

# MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, AUGUST 3, 1904

Number 1089

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WE FURNISH PROTECTION AGAINST  
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## THE KHAKI UNIFORM.

The United States Army has about finished, at least so it is hoped, with its changes of uniform. The net result of the changes and additions since the war with Spain has been to transform the once neat and well-dressed soldier of our regular army into about the most untidy and unkempt looking individual that could possibly be imagined. The officers rarely wear uniform in public, so that the unsightliness of their olive-drab khaki does not usually obtrude itself, but enlisted men must perforce wear uniform, and the general effect is anything but pleasing.

The regular is bad enough in his khaki, but when the militiaman dons that article, in combination with a blue flannel shirt and not infrequently a white handkerchief around the throat, the effect is incongruous and ridiculous in the extreme. The army and the militia appear to have become khaki mad, and the public can only devoutly wish that the craze may run the course as soon as possible.

The British were the first to use khaki, which recommended itself mainly because of the ease with which it blended with the landscape, rendering the soldier but an indifferent mark for sharpshooters. Our own army adopted the khaki during the war with Spain as a strictly campaign uniform. It never was the intention to wear such a uniform in barracks or on parade or when moving about the streets on liberty. The last thing a soldier should desire is to appear slovenly or slouchy, and it is impossible to look otherwise in khaki. There is no reason why the regulars should wear the unsightly stuff except when doing duty in the field, when it does well enough, and as far as the militia is concerned there are practically no occasions

when the olive-drab, so called, can appropriately be worn.

The army and the militia should have a neat and soldiery dress uniform for parade purposes, and this should be worn whenever the troops appear in public. The sooner the olive-drab is relegated to its proper place as a campaign uniform, pure and simple, the better.

Neither of the belligerents now engaged in killing each other in the Far East have adopted khaki as their field uniform. The Russians, conspicuous as they are by their size, render themselves even more conspicuous by white caps and linen coats when the weather is warm and conspicuous by long greatcoats in cold weather. The Japanese wear dark blue, and they appear to do good campaigning in it. This fighting of a great modern war without khaki should serve to shake the confidence of our army authorities in their olive-drab and cause some doubts in their minds as to the value of the wretched stuff. The British wore khaki during the war in South Africa, and the Boers appeared to have had no difficulty in picking them off. The whole khaki business has been very much overdone and the time has come to call a halt.

## A REAL AMERICAN NAVY.

The American navy is now about the most American of all American institutions. Ninety-five per cent. of the men who compose the crews of our war vessels are of American birth or citizenship. Ten years ago half of them were foreigners. They were enlisted because Americans could not be obtained. It is reported that many of the recent recruits are from the inland states and that they make very good sailors after the training they receive. The prestige of the American navy was wonderfully advanced by the triumphs it won in the Spanish war. Young men have been attracted to the naval service as never before. American interests are now world-wide and American naval vessels visit every important country. Our navy is respected at home and abroad. There was a time when the navy was thought to be a useless expense, but to-day there is full realization that the navy is needed and that the more powerful it is the safer the interests of the nation are. The navy is growing under liberal appropriations by Congress and will in a few years be equal to any possible service it can be called upon to render. The position of Russia, with its inferior navy, may well be cited as an example to those Americans who oppose naval expenditures. To have plenty of ships is not, however, enough. These ships to be effective must be manned by patriots who love

the flag that floats above them. Foreigners may do in time of peace, but Americans are wanted on guard in time of war. So it is good news that the percentage of foreigners in the American navy is approaching the vanishing point. Young men get good training in our naval service. They have a chance to see the world and learn how much better America is than any other land. We can not have too many good American sailors.

