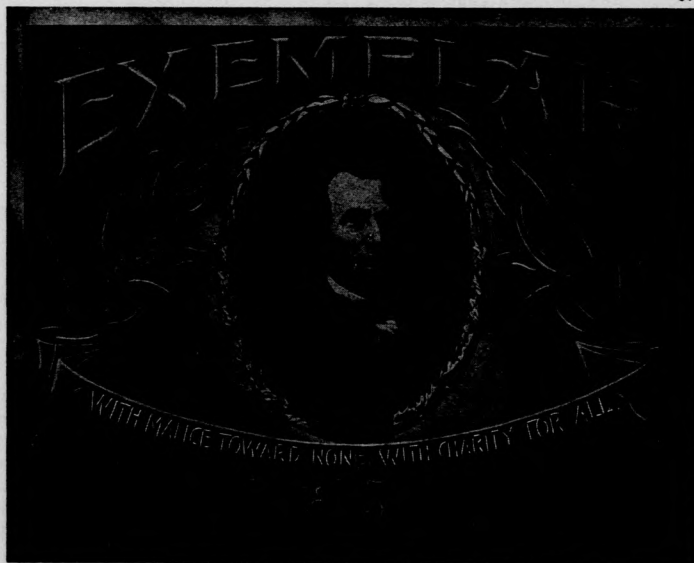
The "IDEAL" has it

(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.



and talk. The powders he has a call for are either advertised brands, with a small margin of profit or brands he has had to introduce himself, just as you ask him to do with Twilight. If he is handling a high grade powder talk profit and quality; try to convince him that if he will only take enough interest in Twilight to ask his customers to try a box it will repeat and grow, and he will have calls enough in a short time to make it a staple article in his store—satisfactory both to his customers and himself in price and quality. Use our old guarantee, "Tell the lady to take a box home with her, and if she doesn't find it superior to any powder she has ever used—after using it all and giving it a thorough trial—let her bring back the empty box and get her money back." Use these or any arguments to convince the man. You probably won't use the same argument twice. Your arguments will have to be shaped to fit the occasion, according to the dealer's attitude and the conversation. Use tact and ingenuity. If you haven't them, try to acquire them, for you need them in your business.

As to his customers being satisfied, probably they are—those who use it, but do all his customers use it? Get him to tell you how many customers he has and how much powder he sells. The percentage is usually amazingly small and you can probably convince him that some of them are buying powder somewhere else—from the tea man or another grocer. If his pet brand is a high priced one argue that with Twilight quality and Twilight price he can sell all those he is selling and also those he ought to be selling but isn't. If his pet brand is a cheap one, it is an inferior powder. If he is pleasing a certain number of people with such a powder, he can please infinitely more with Twilight and at the same price, gaining more trade and more satisfaction and the slight difference in profit, if any, will more than be made up in the increased sales.

As to giving people what they want, they want the best at a reasonable price. The modern housewife is progressive. One crank is not a criterion by which to judge the great mass of women. There is no limit to arguments against this. Your tact and ingenuity will invent new ones every day. Think about your business enough to work out new arguments and schemes in your mind. Keep your eyes and ears open. Listen and watch other salesmen who happen to be talking when you enter a store. Try to copy good points from the ones whose dispositions you consider not unlike your own. Don't try to copy the man who is totally unlike you—it will be a misfit.

Be enthusiastic, earnest, tenacious; be aggressive and merry; be confident. You are the equal or superior of any grocer, and your house is the best in the world—your goods the best, the policy the most honorable. Carry the dignity and respect of your house and yourself always with you.

Valley City Chair Co. Utters Trust Mortgage.

The Valley City Chair Co. has uttered a trust chattel mortgage on its stock of furniture, lumber, machinery, tools, fixtures, etc., securing creditors whose claims aggregate about \$10,000. The Michigan Trust Co. is named as trustee. The list of creditors and the amount owing each is as follows:

F. M. Beach.....	\$250 00
A. A. Lytle.....	50 00
E. M. Willey.....	250 00
F. Morningstar.....	246 00
Commercial Savings Bank.....	475 00
Old National Bank.....	600 00
F. Ranville & Co.....	33 74
Lilly Varnish Co.....	40 00
White Printing Co.....	1 00
Furn. City Tool & Supply Co.....	11 83
J. S. Crosby & Co.....	457 71
S. P. Bennett Fuel & Ice Co.....	334 02
G. R. Ornamental Iron Works.....	2 90
Mayer & Lowenstein.....	69 59
American Glue Co.....	8 45
C. B. Clark.....	14 40
Barrett-Lindeman Co.....	48 78
Wood & Conklin Co.....	56 78
Longfellow & Skillman.....	400 00
Orin A. Ward.....	11 19
Hazeltine & Perkins Drug Co.....	89 00
Columbus Varnish Co.....	15 00
G. R. Engraving Co.....	7 50
Crescent Machine Works.....	25 85
C. L. & R. E. Smith.....	213 29
G. R. Paper Co.....	23 60
Michigan Artisan Co.....	20 00
Rockford Tack & Nail Co.....	20 62
Maley, Thompson & Moffitt Co.....	8 58
Taxes.....	103 22
Imperial Furniture Co.....	3 00
Labor payable.....	315 68
W. C. Gold.....	2 40
Stiles Bros.....	17 50
G. R. Electro Co.....	12 31
W. L. Holcomb Co.....	7 89
Herpolsheimer Co.....	3 97
T. P. Powell Co.....	62 50
H. J. Hartman & Co.....	35 00
Munson Co.....	10 74
M. Brandy & Son Co.....	34 30
Valley Machine Works.....	10 64
Gardner Machine Works.....	34 30
Pearl & DeWindt.....	6 40
A. Himes.....	465 85
Wagner & Angell.....	678 18
Williams Furn. Co.....	5 36
Geo. B. Barstow.....	60 00
W. R. Common.....	2 89
W. T. Powers.....	582 52
W. K. Schmidt Co.....	3 65
Studley & Barclay.....	67 68
A. F. Burch.....	35 26
Standard Oil Co.....	22 38
Heystek & Canfield Co.....	20 10
Forster, Stevens & Co.....	84 37
Mercer & Ferdon Lumber Co.....	78 17
E. S. Kiefer.....	30 00
Frank Edge Co.....	8 30
W. B. Bennett.....	4 90
Fischer Bros.....	33 30
G. R. Furn. Record.....	142 96
Jas. Bayne Co.....	291 20
Jerman Behr.....	5 93
Wurzberg Dry Goods Co.....	2 48
G. R. Wood Finishing Co.....	117 11
Murphy Varnish Co.....	137 70
H. B. Feather Co.....	4 59
Dale Bros. Excelsior Works.....	8 48
Nichols & Cox Lumber Co.....	528 93
G. R. Supply Co.....	239 35
Armour Sandpaper Works.....	190 00
O. T. Peckham Co.....	71 54
C. A. Coye.....	11 10
Western Cane & Seating Co.....	116 07
A. Coy & Co.....	11 23
Thompson Lumber Co.....	924 73
Lussky, White & Coolidge.....	62 74
John Rauschenberger.....	10 60
A. E. Knowlson.....	484 94
Buyers' Book Co.....	10 00
Wm. Reid.....	56 00
Schollkopf & Co.....	22 40
Furniture Commercial Agency.....	30 00
Hopson-Haftenkamp Co.....	239 79
Acme Lumber Co.....	190 00
A. Leitelt Iron Works.....	71 54
Buss Machine Co.....	110 00
Sproul & McGurrin.....	150 00
Jos. Curtis & Co.....	483 99
Wagemaker Furn. Co.....	89 11
Union City Lumber Co.....	450 00
C. C. Mengel & Bros. Co.....	127 08
Henry Brobst.....	300 00
A. H. David Lumber Co.....	300 00
Moore Carving Mach. Co.....	600 00
G. R. Wholesale Furn. Co.....	12 75

Pleasure Plans Prepared by Jackson Grocers.

Jackson, July 25—The plans perfected by the Jackson grocers for their annual excursion to Toledo, August 11, includes everything necessary for a day of enjoyment.

Three special trains, with fine coaches and big engines, will leave the union depot over a smooth track and make the trip by the Lake Shore road to Toledo. From here those who desire may go to Put-in-Bay on the steamers New York or Ohio, where every provision will be made

for the convenience and pleasure of the passengers.

At Toledo those who desire to remain there will find Walbridge Park, the Zoological Garden and Lake Erie Casino the pleasure resorts of the people. There are many other points of interest, which will be mentioned later.

This excursion will be the event of the season and the price of tickets for the round trip is only \$1 or \$1.50 for those going to Put-in-Bay and return.

Programme of the Michigan State Pharmaceutical Association.

The following programme has been prepared for the twenty-second annual convention of the Michigan State Pharmaceutical Association, which will be held here Aug. 9 and 10:

Tuesday Afternoon.

Address of welcome by the Mayor.

Response.

President's address.

Secretary's report.

Treasurer's report.

Report of Pharmacy and Queries Committee.

Paper—Dispensing Notes, W. A. Hall, Detroit.

Report of Secretary of Board of Pharmacy.

Report of delegates.

Tuesday Evening.

Banquet given by the Hazeltine & Perkins Drug Co., at Reed's Lake.

Wednesday Forenoon.

Report of Trade Interest Committee.

Report of Legislative Committee.

Talk on Advertising by Owen Raymo.

Report of Adulteration Committee.

Report of Executive Committee.

General business.

Wednesday Afternoon.

Paper—By Dr. A. B. Prescott.

Paper—Tooth Paste, Powder and Lotions, W. C. Kirchgessner, Grand Rapids.

Election of officers.

Selecting place of next meeting.

Installation of officers.

Unfinished business.

Hides, Pelts, Tallow and Wool.

Hides are scarce articles as compared to the demand. Prices have advanced far beyond any profit the tanner can see in them, and they hesitate to buy only as being forced to in order to keep tanneries running. Any having a sixty-day supply hold out. On the other hand dealers have small holdings and do not offer any only at a high advance.

Pelts are not offered, being in small supply and few taken off.

Tallow has been draggy until the past week, when considerable call has been made, with some sales at an advance. Holders think they can see good futures in it. Soapers claim a decline in soaps, but quietly take such stock as is offered if not too much advance.