## BEAT STANDARD OIL CO.

Ohio has produced many great men. One of them lives in Bowling Green. He has done what no other man has ever done. He has beaten the Standard Oil Co. He fooled it day after day until he had acquired a fortune. There are oil fields around Bowling Green. This man was poor but somehow he managed to secure a lease of land in that district. It did not cost him much, for the wells there had not been prolific producers. He put down a well and it soon became famous. Every day the oil would be pumped from the well into the Standard Oil Co.'s tank close by, and paid for, and every day it would yield about the same quantity. There was wonder all around why this particular well should be so productive, while its neighbors were yielding only a barrel or two each and doing this only once or twice a week. A few days ago the wonder was explained. It was discovered that a pipe connected the company's tank with the farmer's well. All the latter had to do was to turn a faucet, when the oil he had just sold would flow back into his well, to be sold again next day. The discovery was an awful shock to the directors of the Standard Oil Co. It was the first time that an independent oil well operator has got the better of the Rockefeller system. There was talk of arresting the farmer, but it was concluded that would be unwise as it would involve acknowledgment that Standard Oil methods could be and had been beaten. So the farmer was permitted to keep his profits, but his connection with the company was immediately cut off.

The industrial advance of Germany in recent years is attributed to the industrial and trade schools of the country quite as much as to any other factor. Industrial training in Germany has attained a high place of efficiency and has the thoroughness that is characteristic of all branches of German education. The industrial schools in this age are an institution that should be promoted. Such are the enterprises of commerce, business and invention in modern times that the most skillful workmanship is demanded.

## GRADUAL GROWTH.

## Summary of Annual Report Citizens Telephone Co.

The net gain of telephones in the system during the year is 2,357, or almost precisely 17 per cent. Of this gain 440 'phones have been added to the city exchange during the year. You knew when you met a year ago that your city plant had substantially reached its maximum point with its old manual board, that in a general way no growth could be cared for until the Automatic service could be installed. It may be said that over 350 of the net growth of the year has occurred since the new system began to give service in January. During the year so recently closed very much of the energy, of the financial strength of the company has been devoted to the completion of the new city system. It speaks for itself in regard to the service given, in its appearance, and in the results it has made possible; which results will be mentioned more in detail later.

So busy in this work just mentioned has the management of your company been, urgent demands for telephone service in other portions of the system and in towns a part—or to become a part—of your system have been necessarily neglected. The work of caring for these points has now begun and will be pushed with such zeal as their necessities demand and the general circumstances of the company warrant.

The growth in your toll line system has been quite satisfactory. A year ago you had 1,020 miles of poles, carrying 1,230 miles of copper metallic circuits, and 934 miles of iron metallic circuits. You have now 1,116 miles of poles in your own toll system, 1,471 miles of copper metallic circuits and 982 of iron metallic circuits, a total of 2,453 miles of toll circuits, with 4,906 miles of wire. You will notice that the growth is almost entirely in copper circuits.

A resume of the growth of the system from the first, giving statistics for each year, will be of interest; remember that service, for pay, in the city exchange did not begin until July 1, 1896, that there was no toll system then, and that feature did not develop until later in the history of the company. These statistics are all for the end of the respective fiscal years, or July 1.

The summation of the dividend payments thus far in the history of the company gives the exceedingly gratifying total of \$334,937.07, moneys earned and paid to the stockholders of this company, almost wholly to residents of Michigan, the first payment of dividends having been made in the fall of 1897.

Next in importance in its effect upon the system to the installation and operation of the new Automatic apparatus is the change of rates for service in the Grand Rapids Exchange which became effective April 1, and affected the earnings of the last quarter of the fiscal year just closed. The fact that that change in rates was cheerfully accepted by the patrons of the system and that

contrary to the general expectation there was an actual net gain for telephones ordered for service during each of the three months of the quarter, notwithstanding the higher rates charged—that net gain reached 113 telephones in the quarter—is a proof of the excellence and efficiency of the service, and a compliment to the management of the company that is highly appreciated. The people of Grand Rapids by their attitude and action in this matter proved that fair dealing, candid statements, and an earnest effort to give them the best possible service are fully appreciated, and that your company's efforts are reciprocated. These changes in rates will be more apparent in the next annual statement, of course, than they are this time, for they took effect for the last quarter of the year only. A similar effort as to the Lansing Exchange went into effect the first of July last and evoked a cheerful and generous response from the people of that city, and the net result is most pleasing to the management.