Wool holds firm, with large sales at advanced prices. There are no weak spots or any let-up of demand. The wool seems to pass from dealers to manufacturers with little delay. The outlook is a strong one.

Wm. T. Hess.

Good Outlook For Sugar Beets.

West Bay City, July 25—The local sugar factories expect to have enough to keep them busy this fall, despite the discouraging outlook earlier in the year. The German-American Co. says it has better acreage than last year and that it has had no trouble at all in getting farmers to sign contracts. The West Bay City Sugar Co. also has as good acreage as could be expected, taking the condition of things into consideration, but not as large as they would like to see, however.

The farmers have been doing a great deal of kicking upon the prices received for their beets and some have turned their attention to chicory and other things. The beets being grown are of fair size in most localities, but in some places are a little under the average. The whole crop has been late this year on account of the weather conditions. The season will open probably about November 1. Both factories are making the usual repairs to the machinery and interiors and getting in shape for the campaign.

Bear Lake—The Bear Lake Canning Co. was formed over a year ago, being composed mainly of the business men and farmers of Bear Lake and vicinity, with a few shareholders in Manistee. After the factory was built and equipped it was found that more money was required to run it than was anticipated. The directors raised \$6,000 on their personal endorsement, but that amount proving insufficient notes were issued to the amount of \$10,000 to take up the above amount and furnish the additional capital required, and these notes were endorsed by most of the stockholders, who loyally furnished their personal credit to back up the enterprise although their shares were non-assessable. However, it proved to be a bad year for canning factories, and when the year's business was settled up it was found that like many similar institutions in the State the Bear Lake factory had come out very much in debt. After various attempts were made to raise the money, the plant was sold to a small syndicate of local business men who still had faith in the enterprise, but this left about \$2,000 still due upon the notes. A committee waited upon the endorsers and, notwithstanding the fact that this is a time of the year when farmers and those dependent upon them for business are short of money and no threats were used or suits instituted, forty-nine of them paid their apportionment within a very few days, and others are making arrangements to do so as soon as possible. The prospects are not very favorable for the canning factory running this season as the price of peaches will probably be higher than any canning factory can afford to pay. The factory may can some apples, however, and it will be ready to help the farmers out whenever the conditions are unfavorable for shipping fruit.

No man can love his neighbor as himself if the aforesaid neighbor is learning to play a cornet.



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.

Working Up Interest in the Annual Convention

Secretary Burke is undertaking to stimulate interest in the coming convention of the Michigan State Pharmaceutical Association by a series of postal cards which he is sending out to the members. Three of the cards already issued are as follows:

Detroit, July 11—Do You Want to Make Your Business Better?

Or are you perfectly satisfied with things as they are?

The Michigan State Pharmaceutical Association was formed to make progress for pharmacy in this State. It has been a benefit to every dealer in the State. It has done more for some than it has for others because some have done more for it than others have. This is not a world in which you get something for nothing. If you want to get the greatest good out of the M. S. P. A. you must attend the Annual Meeting and help to push.

Next Meeting at Grand Rapids, Tuesday and Wednesday, August 9th and 10th. Information cheerfully furnished by the Secretary.

Detroit, July 18—What Kind of a Pharmacy Law Do You Want?

Almost all progressive pharmacists are a unit in agreeing that the young men who come before our Pharmacy Board for examination should be required to show that they have a high school education. The State or New York passed a law last year that requires every candidate who appears before the Pharmacy Board to be a graduate of some recognized school of pharmacy.

What do you think about this?

Next August, Tuesday and Wednesday, 9 and 10, these requirements will be settled for our law. You had better be there and have your say.

Detroit, July 25—How about the Sale of Morphine, Cocaine and Narcotics in general?

Do you want to confine the sale of some or all of them to those ordered by physicians or do you think that the present plan of furnishing these powerful drugs indiscriminately is a good thing for our people?

Everybody in the State is asked to express themselves on the different sides of this question and this Association hopes that you will make your appearance in the enterprising city of Grand Rapids, Tuesday and Wednesday, August 9 and 10.

Information cheerfully furnished by the Secretary.

Local Secretary Kirchgessner is also trying his hand at increasing the attendance by the issuance of the following circular letter:

Grand Rapids, July 25—The above Association extends an earnest invitation and assures a welcome such as

you never had before to be present at Grand Rapids August 9 and 10.

Your business interests demand your presence at this meeting. Business of the most importance is to be transacted. The most important feature will be the discussion of the New Pharmacy Law.

Business and pleasure will be happily combined. The Hazeltine & Perkins Drug Co. invites you to a banquet at the Lakeside Club August 9 at 7 p. m.

Headquarters have been established at the Livingston Hotel, which has made the exceptionally low rate of \$2 per day to all members attending.

Try and Secure a New Member and bring your neighboring druggist with you.

Lest you forget, paste this subpoena in your hat.

Keeping Carbolic Acid.

Dr. Carl L. Fairbanks, of Oxford, Wis., says: "To keep carbolic acid from turning pink, or even to turn it white when it has turned pink: Heat gently until crystals are dissolved, then add the 5 per cent. of water. Then add 1 part of chemically pure glycerin to 9 parts of liquid acid. Keep in a cool dark place in amber bottles.

"I have a theory that concerns this: In adding sodium bicarbonate to salicylic acid for solution it is necessary to make the proportions carefully, as an excess of the sodium salt causes the solution to turn black more quickly. A perfect solution will not turn black in considerable time. This black is a reddish black. The origin of salicylic acid and carbolic acid being the same, I have wondered if there wasn't a gradual change in the salicylic acid and carbolic acid toward alkalinity. The slight excess of acid in glycerin might either stop that change or else neutralize the alkalinity as it appears."

The Drug Market.

Opium—Is firm, on account of higher prices in the primary market. Stock is very large and no immediate advance is expected.

Quinine—Is weak. At the bark sale next Thursday a very large amount will be offered for sale and, if quality is up to the average, prices may be lower.

Carbolic Acid—Is weak. A decline is looked for.

Quicksilver—Has declined.

Mercurials—On account of lower price for quicksilver hard have declined 3c and soft 2c.

Oil Anise—Is tending higher.

Oil Cloves—Is very firm.

Gum Camphor—Is in very firm position and an advance is looked for.

Fluid Extract Coffee For the Fountain.

An extract of coffee for fountain use can be made either by steeping finely-ground coffee in boiling water, or, better, by percolating with boiling water the finely-ground coffee packed tightly in a tin percolator. The exhaustion proceeds better if some glycerin is added to the boiling water, and the addition also renders more stable the coffee extract, which is rather prone to become sour. An extract may also be obtained by percolating fine ground coffee with diluted alcohol, but the extract obtained thus lacks the fine aromatic odor which is so much desired.

Cleanliness at the Soda Fountain.

In a recent and somewhat extended visit I took occasion to examine a number of soda fountains that were well located for a good business, and was surprised to see the almost universal lack of neatness and cleanliness in one or two very important features. Instead of having a nice, attractive tumbler - washer, using clean water all the time, and on top of the counter, where the customer could see it, in most every case the tumblers were washed in dirty water under the counter and the syrup drawn in the glass containing more or less of this dirty water, as not sufficient time was given for it all to run out. The tin "shakers," instead of being nickel-plated, bright and clean, both inside and out, were often rusty and dirty and contained more or less of the dirty water that they were carelessly washed in. In many places the syrup had dripped and collected dust, making a very objectionable display of the lack of neatness.

At most of the places the proprietors complained that the backward season was hurting business, and did not seem to realize the fact that most customers were very seriously opposed to the objectionable features above mentioned, and had evidently gone somewhere else where they could have a cleaner and better service, not only for soda water, but for prescriptions and other articles. The expense of a tumbler-washer is practically nominal compared to the great advantages that it has in attracting and holding business, and I am very much surprised that every soda fountain in the country does not have one or more of them prominently where the customer can see that everything is clean and neat, as it should be.

The above mentioned are the most important features, but there are others—dirty milk cans, jugs with dirty corks, dusty syrup bottles, etc., were generally noticed in the same places. It is strange that the people who sell soda fountains do not give more importance to these features and instruct their customers how to run the business successfully and make the most out of it. What can be expected from druggists who attend customers at the soda fountain and other places in their shirt sleeves, when a thin coat, if clean, would be much more appropriate and presentable.

Soda fountains that are doing a large and growing business make it a point to have plenty of ice and everything clean and nice and ready for business at a very early hour in the morning. This is an essential and important feature, as many people want a drink of mineral water before their breakfast, and others commence early with their favorite drinks on hot mornings. There is no surer way of ruining business and driving away customers than having these early callers arrive during the slopping and cleaning process. It is a great deal better to delay the opening of the store until everything is ready and have this early business

go somewhere else occasionally should there be an unpreventable delay of any kind.—Practical Druggist.

An Old Trick Revived.

Boston druggists are being victimized by sharpers, who tangle them up by offering a \$20 bill in payment for a small purchase. After receiving the change the partner in crime asks the druggist to wait on him in a hurry. The first customer then remembers that he has just the right change to pay for the article he purchases, and induces the druggist to return the \$20 bill. In the confusion he then disappears with the \$20 bill and the change that the druggist had originally given him.