Your directors at their last meeting instructed that the total amount of undivided profits, \$49,962.94, be charged off for depreciation for the year. This action was taken because of the extraordinary conditions in-

of your system prove encouraging. In 1902, with 10,496 'phones in your system, the earnings for the last quarter were at the rate of \$235,000 per annum, or \$22.39 for each 'phone in the system. Last year there were 13,981 'phones in the system, and the earnings for the last quarter were at the annual rate of \$315,000, the earnings per telephone being \$22.53, a change of but fourteen cents, but a change in the right direction. This year with 16,338 'phones in the system the receipts for the last quarter being at a yearly rate of \$390,000, are at the rate of \$23.87 per 'phone, a gain of \$1.34 per annum for every telephone in the system. In this same spirit a comparison of toll line earnings can be made. In 1902, with 1,917 miles of toll circuits, the earnings were \$44,567.17, or at the rate of \$23.25 per circuit mile. In 1903, with 2,164 miles of metallic toll circuits, the toll earnings were \$65,696.54, or at a rate of \$30.36 per circuit mile. This year, with 2,453 miles of toll circuits and the toll earnings amounting to \$81,996.83, the average per mile is \$33.42, \$3.06 per mile more than a year ago and \$10.17 more per mile than they were two years ago.

During the past year the sale of stock has somewhat exceeded the

	Capital Stock Issued	City Telephones in Service	Telephones in Entire System	Toll Line Pole Mileage	Toll Line Circuits Mileage	Toll Points Citizens System	Gross Earnings	Dividends Paid
1896	\$ 47,600	832					\$ 43,742.05	
1897	86,735	1976					57,524.50	\$ 7,737.00
1898	129,960	2339		About	About		72,832.56	13,493.43
1899	205,850	2915		About	About			
1900	391,125	3347	5459	400	900	84	104,173.81	22,971.68
1901	571,380	3588	6960	774	1660	88	147,557.64	39,544.32
1902	847,065	4523	10496	858	1917	105	198,110.98	56,255.75
1903	1,212,880	5165	13981	1020	2164	107	274,343.79	82,777.73
1904	1,609,280	5605	16388	1116	2453	130	343,392.43	112,150.16

involved in the installation of the new plant and the changes incident thereto. It was believed that it would be better to thus cover the depreciation at once—at no time have your directors and officers failed to give proper consideration to this important element in the conduct of your business. This leaves your surplus account unchanged at the figures of 1903, \$55,231.48.

The last quarter in the fiscal year was the first complete quarter under the conditions of the new plant and the new rates for your city exchange. The gross income for that quarter was \$97,509.16, or at a rate of \$390,036.64 per annum. The gross expenses for the same quarter were \$48,186.94, or at the rate of \$192,747.76 per annum. Thus your plant had reached a condition July 1 under ordinary operation experiences of producing an annual net earning of \$197,000. This result of the installation of the Automatic apparatus among other things, and the additions to revenue, was anticipated by your directors in planning the changes that have been made during the past two years, is the justification of their action and a realization of their plans. It is pleasing to them and it is hoped it is to you.

In another direction the earnings

total reported a year ago. There were added 333 new stockholders to the something more than 1,100 of a year ago, so that you now have nearly 1,500 stockholders. The 333 new stockholders bought \$222,125 worth of stock. Stock was issued to 347 of the old stockholders to the amount of \$165,300, making the total sales of the year \$387,425. The capital stock outstanding is \$1,609,280, as compared with \$1,212,880 a year ago. The net increase is \$386,400 for the year; the difference between this and the figures just given being due to caring for certain parties who desired to realize on small holdings of stock in your company.