**Alsatian
Roses**

Our latest production.
A perfume that has the
exact odor of the rose.
With each ounce of

**Alsatian
Roses**

we give free one copy
"Paul de Longpres"
Rose Art Plates

**The Jennings
Perfumery Co.**

**Grand Rapids,
Michigan**

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.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Exechthitos 4 25@4 50		Tinctures	
Aceticum, Ger.	70@ 75	Erigeron	1 00@1 10	Aconitum Nap's R	60
Boricum	17	Gaultheria	3 00@3 10	Aconitum Nap's F	50
Carbolicum	26@ 29	Geranium	50@ 75	Aloes	50
Citricum	38@ 40	Gossypii, Sem gal	1 40@1 50	Aloes & Myrrh	50
Hydrochlor	30@ 35	Juniper	1 40@1 20	Arnica	50
Nitrosum	80@ 10	Lavendula	90@2 75	Assafetida	50
Oxalicum	12@ 14	Limonis	90@1 10	Atrope Belladonna	50
Phosphoricum, dil.	15	Mentha Piper	4 35@4 50	Aurant Cortex	50
Salicylicum	42@ 45	Mentha Verid.	5 00@5 50	Benzoin Co	50
Sulphuricum	14@ 15	Morruhuac, gal.	1 50@2 50	Benzoin Co	50
Tannicum	1 10@1 20	Myrcia	4 00@4 50	Cantharides	50
Tartaricum	38@ 40	Olive	75@3 00	Capiscum	50
Ammonia		Picis Liquida	10@ 12	Cardamon	50
Aqua, 18 deg.	40@ 6	Picis Liquida gal.	90@ 35	Cardamon Co	50
Aqua, 20 deg.	60@ 8	Rosina	90@ 34	Castor	1 00
Carbonas	13@ 15	Rosmarini	90@ 34	Catechu	50
Chloridum	12@ 14	Rosae, oz	5 00@6 00	Cinchona	50
Aniline		Succini	40@ 45	Cinchona Co	50
Black	2 00@2 25	Sabina	90@1 00	Columba	50
Brown	30@1 00	Santal	2 75@7 00	Cubebae	50
Red	45@ 50	Sassafras	85@ 90	Cassia Acutifol	50
Yellow	2 50@3 00	Sinapis, ess, oz	65@ 65	Cassia Acutifol Co	50
Baccae		Tigil	1 50@1 60	Digitalis	50
Cubebae	20@ 25	Thyme	40@ 50	Ergot	50
Juniperus	50@ 6	Thyme, opt	90@ 80	Ferri Chloridum	35
Xanthoxylum	30@ 35	Theobromas	15@ 20	Gentian	50
Balsamum		Potassium		Gentian Co	50
Cubebae	12@ 15	Ri-Carb	15@ 18	Guaiac	50
Peru	15@ 15	Bichromate	13@ 15	Guaiac ammon	50
Terabin Canada	60@ 65	Bromide	40@ 45	Hyoscyamus	50
Tolutan	45@ 50	Carb	12@ 15	Iodine	75
Cortex		Chlorate po 17@19	16@ 18	Iodine, colorless	75
Abies, Canadian	18	Cyanide	34@ 34	Kino	50
Cassiae	12	Iodide	2 75@2 85	Lobelia	50
Cinchona Flava	18	Potassa, Bitart pr	30@ 32	Myrrh	50
Euonymus atro.	20	Potass Nitras opt	7@ 10	Nux Vomica	50
Myrica Cerifera	30	Potass Nitras	6@ 8	Opil	75
Prunus Virgin.	12	Prussiate	22@ 25	Opil, comphorated	50
Quillaja, gr'd.	14	Sulphate po	15@ 18	Opil, deodorized	1 50
Sassafras, po. 18	14	Radix		Quassia	50
Ulmus, 25, gr'd.	45	Aconitum	20@ 25	Rhatany	50
Extractum		Althae	30@ 35	Rhei	50
Glycyrrhiza Gla.	24@ 30	Anchusa	10@ 12	Sanguinaria	50
Glycyrrhiza, po.	28@ 30	Arum po	10@ 25	Serpentaria	50
Haematox	11@ 12	Calamus	20@ 40	Stromonium	60
Haematox, is.	13@ 14	Gentiana, po 15	12@ 15	Tolutan	60
Haematox, 1/8s.	14@ 15	Glycyrrhiza pv 15	16@ 18	Valerian	50
Haematox, 1/4s.	16@ 17	Hydrastis Cana.	90@ 150	Veratrum Veride.	50
Ferru		Hydrastis Can po	90@ 150	Zingiber	20
Carbonate Precip.	15	Hellebore, Alba.	12@ 15	Miscellaneous	
Citrate Soluble	2 25	Inula, po	18@ 22	Aether, Spts Nit 3	20@ 35
Citrate Soluble	75	Ipecac, po	3 75@2 80	Aether, Spts Nit 4	34@ 38
Ferrocyanidum S.	15	Iris plox	35@ 40	Alumen, gr'd po 7	30@ 4
Solut. Chloride	3	Jalapa, pr	25@ 30	Annatto	40@ 50
Sulphate, com'l.	1	Maranta, 1/4s	22@ 25	Antimoni, po	40@ 5
Sulphate, com'l, by	80	Podophyllum po.	22@ 25	Antimoni et Po T	40@ 50
bbl, per cwt.	7	Rhei	75@1 00	Antipyrin	25
Sulphate, pure	7	Rhei, cut	12@ 15	Antifebrin	20
Flora		Rhei, pv	75@1 35	Argent Nitras, os	10@ 12
Arnica	15@ 18	Spigella	35@ 38	Arsenicum	10@ 48
Anthemis	22@ 25	Sanguinari, po 21	65@ 70	Balm Gilead buds	45@ 50
Matricaria	30@ 35	Serpentaria	65@ 70	Bismuth S N	20@ 30
Folia		Senega	75@ 85	Calcium Chlor, is	9
Barosma	30@ 33	Smilax, off's H	6@ 25	Calcium Chlor, 1/4s	10
Cassia Acutifol.	20@ 25	Smilax, M	6@ 25	Calcium Chlor, 1/2s	12
Tinnevely	20@ 25	Scilla	10@ 12	Cantharides, Rus.	20
Cassia, Acutifol.	25@ 30	Symplocarpus	6@ 25	Cap'sci Fruc's af.	20
Salvia officinalis.	12@ 30	Valeriana Eng	15@ 20	Cap'sci Fruc's po.	22
1/4s and 1/8s.	8@ 10	Valeriana, Ger	14@ 14	Cap'l Fruc's B po.	15
Uva Ursi.	8@ 10	Zingiber a	14@ 14	Caryophyllus	25@ 28
Gummi		Zingiber j	16@ 20	Carmine, No 40.	23 00
Acacia, 1st pld.	45	Semen		Cera Alba	50@ 55
Acacia, 2d pld.	45	Anisum, po. 20	13@ 15	Cera Flava	40@ 42
Acacia, 3d pld.	45	Aptum (gravel's)	4@ 6	Crocus	1 35@1 45
Acacia, sifted sts.	45	Bird, is	10@ 11	Cassia Fructus	35
Acacia, po.	45@ 65	Carul	10@ 11	Centaria	10
Aloe, Barb.	12@ 14	Cardamon	70@ 90	Ceteceum	45
Aloe, Cape.	25	Coriandrum	8@ 10	Chloroform	55@ 60
Aloe, Socotri	30	Cannabis Sativa.	75@ 80	Chloro'm Squibbs	90@ 110
Ammoniac	55@ 60	Cydonium	75@ 80	Chloral Hyd Crst. 1	35@ 40
Assafetida	35@ 40	Cheopodium	25@ 30	Chondrus	20@ 25
Benzoinum	50@ 55	Dipterix Odorate	80@1 00	Cinchonidine P-W	38@ 48
Catechu, is.	13	Foeniculum	7@ 9	Cinchonide Germ	38@ 48
Catechu, 1/4s.	14	Foenugreek, po	4@ 6	Cocaine	4 05@4 25
Catechu, 1/8s.	16	Lini	3@ 6	Corks list d p ct.	75
Camphorae	75@ 80	Lini, gr'd	3@ 6	Creosotum	45
Euphorbium	40	Lobelia	75@ 80	Creta	75
Galbanum	100	Pharlaris Cana'n.	7 1/2@ 9	Creta, prep	5
Gamboge	1 25@1 35	Rapa	5@ 6	Creta, precip	9@ 11
Guaiacum	25@ 35	Sinapis Alba	7@ 9	Creta, Rubra	8
Kino	60	Sinapis Nigra	9@ 10	Crocus	1 75@1 80
Mastic	45	Spiritus		Cudbear	24
Myrrh	45	Frumentum W D.	2 00@2 50	Cupri Sulph	6@ 8
Opil	3 00@3 10	Frumentum	1 25@1 50	Dextrine	7@ 10
Shellac	60@ 65	Juniperis Co O T.	1 65@2 00	Ether Sulph	78@ 92
Shellac, bleached	65@ 70	Juniperis Co	1 75@2 50	Emery, all Nos.	6
Tragacanth	70@1 00	Saccharum N E	1 90@2 10	Emery, po	6
Herba		Spt Vini Galli	1 25@2 00	Ergota	85@ 90
Absinthium, oz pk	25	Vini Alba	1 25@2 00	Flake White	12@ 15
Eupatorium oz pk	25	Sponges		Galla	23
Lobelia	25	Florida sheeps wi	2 50@2 75	Gambler	8@ 9
Majorum	25	Nassau sheeps wi	2 50@2 75	Gelatn, Cooper	60
Mentha Pip oz pk	25	carriage	2 50@2 75	Gelatn, French	35@ 60
Mentha Vir oz pk	25	Velvet extra shps'	2 50@2 75	Glassware, fit box	75 & 5
Rue	25	wool, carriage	1 50	Less than box	70
Tanacetum V.	25	Extra yellow shps'	1 25	Glue, brown	11@ 13
Thymus V. oz pk	25	wool, carriage	1 25	Glue, white	15@ 25
Magnesia		Grass sheeps' wi.	1 00	Glycerina	17 1/2@ 25
Calcined, Pat.	55@ 60	carriage	1 00	Grana Paradisi	25
Carbonate, Pat.	18@ 20	Hard, slate use	1 00	Humulus	25@ 25
Carbonate K-M.	18@ 20	Yellow Reef, for	1 40	Hydrarg Ch Mt.	95
Carbonate	18@ 20	slate use	1 40	Hydrarg Ch Cor	90
Oleum		Syrups		Hydrarg Ox Ru'm	1 05
Absinthium	3 00@3 25	Acacia	50	Hydrarg Ammo'l.	1 15
Amygdalae, Dulc.	50@ 60	Aurant Cortex	50	Hydrarg Ungue'm	50@ 60
Amygdalae Ama.	3 00@3 25	Zingiber	50	Hydrargyrum	75
Anisi	1 75@1 85	Ipecac	50	Ichthyobolla, Am.	90@1 00
Aurant Cortex	2 20@2 40	Ferri Iod	50	Indigo	75@1 30
Bergamit	2 85@3 25	Rhei Arom	50	Iodide, Resubi	3 85@4 00
Caliputi	1 10@1 15	Smilax Om's	50@ 60	Iodoform	4 10@4 20
Caryophylli	1 50@1 60	Senega	50@ 60	Lupulin	50
Cedar	35@ 40	Scillae	50	Lycopodium	85@ 90
Chenopadi	1 10@1 20	Scillae Co	50	Macis	65@ 75
Cinnamonil	40@ 45	Tolutan	50	Liquor Arsen et	25
Citronella	30@ 35	Prunus virg	50	Liq Potass Arsnit	10@ 12
Conium Mac.	30@ 35			Magnesia Sulph.	2@ 3
Copaiba	1 15@1 25			Magnesia Sulph bbl	1 14
Cubebae	1 90@2 00				