During the past twelve months, after a very careful and lengthy consideration of the situation, your directors and officers decided to act more definitely upon the control of the properties in which you already had an interest in Jackson and Battle Creek. To-day your company owns a large majority of the stock of the Citizens Telephone Company at Jackson. Some of your officers are its officers, and it is managed in the closest harmony with your interests and system. The Jackson company held its annual meeting on the 26th of July, when the management indicated was continued. It had,

July 1, 2,138 telephones and is growing rapidly—308 'phones this past year—and will increase in net results.

Your company also owns a large majority of the stock, preferred and common, of the Battle Creek plant, and officers of your company are officers of that company and control the management of it, and, like the Jackson company, it maintains a distinctly separate organization. The importance of the work at home for more than a year past has precluded giving attention to other portions of the system under the care of your officers. For that reason the present physical condition of the Battle Creek Exchange is but little changed from what it was when discussed in the last annual report. However, that company has financed a plan for the betterment and enlargement of its plant, including the installation of a new Automatic system, similar to the one giving such excellent service in this city Exchange, and before your next annual meeting it is confidently expected that that company will have realized great growth and ample prosperity. Besides these conditions both the Jackson and the Battle Creek plants are connected with your system by your toll lines. They furnish a large patronage for your toll lines. This fact, that these toll lines are a part of the Citizens Telephone Company's plant, is a reason why your interests in Battle Creek and Jackson are important.

The general telephone conditions of the State have not radically changed during the past year. A new exchange is in service at Ann Arbor, and it is expected that one will be begun shortly at Ypsilanti by the Washtenaw Home Telephone Company, which company built the Ann Arbor plant. The other independent companies in the State report gratifying progress. They are earning and paying dividends and steadily developing the territory with which they are identified. Your company has the most friendly relations with all its independent neighbors, and has been the means, largely, during the past year of perfecting an organization for the interchange of toll line service and accounting for its revenue, which is expected to more closely and intimately cement this relation. Small exchanges have been built in quite a number of places by our independent neighbors, and their toll lines are increasing in mileage and efficiency. Outside of Michigan the independent development of the last year has been quite remarkable. The new Automatic Exchange in Chicago, which began in September last, has nearly 10,000 telephones connected and promises to become a very important connection with your own and other independent systems in the near future. The exceptions to the general report of progress and prosperity among the independents are very infrequent, and none of them affect companies of any importance or magnitude.

If an employee, remember that the investment and the goods are the firm's, and the responsibility for your actions falls upon the house.



# A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go, but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.



### Movements of Merchants.

Ithaca—H. C. Hill has engaged in the bakery business.

Sault Ste. Marie—James Cohen has opened a cigar store.

Middleville—W. P. Corson has opened a tea and coffee store.

Wiley—E. M. Mugford has sold his grocery stock to Con Weis.

Saginaw—The McPhee Tailoring Co. will remove to Buffalo, N. Y.

Scotts—Frank G. Milliman has sold his drug stock to Wells N. Adams.

Adrian—Wendell D. Willett has sold his grocery stock to John W. Trine.

Reed City—H. K. Smith has sold his harness stock to M. Daugherty, of Luther.

Fostoria—Boulton & Bell have purchased the general stock of Mitchell Pliny.

Ortonville—Herman A. Profrock succeeds Remington & Thorp in the meat business.

Blanchard—Wm. H. Myers has disposed of his general stock to R. N. Thompson & Co.

Sault Ste. Marie—The C. E. Davis Co. has purchased the J. H. McDonald furniture stock.

Detroit—The meat business of Anton Glaeser has been purchased by Edward Winkler.

Laingsburg—Wm. Hicks, of Perry, has purchased the meat market of B. D. Barnes & Son.

Portland—W. O. Wescott has purchased a half interest in the meat market of Geo. Snyder.

Marcellus—Eugene W. Thompson has sold his grocery and crockery stock to E. J. Gould & Co.