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

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	Tobacco	5
	Twine	5
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W	Washing Powder	5
	Winking	5
	Woodenware	5
	Wrapping Paper	10
Y	Yeast Cake	20

1

AXLE GREASE

Aurora	55	gre
Castor Oil	55	6 00
Diamond	50	4 25
Frazer's	75	9 00
IXL Golden	75	9 00
BAKED BEANS		
Columbia Brand	90	
1 lb. can per doz.	1 40	
2 lb. can per doz.	1 80	
3 lb. can per doz.	1 80	
BATH BRICK		
American	75	1 80
English	85	
BROOMS		
No. 1 Carpet	2 75	
No. 2 Carpet	2 35	
No. 3 Carpet	2 15	
No. 4 Carpet	1 75	
Parlor Gem	2 40	
Common Whisk	85	
Fancy Whisk	1 20	
Warehouse	3 00	
BRUSHES		
Scrub	75	
Solid Back, 11 in.	85	
Pointed Ends	85	
Stove		
No. 3	75	
No. 2	1 10	
No. 1	1 75	
Shoe		
No. 8	1 90	
No. 7	1 70	
No. 4	1 70	
No. 3	1 90	
BUTTER COLOR		
W. R. & Co.'s, 15c size	1 25	
W. R. & Co.'s, 25c size	2 00	
CANDLES		
Electric Light, 16s	9 1/2	
Paraffine, 6s	10	
Paraffine, 12s	9 1/2	
Wicking	23	
CANNED GOODS		
Apples		
3 lb. Standards	80	
Gals. Standards	2 00 @ 2 25	
Blackberries		
Standards	85	
Beans		
Baked	80 @ 1 30	
Red Kidney	85 @ 95	
String	70 @ 1 15	
Wax	75 @ 1 25	
Blueberries		
Standard	1 40	
Brook Trout		
2 lb. cans, Spiced	1 90	
Clams		
Little Neck, 1 lb. 100 @ 1 25		
Little Neck, 2 lb.	1 50	
Clam Bouillon		
Burnham's, 1/2 pt.	1 92	
Burnham's, pts	3 60	
Burnham's, qts	7 20	
Cherries		
Red Standards	1 30 @ 1 50	
White	1 50	
Corn		
Fair	1 35	
Good	1 35	
Fancy	1 50	
French Peas		
Sur Extra Fine	22	
Extra Fine	19	
Fine	15	
Moyen	11	
Gooseberries		
Standard	90	
Hominy		
Standard	85	
Lobster		
Star, 1/2 lb.	2 15	
Star, 1 lb.	3 75	
Picnic Tails	2 60	
Mackerel		
Mustard, 2 lb.	1 80	
Soused, 1 lb.	1 80	
Soused, 2 lb.	2 80	
Tomato, 1 lb.	1 80	
Tomato, 2 lb.	2 80	
Mushrooms		
Hotels	18 @ 20	
Buttons	22 @ 25	
Oysters		
Cove, 1 lb.	@ 90	
Cove, 2 lb.	@ 1 70	
Cove, 1 lb. Oval	1 00	
Peaches		
Pie	1 10 @ 1 15	
Yellow	1 65 @ 2 00	
Pears		
Standard	@ 1 35	
Fancy	@ 2 00	
Peas		
Marrowfat	90 @ 1 00	
Early June	90 @ 1 60	
Early June Sifted	1 85	
Plums		
Plums	85	

2

Pineapple

Grated	1 35 @ 1 75
Sliced	1 35 @ 1 75
Pumpkin	
Fair	70
Good	80
Fancy	1 00
Gallon	2 25
Raspberries	
Standard	@ 90
Russian Caviar	
1/2 lb. cans	3 75
1 lb. cans	7 00
1 lb can	12 00
Salmon	
Col'a River, tails	@ 1 75
Col'a River, flats	1 85 @ 1 90
Red Alaska	@ 1 65
Pink Alaska	@ 95
Sardines	
Domestic, 1/4s	3 1/2 @ 3 1/2
Domestic, 1/2s	5
Domestic, Must'd	6 @ 9
California, 1/4s	11 @ 14
California, 1/2s	17 @ 24
French, 1/4s	7 @ 14
French, 1/2s	18 @ 25
Shrimps	
Standard	1 20 @ 1 40
Succotash	
Fair	1 50
Good	1 60
Fancy	1 60
Strawberries	
Standard	1 10
Fancy	1 40
Tomatoes	
Fair	85 @ 95
Good	1 15
Fancy	1 15 @ 1 50
Gallons	2 50 @ 3 00
CARBON OILS	
Perfection	@ 12 1/2
Water White	@ 12
D. S. Gasoline	@ 14
Deodor'd Nap'a	@ 12 1/2
Cylinder	29 @ 34
Engine	16 @ 22
Black, winter	9 @ 10 1/2
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
Peerless	@ 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	@ 10 1/2
Edam	@ 90
Leiden	@ 15
Limburger	@ 11
Pineapple	40 @ 10
Swiss, domestic	@ 15
Swiss, imported	@ 23
CHEWING GUM	
American Flag Spruce	55
Beeman's Pepsin	50
Black Jack	55
Largest Gum Made	55
Sen Sen	15
Sen Sen Breath Per'e	1 00
Sugar Loaf	55
Yucatan	55
CHICORY	
Bulk	5
Red	7
Eagle	13
Frank's	7
Schener's	6
CHOCOLATE	
Walter Baker & Co.'s	23
German Sweet	31
Premum	31
Vanilla	31
Caracas	35
Eagle	28
CLOTHES LINES	
Sisal	
60 ft, 3 thread, extra	1 00
72 ft, 3 thread, extra	1 40
90 ft, 3 thread, extra	1 70
60 ft, 6 thread, extra	1 29
72 ft, 6 thread, extra	1 60
Jute	
60 ft.	75
72 ft.	1 05
90 ft.	1 35
120 ft.	1 50
Cotton Victor	
60 ft.	1 10
72 ft.	1 35
90 ft.	1 60
Cotton Windsor	
60 ft.	1 30

3

60 ft.	1 44
70 ft.	1 80
90 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	33
Opps	42
Huyler	45
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 1/4s	40
Van Houten, 1s	72
Webb	31
Wilbur, 1/4s	41
Wilbur, 1/2s	42
COCOANUT	
Dunham's 1/4s	26
Dunham's 1/2s & 1/4s	26 1/2
Dunham's 1/4s	27
Dunham's 1/2s	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
Choice	13 1-3
Fancy	16 1-2
Peaberry	16 1-2
Maracalibo	
Fair	12 1/2
Choice	16 1/2
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
O. G.	25
P. G.	31
Mocha	
Arabian	21
Package	
New York Basis	
Arbuckle	11 75
Dilworth	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	1 15
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 Soda	6
Select	8
Saratoga Flakes	13
Oyster	
Round Oysters	6
Square Oysters	6
Faust	7 1/2
Argo	7
Extra Farina	7 1/2
Sweet Goods	
Animals	10
Assorted Cake	10
Bagley Gems	8
Belle Rose	8
Bent's Water	16
Butter Thin	13
Chocolate Drops	16
Coco Bar	10
Cococanut Taffy	12
Cinnamon Bar	9
Coffee Cake, N. B. C.	10
Coffee Cake, Iced	10
Cococanut Macaroons	12
Cracknels	12
Currant Fruit	10
Chocolate Dainty	16
Cartwheels	9
Dixie Cookie	8
Fluted Cococanut	10
Frosted Creams	8
Ginger Gems	8
Ginger Snaps, N. B. C.	7
Grandma Sandwich	10
Graham Crackers	8
Honey Fingers, Iced	12
Honey Jumbles	12
Iced Happy Family	11
Iced Honey Crummet	10
Imperial	8
Indiana Belle	15
Jersey Lunch	12
Lady Fingers	12
Lady Fingers, hand md	35

4

Lemon Biscuit Square	8
Lemon Wafer	12
Lemon Snaps	12
Lemon Gems	10
Lem Yen	10
Marshmallow	10
Marshmallow Cream	16
Marshmallow Walnut	16
Mary Ann	10
Malaga	3
Mich Coco F's'd honey	12
Milk Biscuit	8
Mich Frosted Honey	12
Mixed Picnic	11 1/2
Molasses Cakes, Scl'd	8
Moss Jelly Bar	12
Muskegon Branch, Iced	10
Newton	12
Oatmeal Crackers	12
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	8
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 25lb. boxes	@ 3 1/2
90-100 25 lb. bxs.	@ 4 1/2
80-90 25 lb. bxs.	@ 5 1/2
70-80 25 lb. bxs.	@ 6 1/2
60-70 25lb. boxes	@ 6
50-60 25 lb. bxs.	@ 6 1/2
40-50 25 lb. bxs.	@ 7 1/2
30-40 25 lb. bxs.	@ 8
1/4 c less in box cases	
Citron	
Coriscan	@ 14 1/2
Currants	
Imp'd 1 lb. pkgs.	@ 7 1/2
Imported bulk	6 1/2 @ 7
Peel	
Lemon American	12
Orange American	12
Raisins	
London Layers 3 cr	1 90
London Layers 3 cr	1 95
Cluster	2 80
Loose Muscatesl, 2 cr.	5 1/2
Loose Muscatesl, 3 cr.	6
Loose Muscatesl, 4 cr.	6 1/2
L. M. Seeded, 1 lb.	7 1/4 @ 7 1/2
L. M. Seeded, 3/4 lb.	5 1/2 @ 6
Sultanas, bulk	8
Sultanas, package	8 1/2
FARINACEOUS GOODS	
Beans	
Dried Lima	2 50
Med. Hd. Pk'd.	2 00 @ 2 1/2
Brown Holland	2 50
Farina	
24 1 lb. pkgs.	1 50
Bulk, per lbs.	2 50
Hominy	
Flake, 50 lb. sack	1 00
Pearl, 200 lb. sack	4 00
Pearl, 100 lb. sack	2 00
Maccaroni and Vermicelli	2 00
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley	
Common	2 50
Chester	2 60
Empire	3 50
Peas	
Green, Wisconsin, bu. 1	35
Green, Scotch, bu.	1 40
Split, lb.	4
Rolled Oats	
Rolled Avenna, bbl.	5 25
Steel Cut, 100lb. sacks	2 70
Monarch, bbl.	5 00
Monarch, 10 lb. sacks	2 40
Quaker, cases	3 10
Sago	
East India	3 1/2
German, sacks	3 1/2
German, broken pkg	4
Tapoca	
Flake, 110lb. sacks	4 1/2
Pearl, 130lb. sacks	3 1/2
Pearl, 24 lb. pkgs.	6
Wheat	
Cracked, bulk	2 3/4
24 2 lb. packages	2 60
FISHING TACKLE	
1/2 to 1 in	6
1 1/2 to 2 in	7
2 to 3 in	8
1 1/2 to 2 in	11
2 in	12
3 in	18
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	7
No. 4, 15 feet	7
No. 5, 15 feet	10
No. 6, 15 feet	11
No. 7, 15 feet	12
No. 8, 15 feet	12
No. 9, 15 feet	12

6	7	8	9	10	11
MOLASSES New Orleans Fancy Open Kettle . . . 40 Choice . . . 35 Fair . . . 26 Good . . . 22 Half barrels 2c extra MINCE MEAT Columbia, per case . . . 2 75 MUSTARD Horse Radish, 1 dz . . . 1 75 Horse Radish, 2 dz . . . 3 50 Bayle's Celery, 1 dz . . . OLIVES Bulk, 1 gal. kegs . . . 1 00 Bulk, 3 gal. kegs . . . 95 Bulk, 5 gal. kegs . . . 90 Manzanilla, 7 oz . . . 80 Queen, pints . . . 2 25 Queen, 19 oz . . . 4 50 Queen, 28 oz . . . 7 00 Stuffed, 5 oz . . . 90 Stuffed, 8 oz . . . 1 45 Stuffed, 10 oz . . . 2 30 PIPES Clay, No. 216 . . . 1 70 Clay, T. D., full count . . . 85 Cob, "o. 3" . . . 85 PICKLES Medium Barrels, 1,200 count . . . 7 75 Half bbls, 600 count . . . 4 50 Small Half bbls, 1,200 count . . . 5 50 Barrels, 2,400 count . . . 9 50 PLAYING CARDS No. 90, Steamboat . . . 85 No. 15, Rival, assorted . . . 20 No. 20, Rover enameled . . . 60 No. 572, Special . . . 1 75 No. 98, Golf, satin finish . . . 2 00 No. 808, Bicycle . . . 2 00 No. 632, Tourm't whist . . . 25 POTASH 48 cans in case . . . 4 00 Penna Salt Co.'s . . . 3 00 PROVISIONS Barreled Pork Mess . . . 14 00 Back fat . . . 14 50 Fat Back . . . 14 50 Short Cut . . . 13 50 Pig . . . 18 00 Bean . . . 12 50 Brisket . . . 15 75 Clear Family . . . 13 00 Dry Salt Meats Bellies . . . 9 1/2 S P Bellies . . . 10 1/2 Extra Shorts . . . 9 Smoked Meats Hams, 12 lb. average . . . 12 Hams, 14 lb. average . . . 12 Hams, 16 lb. average . . . 12 Hams, 20 lb. average . . . 11 1/2 Skinned Hams . . . 13 Ham, dried beef sets . . . 14 Shoulders, (N. Y. cut) . . . 14 Bacon, clear . . . 11 1/2 @ 12 1/2 California Hams . . . 9 1/2 Boiled Hams . . . 19 Picnic Boiled Ham . . . 14 Berlin Ham pr's'd . . . 9 1/2 Mince Ham . . . 10 Lard Compound . . . 6 1/2 Pure . . . 8 60 lb. tubs, advance . . . 1/2 80 lb. tubs, advance . . . 1/2 50 lb. tubs, advance . . . 1/2 20 lb. tubs, advance . . . 1/2 5 lb. tubs, advance . . . 1/2 3 lb. tubs, advance . . . 1/2 Sausages Bologna . . . 6 Liver . . . 6 1/2 Frankfort . . . 8 Pork . . . 8 1/2 Veal . . . 8 Tongue . . . 9 1/2 Headcheese . . . 9 1/2 Beef Extra Mess . . . 10 50 Boneless . . . 10 50 Rump, new . . . 10 50 Pig's Feet 1/4 bbls, 40 lbs . . . 1 10 1/2 bbls, 40 lbs . . . 1 35 1/4 bbls, 80 lbs . . . 1 75 Tripe Kits, 15 lbs . . . 70 1/4 bbls, 40 lbs . . . 1 25 1/2 bbls, 80 lbs . . . 2 60 Casings Hogs, per lb. . . 26 Beef rounds, set . . . 25 Beef middles, set . . . 45 Sheep, per bundle . . . 70 Uncolored Butterine Solid, dairy . . . 9 1/2 @ 10 Rolls, dairy . . . 10 1/2 @ 11 1/2 Canned Meats Corned beef, 2 . . . 2 50 Corned beef, 14 . . . 17 50 Roast beef, 20 . . . 2 50 Potted ham, 1/4 . . . 45 Potted ham, 1/2 . . . 45 Deviled ham, 1/4 . . . 45 Deviled ham, 1/2 . . . 45 Potted tongue, 1/4 . . . 45 Potted tongue, 1/2 . . . 45 RICE Domestic Carolina head, fancy . . . 5 @ 6 Carolina No. 1 . . . 5 @ 6 Carolina No. 2 . . . 5 @ 6 Broken . . . 5 @ 6 Japan No. 1 . . . 4 1/2 @ 5 Japan No. 2 . . . 3 1/2 @ 4 Java, fancy head . . . 5 1/2 @ 6 Java, No. 1 . . . 5 1/2 @ 6	SALAD DRESSING Columbia, 1/2 pint . . . 2 40 Columbia, 1 pint . . . 4 25 Lurkee's, large, 1 doz . . . 4 50 Durkee's small, 2 doz . . . 5 25 Snider's, large, 1 doz . . . 2 35 Snider's, small, 2 doz . . . 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer . . . 15 Deland's . . . 3 00 Dwight's Cow . . . 15 Emblem . . . 2 10 L. P. . . . 3 00 Wyandotte, 100 1/4s . . . 3 00 SAL SODA Granulated, bbls . . . 85 Granulated, 100lb cases . . . 00 Lump, bbls . . . 95 Lump, 145lb. kegs . . . 95 SALT Diamond Crystal Table Cases, 24 3lb. boxes . . . 1 40 Barrels, 100 3lb. bags . . . 3 00 Barrels, 50 6lb. bags . . . 3 00 Barrels, 40 7lb. bags . . . 2 75 Butter Barrels, 320 lb. bulk . . . 2 65 Barrels, 20 14lb. bags . . . 2 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. Common Grades 100 3lb. sacks . . . 1 90 60 5lb. sacks . . . 1 80 28 10lb. sacks . . . 1 70 56 lb. sacks . . . 30 28 lb. sacks . . . 15 Warsaw 56 lb. dairy in drill bags . . . 40 28 lb. dairy in drill bags . . . 20 Solar Rock 56 lb. sacks . . . 22 Common Granulated, fine . . . 80 Medium Fine . . . 90 SALT FISH Cod Large Whole . . . @ 6 1/2 Small Whole . . . @ 6 Strips or bricks . . . 7 1/2 @ 10 Pollock . . . @ 3 1/2 Halibut Strips . . . 14 1/2 Chunks . . . 15 Herring Holland White Hoop, barrels . . . 8 25 White hoops, 1/4 bbl . . . 4 50 White hoops keg . . . 60 @ 65 White hoops mchs . . . 75 Norwegian Round, 100 lbs . . . 3 60 Round, 50 lbs . . . 2 10 Scaled . . . 18 Trout No. 1, 100 lbs . . . 6 50 No. 1, 40 lbs . . . 2 75 No. 1, 10 lbs . . . 80 No. 1, 8 lbs . . . 68 Mackerel Mess, 100 lbs . . . 13 50 Mess, 50 lbs . . . 7 25 Mess, 10 lbs . . . 1 65 Mess, 8 lbs . . . 1 40 No. 1, 100 lbs . . . 12 00 No. 1, 50 lbs . . . 6 50 No. 1, 10 lbs . . . 1 55 No. 1, 8 lbs . . . 1 30 Whitefish No. 1 No. 2 Fam 100 lbs . . . 8 50 3 50 50 lbs . . . 4 50 2 10 10 lbs . . . 1 00 52 8 lbs . . . 82 44 SEEDS Anise . . . 15 Canary, Smyrna . . . 6 Caraway . . . 1 00 Cardamon, Malabar . . . 10 Celery . . . 10 Hemp, Russian . . . 4 Mixed Bird . . . 4 Mustard, white . . . 8 Poppy . . . 8 Rape . . . 4 1/2 Cuttle Bone . . . 25 SHOE BLACKING Handy Box, large, 3 dz . . . 2 50 Handy Box, small . . . 1 25 Bixby's Royal Polish . . . 85 Miller's Crown Polish . . . 85 SNUFF Scotch, in bladders . . . 37 Macaboy, in jars . . . 45 French Rapple, in jars . . . 45	SOAP Central City Soap Co's brand. Jaxon . . . 2 85 Jaxon, 5 box, del. . . 2 80 Jaxon, 10 box, del. . . 2 75 Johnson Soap Co. brands Silver King . . . 3 65 Calumet Family . . . 2 75 Scotch Family . . . 2 35 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 . . . 3 10 Satinet, oval . . . 2 35 White Cloud . . . 4 00 Lantz Bros. & Co. brands Big Acme . . . 4 00 Acme, 100-1/4 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, 5 oz . . . 4 00 Ivory, 10 oz . . . 6 75 Star . . . 3 10 A. B. Whisley brands Good Cheer . . . 4 00 Old Country . . . 3 40 Scouring Enoch Morgan's Sons. Sapolio, gross lots . . . 9 00 Sapolio, half gross lots . . . 4 50 Sapolio, single boxes . . . 2 25 Sapolio, hand . . . 2 25 SODA Boxes . . . 5 1/2 Kegs, English . . . 4 1/2 SOUPS Columbia . . . 3 80 Red Letter . . . 90 SPICES Whole Spices Allspice . . . 12 Cassia, China in mats . . . 12 Cassia, Batavia, bund. . . 12 Cassia, Saigon, broken . . . 40 Cassia, Saigon, in rolls . . . 55 Cloves, Amoyana . . . 23 Cloves, Zanzibar . . . 20 Mace . . . 55 Nutmegs, 75-80 . . . 45 Nutmegs, 105-10 . . . 30 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 . . . 45 Cloves, Zanzibar . . . 28 Ginger, African . . . 15 Ginger, Cochon . . . 28 Ginger, Jamaica . . . 25 Mace . . . 65 Mustard . . . 18 Pepper, Singapore, blk. . . 17 Pepper, Singp. white . . . 28 Pepper, Cayenne . . . 20 Sage . . . 20 STARCH Common Gloss 1lb. packages . . . 4 @ 5 3lb. packages . . . 4 1/2 6lb. packages . . . 5 1/2 40 and 50 lb. boxes . . . 3 @ 3 1/2 Barrels . . . @ 3 Common Corn 20 lb. packages . . . 5 40 lb. packages . . . 4 @ 7 SYRUPS Corn Barrels . . . 23 Half barrels . . . 25 20b cans 1/2 dz in case . . . 1 60 10lb cans 1/2 dz in case . . . 1 60 5lb. cans, 1 dz in case . . . 1 85 2 1/2 lb cans 2 dz in case . . . 1 85 Pure Cane Fair . . . 16 Good . . . 20 Choice . . . 25 TEA Japan 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 Gunpowder Moyune, medium . . . 30 Moyune, choice . . . 32 Moyune, fancy . . . 40 Pingsuey, medium . . . 30 Pingsuey, choice . . . 30 Pingsuey, fancy . . . 40 Young Hyson Choice . . . 30 Fancy . . . 36 Oolong Formosa, fancy . . . 42 Amoy, medium . . . 25 Amoy, choice . . . 32	English Breakfast Medium . . . 20 Choice . . . 30 Fancy . . . 40 India Ceylon, choice . . . 32 Pever . . . 48 TOBACCO Fine Cut Cadillac . . . 54 Sweet Loma . . . 32 Hiawatha, 5lb. pails . . . 56 Hiawatha, 10lb. pails . . . 54 Telegram . . . 29 Pay Car . . . 31 Prairie Rose . . . 49 Protection . . . 40 Sweet Burley . . . 42 Tiger . . . 40 Plug Red Cross . . . 31 Palo . . . 32 Kyo . . . 35 Hiawatha . . . 41 Battle Ax . . . 47 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 . . . 34 Toddy . . . 34 J. T. . . . 37 Piper Heidsieck . . . 66 Boot Jack . . . 80 Honey Dip Twist . . . 40 Black Standard . . . 38 Cadillac . . . 38 Forge . . . 30 Nickel Twist . . . 50 Smoking Sweet Core . . . 34 Flat Car . . . 32 Great Navy . . . 34 Warpath . . . 34 Bamboo, 16 oz . . . 25 I X L, 5 m . . . 27 I X L, 16 oz, pails . . . 31 Honey Dew . . . 40 Gold Block . . . 40 Flagman . . . 40 Chips . . . 33 Kiln Dried . . . 21 Buke's Mixture . . . 39 Duke's Cameo . . . 43 Myrtle Navy . . . 44 Yum Yum, 1 2-3 oz . . . 39 Yum Yum, 1lb. pails . . . 40 Cream . . . 38 Corn Cake, 2 1/2 oz . . . 24 Corn Cake, 1lb . . . 39 Plow Boy, 1 2-3 oz . . . 39 Plow Boy, 3 1/2 oz . . . 39 Peerless, 3 1/2 oz . . . 35 Peerless, 1 2-3 oz . . . 38 Air Brake . . . 36 Cant Hook . . . 30 Country Club . . . 32-34 Forex-XXXX . . . 28 Good Indian . . . 28 Self Binder . . . 20-22 Silver Foam . . . 34 TWINE Cotton, 3 ply . . . 25 Cotton, 4 ply . . . 25 Jute, 3 ply . . . 14 Hemp, 6 ply . . . 13 Flax, medium . . . 20 Wool, 1lb. balls . . . 6 1/2 VINEGAR Malt White Wine, 40 gr . . . 8 Malt White Wine, 80 gr . . . 11 Pure Cider, 2 & B . . . 11 Pure Cider, Red Star . . . 11 Pure Cider, Robinson . . . 10 Pure Cider, Silver . . . 10 WASHING POWDER Diamond Flake . . . 2 75 Gold Brick . . . 3 25 Gold Dust, 2 large . . . 50 Gold Dust, 100-5c . . . 40 Kirkoline, 24 4lb . . . 30 Pearline . . . 3 75 Soapine . . . 4 10 Babbitt's 1776 . . . 3 75 Roseine . . . 3 50 Armours . . . 3 70 Nine O'clock . . . 3 35 Wisdom . . . 3 80 Scourine . . . 3 50 Rub-No-More . . . 3 75 WICKING No. 0 per gross . . . 30 No. 1 per gross . . . 40 No. 2 per gross . . . 50 No. 3 per gross . . . 75 WOODENWARE Baskets Bushels . . . 1 00 Bushels, wide band . . . 1 25 Market . . . 4 50 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, 8 in case . . . 60 Butter Plates No. 1 Oval, 250 in crate . . . 40 No. 2 Oval, 250 in crate . . . 45 No. 3 Oval, 250 in crate . . . 50 No. 5 Oval, 250 in crate . . . 60	Churns Barrel, 5 gal., each . . . 2 40 Barrel, 10 gal., each . . . 2 55 Barrel, 15 gal., each . . . 2 70 Clothes Pins Round head, 5 gross bx . . . 55 Round head, cartons . . . 75 Egg Crates Humpty Dumpty . . . 2 40 No. 1, complete . . . 32 No. 2, complete . . . 18 Faucets Cork lined, 8 in . . . 65 Cork lined, 9 in . . . 75 Cork lined, 10 in . . . 85 Cedar, 8 in . . . 55 Mop Sticks Trojan spring . . . 90 Eclipse patent spring . . . 85 No. 1 common . . . 75 No. 2 pat. brush holder . . . 85 12lb. cotton mop heads . . . 25 Ideal No. 7 . . . 90 Pails 2-hoop Standard . . . 1 60 3-hoop Standard . . . 1 75 2-wire, Cable . . . 1 70 3-wire, Cable . . . 1 90 Cedar, all red, brass . . . 1 25 Paper, Eureka . . . 2 25 Fibre . . . 2 70 Toothpicks Hardwood . . . 2 50 Softwood . . . 2 75 Banquet . . . 1 50 Ideal . . . 1 50 Traps Mouse, wood, 2 holes . . . 22 Mouse, wood, 4 holes . . . 45 Mouse, wood, 6 holes . . . 70 Mouse, tin, 5 holes . . . 65 Rat, wood . . . 80 Rat, spring . . . 75 Tubs 20-in. Standard, No. 1 . . . 7 00 18-in. Standard, No. 2 . . . 6 00 16-in. Standard, No. 3 . . . 5 00 20-in. Cable, No. 1 . . . 7 50 18-in. Cable, No. 2 . . . 6 50 16-in. Cable, No. 3 . . . 5 50 No. 1 Fibre . . . 10 80 No. 2 Fibre . . . 9 45 No. 3 Fibre . . . 8 55 Wash Boards Bronze Globe . . . 2 50 Dewey . . . 1 75 Double Acme . . . 2 75 Single Acme . . . 2 25 Double Peerless . . . 2 50 Single Peerless . . . 2 50 Northern Queen . . . 2 50 Double Duplex . . . 3 00 Good Luck . . . 2 75 Universal . . . 2 25 Window Cleaners 12 in. . . . 1 65 14 in. . . . 1 85 16 in. . . . 2 30 Wood Bowls 11 in. Butter . . . 75 13 in. Butter . . . 1 15 15 in. Butter . . . 2 00 17 in. Butter . . . 3 25 19 in. Butter . . . 4 75 Assorted 12-15-17 . . . 2 25 Assorted 15-17-19 . . . 3 25 WRAPPING PAPER Common Straw . . . 1 1/2 Fibre Manila, white . . . 2 1/2 Fibre Manila, colored . . . 2 1/2 No. 1 Manila . . . 4 Cream Manila . . . 3 Butcher's Manila . . . 2 1/2 Wax Butter, short c't . . . 13 Wax Butter, full count . . . 20 Wax Butter, rolls . . . 15 YEAST CAKE Magic, 3 doz . . . 1 15 Sunlight, 3 doz . . . 1 00 Sunlight, 1 1/2 doz . . . 50 Yeast Foam, 3 doz . . . 1 15 Yeast Cream, 3 doz . . . 1 00 Yeast Foam, 1 1/2 doz . . . 58 FRESH FISH Jumbo Whitefish . . . 11 @ 12 No. 1 Whitefish . . . 9 White fish . . . 10 @ 12 Trout . . . 7 @ 8 Black Bass . . . Halibut . . . 10 @ 11 Ciscoes 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 . . . @ 7 Smoked White . . . @ 12 1/2 Red Snapper . . . @ Col. River Salmon . . . 15 @ 16 Mackerel . . . 14 @ 15 OYSTERS Cans F. H. Counts . . . Per can 40 HIDES AND PELTS 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 . . . 11 Calfskins, cured No. 1 . . . 12 Calfskins, cured No. 2 . . . 10 1/2 Steer Hides, 60lbs over . . . 10 Pelts Old Wool . . . 15 @ 1 50 Lamb . . . 10 @ 1 40 Snearlings . . . 10 @ 1 40 Tallow No. 1 . . . @ 4 1/2 No. 2 . . . @ 3 1/2 Wool Washed, fine . . . @ 22 Washed, medium . . . @ 25 Unwashed, fine . . . 14 @ 20 Unwashed, med. . . 21 @ 23 CONFECTIONS 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. . . 9 Unwashed Cream . . . 10 Olde Time Sugar stick 30 lb. case . . . 12 Mixed Candy 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 . . . 9 1/2 Bon Ton Cream . . . 9 1/2 French Cream . . . 9 Star . . . 11 Hand made Cream . . . 14 1/2 Premie Cream mixed . . . 12 1/2 Fancy-In Pails O F Horehound Drop . . . 10 Gypsy Hearts . . . 14 Coco Bon Bons . . . 12 Fudge Squares . . . 12 Peanut Squares . . . 11 Sugared Peanuts . . . 11 Salted 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 . . . 8 Moss Drops . . . 9 Lemon Sours . . . 9 Imperials . . . 9 Ital. Cream Opera . . . 12 Ital. Cream Bon Bons . . . 12 20 lb. pails . . . 12 Molasses Chews, 15lb. cases . . . 12 Golden Waffles . . . 12 Fancy-In 5lb. Boxes Lemon Sours . . . 50 Peppermint Drops . . . 50 Chocolate Drops . . . 60 H. M. Choc. Drops . . . 85 H. M. Choc. Lt. and Dark No. 12 . . . 1 00 Brilliant Gums, Cryst. . . 50 O. F. Licorice Drops . . . 80 Lozenges, plain . . . 55 Lozenges, printed . . . 60 Imperials . . . 55 Mottos . . . 60 Cream Bar . . . 55 Molasses Bar . . . 55 Hand Made Crms. 50 @ 90 Cream Buttons, Pep. and Wintergreen . . . 65 Spring Rock . . . 60 Wintergreen Berries . . . 55 Old Time Assorted, 25 lb. case . . . 2 50 Buster Brown Goodies . . . 50 30lb. case . . . 3 25 Up-to-Date Assmt, 32 lb. case . . . 3 50 Pop Corn Dandy Smack, 24s . . . 65 Dandy Smack, 100s . . . 2 75 Pop Corn Fritters, 100s . . . 50 Pop Corn Toast, 100s . . . 50 Cracker Jack . . . 3 00 Pop Corn Balls . . . 1 30 NUTS 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 Table Nuts, fancy . . . 13 Pecans, Med. . . 10 Pecans, Ex. Large . . . 10 Pecans, Jumbos . . . 11 Hickory Nuts per bu. Ohio new . . . 4 75 Chestnuts, per bu. . . 4 Shelled Spanish Peanuts, 7 1/2 @ 8 Pecan Halves . . . 38 Walnut Halves . . . 33 Filbert Meats . . . 25 Alicante Almonds . . . 34 Jordan Almonds . . . 47 Peanuts Fancy, H. P. Suns. 6 1/2 @ 7 Fancy, H. P., Suns. Roasted . . . 7 1/2 @ 8 Choice, H. P. Juba . . . 8 1/2 Choice, H. P. J. Jumb. Roasted . . . 9 @ 9 1/2	

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER
Jaxon Brand

1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 35
1 lb. cans, 2 doz. case 60

Royal



10c size. 90
1/4 lb cans 135
6 oz cans 190
1/2 lb cans 250
3/4 lb cans 375
1 lb cans 430
3 lb cans 13 90
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 ro'd, 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

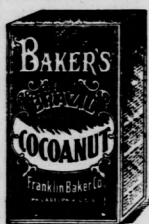
CIGARS



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 1/4 lb pkg. per case. 2 60
35 1/2 lb pkg. per case. 2 60
38 1/4 lb pkg. per case. 2 60
16 1/2 lb pkg. per case. 2 60

FRESH MEATS

Beef

Carcass 5 @ 9
Forequarters. 5 1/2 @ 6 1/2
Hindquarters. 8 1/2 @ 10
Loins. 12 @ 16
Ribs. 8 1/2 @ 13
Round. 7 1/2 @ 8 1/2
Chucks. 7 @ 6
Plates. 4 @ 4

Pork

Dressed @ 7
Loins. @ 12
Boston Butts @ 10
Shoulders @ 9 1/2
Leaf Lard @ 7

Mutton

Carcass. 6 @ 7
Lamb. 9 1/2 @ 10 1/2

Veal

Carcass. 5 @ 7 1/2



CORN SYRUP

24 10c cans 1 54
12 25c cans 2 30
6 50c cans 2 30

COFFEE

Roasted

Dwinell-Wright Co.'s Bds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java and Mocha.
Java and Mocha Blend.
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
inaw; Miesel & 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. 34
25 lb. cloth sacks. 1.65
50 lb. cloth sacks. 3.15
100 lb. cloth sacks. 6.00
Peck measure90
1/2 bu. measure. 1.80
12 1/2 lb. sack Cal meal. 39
25 lb. sack Cal meal. 75
F. O. B. 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

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis



Get our prices and try
our work when you need

Rubber and
Steel Stamps.
Seals, Etc.

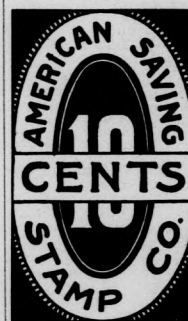
Send for Catalogue and see what
we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich

This Stamp



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for

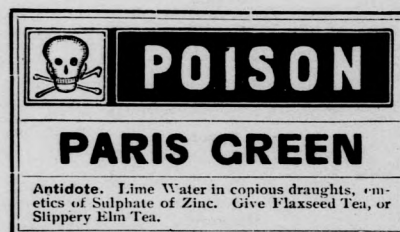
Integrity
Reliability
Responsibility

Redeemable
everywhere

American
Saving Stamp Co.

90 Wabash Ave., Chicago, Ill.

Paris Green Labels



The Paris Green season is at hand and those dealers
who break bulk must label their packages according to
law. We are prepared to furnish labels which meet the
requirements of the law, as follows:

100 labels, 25 cents
200 labels, 40 cents
500 labels, 75 cents
1000 labels, \$1.00

Labels sent postage prepaid where cash accompanies
order. Orders can be sent through any jobbing house
at the Grand Rapids market.

Tradesman Company, Grand Rapids

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—A successful "Blue Grass Grocery" in one of the best towns in Central Kentucky. Has been under the same management for 30 years. Stock and fixtures at wholesale price day of inventory. No charge for good will, a valuable asset. Can make invoice \$3,500 to \$4,000. Annual business \$40,000. Store 22x100, three floors and basement; rent \$60 per month. Proprietors going into the jobbing business. If you mean business write J. M. Kelly, Broker, Lexington, Ky. 704

50c on the dollar. Good Racket Store stock of \$5,000 at Crawfordville, Indiana. Good town; low rent; good location; or will sell half interest to good hustler. No trades considered. Address W. A. Wilson, Bedford, Ind. 705

For Sale—Restaurant, bakery and confectionery store, all combined, in small town of three or four thousand inhabitants. Will inventory or lump it off. Address R. C. McCluer, Alma, Mich. 706

For Sale—National cash register, 36 keys, type printer, everything added as you work the machine; not quite a year old; also ice cream freezer, three horsepower engine, electric spark, ice cream packer, ice crusher and puller, Middleby oven in good condition, cheap; two candy furnaces, one gas and one coal; two slabs, kettle, paddles, dripping pans, scales, hook, other smaller articles, thermometer for one; safe, writing desk and chair. Address C. R. McCluer, Alma, Mich. 707

If you wish to change your business location, buy or sell, write Langford Exchange, Elyar, Ill. 708

Wanted—Small merchandise stocks; name discounts, competition, etc. Box 27, Elyar, Ill. 709

Wanted—Immediately—\$1,500 modern stock general merchandise; spot cash; 75 per cent for right thing. Give particulars, descriptions and reasons. No others answered. Be quick. Box 85, Romulus, Mich. 710

For Sale—Corner drug store, best location, Benton Harbor, Michigan. Owner has other interests requiring personal attention elsewhere. Full investigation invited. Address S. A. Bailey, Benton Harbor, Mich. 712

For Sale—Confectionery and ice cream business; first class place; only fountain in city about 2,000 inhabitants; also my residence. Address J. H. Wall, Paw Paw, Mich. 713

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 810 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. Wage on can be run in connection with store to advantage. Will sell for cash only. Address No. 687, care Michigan Tradesman. 687

Must sell—fasting 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

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

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

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. 697

Bakery and confectionery for sale, doing good business; sickness reason; will sell cheap if taken at once. J. C. Ekeke, 124 Territorial St., Benton Harbor, Mich. 701

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. A. L. Yost & Co., 577 West Forest Ave., Detroit, Mich. 2

A Golden Opportunity—Party desires to retire from business. Will sell stock and building or stock, consisting of clothing, boots and shoes, and rent building. Only cash buyers need apply. Write or call and see. T. J. Bossert, Lander, Wyoming. 529

For Sale—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

For Sale—Bargains in dirt—five farms, 160, 300, 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 23 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

For Sale—Old-established retail millinery business at 27 Canal street, one block from Hotel Panfind. Best of reasons for selling. Address C. Jacobs & Co., Grand Rapids, Mich. 651

Farms and city property to exchange for mercantile stocks. We have tenants for stores in good towns. Clark's Business Exchange, Grand Rapids, Mich. 626

For Sale—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—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

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—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 \$550. Address B-B Manufacturing Co., 50 Masonic Temple, Davenport, Iowa. 537

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. 569

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

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

POSITIONS WANTED.

Wanted—Position as clothing salesman by young man 24 years old. Five years' experience; also several years' as shoe salesman. Can speak German. Best references. Address No. 715, care Michigan Tradesman. 715

Wanted—A position by an experienced clothing and shoe man as clerk or manager. Address J. A. Vandervest, Thompsonville, Mich. 555

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

HELP WANTED.

Wanted—Young man with at least one year's experience in drug store. Must have recommendation. Address J. E. Paulson, Bloomington, Mich. 716

Salesman Wanted—To carry quick selling novelty as side line; liberal commission. Davis Novelty Manufacturing Co., Battle Creek, Mich. 714

Wanted—Salesmen with established trade to handle Keystone hats, caps and straw goods. Sullivan & Dunn, 39 and 41 East 12th St., New York. 703

Wanted—Salesmen to carry our brooms as side line. Good goods at low prices. Liberal commission. Central Broom Co., Jefferson City, Mo. 662

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 Wash. ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

MISCELLANEOUS.

Buyers, Attention—I am making a specialty of hand-painted pillow tops in all colors, with lining to match, on any color of satin and in twenty-four different designs of flowers and fruits. You can wash them. I am selling them to art, to novelty and to department stores and can fill an order of any size that you may send me in a few days. Send me 50 cents and I will send you one of my beautiful sofa cushions, with lining to match, prepaid, and will return your money if not satisfied. They are sold in stores for \$1 each, and you will net 100 per cent, or better. When writing name quantity you can use and I will give you the lowest prices possible. H. A. Gripp, German Artist, Tyrore, Pa. 711

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 10 feet long and 42 inches high; good condition and cheap for cash. Address No. 695, care Michigan Tradesman. 695

To Exchange—80 acre farm 3 1/4 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house, good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto Mich. 711

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

INVOICE RECORD OR BILL BOOK

So double pages, registers 2,580 invoices.....\$2 00

Tradesman Company

Grand Rapids, Mich.

The Hardware Market.

The market for wire nails is unsettled and prices are irregular, as stocks at the mills are large and the demand is light. The policy of manufacturers appears to be to secure business at any cost, although, as a matter of fact, there have been few changes in the official quotations which are as follows f. o. b. Pittsburg, 60 days or 2 per cent. discount for cash in 10 days: Jobbers, carload lots, \$1.90; retailers, carload lots, \$1.95; retailers, less than carload lots, \$2.05. The local demand keeps up to the usual mid-summer volumes which is moderate and quotations are as follows: Single carloads, \$2.10; small lots from store, \$2.20.

The natural desire to reduce the accumulations at the mills is resulting in brisk competition and an irregular market for cut nails and a general shading from 5@10c from the regular quotations is now indulged in by many procurers. The official quotations are as follows for steel and iron nails, f. o. b., Pittsburg, 60 days, or 2 per cent. discount for cash in 10 days: Jobbers, carload lots, \$1.75; jobbers, less than carloads, \$1.80; retailers, less than carloads, \$1.90. The local market has a steady but limited demand for all varieties of cut nails at the following quotations: Carloads on dock, \$1.89½; less than carloads on dock, \$1.97½; small lots from store, \$2.05.

The amount of new business which is being done in barb wire is very light and prices depend upon the desirability of the order. Concessions from the regular quotations are therefore being made freely by many manufacturers. Quotations in general are as follows: f. o. b., Pittsburg, 60 days or 2 per cent. discount for cash in 10 days:

	Pained	Galv.
Jobbers, carload lots.....	\$2 20	\$2 50
Retailers, carload lots.....	2 25	2 55
Retailers, less than carload lots	2 35	2 65

As the smooth fence wire mills have heavy accumulations and are anxious to secure as many orders as possible, prices are naturally more or less shaded. Official quotations are as follows, f. o. b., Pittsburg, 60 days or 2 per cent. discount for cash in 10 days: Jobbers, carloads, \$1.80; retailers, carloads, \$1.85; less than carloads, \$1.95. The above prices are for base numbers 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

Programme for the Hardware Convention.

The following programme has been arranged for the annual convention of the Michigan Hardware Dealers' Association, which will be held in this city Aug. 10 and 11:

Wednesday Morning.

(Open Session.)

Meeting called to order by President, John Popp, Saginaw.

Appointment of Committees on Credentials, Constitution and By-Laws, Question Box and Nominations.

Reading of minutes.

Reception of communications.

Payment of dues and receiving of new members.

Wednesday Afternoon.

(Open Session.)

Address of Welcome—Hon. Edwin F. Sweet, Mayor of Grand Rapids. Report of Committee on Credentials.

Annual address of the President.

Annual report of the Treasurer.

Annual report of the Secretary.

Address—The Retail Merchant as an Educator, J. H. Whitney, Merrill. Voluntary remarks by members.

Address—Our Social Relations, C. L. Glasgow, Nashville.

Remarks by delegates, suggested by the above.

Paper—Some points which contribute to the successful retailing of Hardware, E. S. Roe, Buchanan. Discussion of same.

Thursday Morning.

(Open Session.)

Paper—Capital and Credit, its uses and abuses in our daily business, A. K. Edwards, Kalamazoo.

Remarks by members on above subject.

Paper—Collections, J. H. Murray, Cadillac.

Experiences of delegates in collecting accounts.

Address—The Catalogue House Problem, W. P. Bogardus, President N. R. H. D. A.

Discussion of same.

Address—Salesmanship as a Science, A. F. Sheldon, New York.

Thursday Afternoon.

(Closed session for retail hardware dealers only.)

Reports of Committees on Resolutions and Constitution and By-Laws. Consideration of committee reports.

Unfinished business.

New business.

Miscellaneous business.

Opening of the question box.

Election of officers and selection of next place of meeting.

Short talks from everybody.

Adjournment.

Delegates are requested to be in the convention hall on time as meetings will be called to order promptly.

The Association has arranged with the Michigan Passenger Association for a rate of one fare and a third provided one hundred or more delegates attend.

The Boys Behind the Counter.

Copemish—J. A. Vandervest has taken a clerkship with M. T. Crimmins.

Petoskey—Frank White, who recently resigned his position with the firm of Coburn & Harner, has taken a position as traveling salesman with the R. L. Baker & Co. paper house of this city.

Plainwell—Sheridan Knight succeeds Sebastian Pell as clerk in the paint and wall paper store of John Crispe.

Pontiac—B. M. Lenhoff, of this city, has been placed in charge of the Union clothing store at Flint. The store is owned by Joseph Barnett, who owns the Pontiac Clothing Co.'s store in this city. William Williams, who was sent to the Flint store when it was first opened to take charge of the business, is now at the Pontiac store.

Agree To Discard Premiums.

Fremont, July 25—The following agreement has been entered into by the merchants of this place:

Whereas, the undersigned are severally engaged in the mercantile business in the village of Fremont, and expect to be so engaged therein for several years to come, and whereas in times past, and to some extent at the present time, it has been customary for some to offer and pay premiums, or prize trading stamps, for the purchase of goods, and whereas the conditions are such that, if one of the undersigned engages in said practice, the others will, in order to protect their trade, be obliged to do the same thing, and whereas, if said practice is at all engaged in or is generally engaged in by the trade, none of those engaged in it will find it profitable, but on the contrary it will result in the general demoralization of legitimate business and entail losses on us individually, therefore for our mutual protection and encouragement and for the promotion of legitimate business and in consideration of our mutual promises we, the undersigned, hereby severally agree with each other that for a period of five years from and after this date we will not give nor include with any purchase made from us any prize trading stamps—so called—or any premium whatsoever of any nature.

It is further agreed that in case either or any of us should violate any of the terms of this agreement, he shall pay to the others of the undersigned who have not done so the sum of five hundred dollars, to be divided amongst them equally, share and share alike, as liquidated damages for the injury which such action may cause them respectively.

It is further agreed, that in case of such violation any one or more of the undersigned entitled to such damages may sue therefor severally or collectively.

Large Crop of Blueberries in the Upper Peninsula.

Marquette, July 24—Reports from the blueberry plains neighboring to Marquette indicate that the blueberry crop this year will be one of the largest that has been harvested in many seasons. The berries, which are now just beginning to ripen, are looking fine and the yield will be abundant unless there is some now altogether unexpected turn in the weather. From the plains about Gordon and Sands people report the berries well advanced, and all the bushes heavily laden. Up the shore conditions are described as being equally favorable.

People who annually spend a few weeks of the summer in the blueberry districts are now preparing to leave for the best fields and to set up camps to be in readiness to pick for the market. There will be a number of commission men here to buy berries and forward them to the city markets. They will prepare their stands and get the shipping crates in readiness for sending to the temporary blueberry villages in a few days.

If this season turns out as well as is now expected it will be in notable contrast to that of last year, when the blueberry crop was poor and unsatisfactory. The pickers made but small wages, owing to the scarcity of the berries and many of them left the plains after a brief experience. One or two commission men left Marquette just after getting fairly started, because the receipts of berries were so unsatisfactory, both in quantity and quality.

A good crop will probably mean only fair prices, as the thing usually works out that way. However, the quantity of berries available will mean easy and quick picking, so the people in the berry camps will probably do well enough.

Electing Members of the Board of Pharmacy.

Among the subjects which will be discussed at the coming convention of the Michigan State Pharmaceutical Association is the advisability of amending the present pharmacy law so that members of the State Board of Pharmacy shall be elected by the Association, instead of being appointed by the Governor, as has been the custom since the law was enacted creating the Board of Pharmacy.

There are many valid reasons why this change should be made, the principal one being that, as the Board of Pharmacy is more than self sustaining—turning a considerable sum over to the State Treasury regularly—the members should be selected because of their special fitness for the position, instead of for political reasons, as at present.

A change of this kind would bring the Board closer to the drug trade and enable it to keep in closer touch with the aims and aspirations of the profession. It would also stimulate interest in the meetings and serve to augment the attendance, which is very desirable.

Business Wants**BUSINESS CHANCES.**

For Sale—Men's hats and furnishing goods store; stock \$4,000 to \$5,000; up-to-date stock, fixtures; no old stock; must sell at once and for cash only; reason for selling, other business; store in center of finest city of 25,000 in the State of Michigan; no cash, no write, but if cash and want a big snap, write. Address No. 717, care Michigan Tradesman. 717

For Rent—Store at Albion, Michigan, suitable for dry goods, groceries or bazaar; in first-class shape. Address H. D. Olcott, Box 62, Albion, Mich. 718

The Heirs want it sold. 84 acres of good corn land, the best bargain in Henry county, eight miles from Geneseo, seven from Cambridge and six from Atkinson. Price \$67.50 per acre. This ad will not appear again. W. S. Lambert, Geneseo, Ill. 719

Attention, Merchants—The Rapid Sales Company can reduce or close out your stock for spot cash without loss; we prove our claims by results; self-stickers, slow-sellers and undesirable goods given special attention; our salesmen are experts. Address Rapid Sales Co., 609, 175 Dearborn street, Chicago, Ill. 721

If you want to buy the best hardware, furniture and undertaking business on the market, and growing better every day, write to B. A. Howard, McBain, Mich. 722

POSITIONS WANTED.

Wanted—Good shoemaker to do repairing. Address Shoemaker, care Tradesman. 720