Williamston—P. Spaniolo has moved his fruit and tobacco stock to Lake Odessa, where he will be engaged in business.

Boyer Falls—L. A. Moon & Co. have sold their drug stock to A. C. Tiffany, formerly engaged in the drug business at Boyer City.

Muskegon—Fles Bros. have leased the store adjoining their shoe store at 128 Pine street and will fit it up for a new clothing stock.

Port Huron—The Bon Marche Co. has been organized to conduct a millinery and hair goods business with a capital stock of \$1,200, all paid in.

Jackson—Wm. H. Barry has purchased of I. N. DeLamater the H. L. Hunt grocery stock and will continue the business at the same location.

Clare—Thomas Irvin has formed a co-partnership with Wm. Andre under the style of Irvin & Andre to embark in the poultry and egg business.

Hillsdale—E. A. Dibble has sold the Forbes grocery stock to W. C. Westover, of Fowlerville, who will continue the business at the same location.

Manistee—J. C. Nims is erecting a new store building at the corner of Tenth and Maple streets, which he will occupy with his grocery and bakery business.

Albion—The Mead book and stationery store, opposite the postoffice, is again open for business, the embarrassment of last week having been satisfactorily adjusted.

Vicksburg—Carl Roberts and Cal Spooner have bought Fisher & Slack's meat market. Clarence Slack will remain in the market to wield the cleaver and knife.

Lapeer—Frank McElroy has turned his bakery and ice cream business over to his two sons, George and David, and will take a well-earned rest from mercantile cares.

Boyer City—A. C. Tiffany has sold his drug stock to W. A. Hyslop, formerly on the road for the Halsey Bros. Co., of Chicago, who will continue the business at the same location.

Kalamazoo—The J. P. Cave grocery stock has been purchased by Wm. P. Murphy, foreman of the Michigan Buggy Co., who will continue the business at the same location.

Menominee—R. B. Lucke, of South Bend, Ind., with his brothers, Gustav and Albert Lucke, of Talbot, are figuring on opening a wholesale liquor store in this city the middle of August.

Au Gres—William H. Schaitberger has purchased the hardware stock of George Grimore and will remove to this place soon. He has been in the employ of Morley Bros. for the past six years.

Lansing—The Dunham Hardware Co. has been merged into a corporation under the same style. The capital stock is \$20,000, all subscribed and paid in in property. Alice A. Dunham holds all but three shares of the capital stock.

Adrian—The stock and good will of the Lenawee County Co-operative Association have been purchased by A. W. Frantz, E. D. Frantz and Alva Davis at 25 cents on the dollar. The business will be continued under the style of the Frantz Bros. Co.

Clare—James F. Tatman has settled with the insurance companies, receiving \$3,200, which was the full amount of the insurance on his grocery and shoe stocks. He has begun the erection of a new brick building, 46x90 feet in dimensions, two stories.

Traverse City—The F. P. Boughey implement, vehicle and machinery business has been merged into a stock company under the style of the Boughey Co. The capital stock is \$2,000, all paid in in cash by Fred. P. Boughey, Herbert F. Boughey and Chas. A. Nelson.

Iron River—F. A. Morrison has disposed of his entire interest in the Morrison Mercantile Co. to John D. Mahon, of Duluth, and E. J. Van Ornum, both of whom have been connected with the firm for several years. It is Mr. Morrison's intention to embark in the wholesale hardware business at Green Bay.

Riga—Wm. P. Corbett, general dealer, and O. O. Turner, dealer in implements, vehicles and harness, have merged their stocks under the style of the Riga Co-Operative Co. The capital stock is \$20,000, of which Mr. Corbett takes \$7,000 in exchange

for his stock and Mr. Turner takes \$3,000 in exchange for his stock.

### Manufacturing Matters.

Manistique—The Manistique Light Co. has purchased from the Weston Lumber Co. the mill site and water power at the upper dam.

Haakwood—The Haak Lumber Co. has contracted to saw 3,000,000 feet of logs for the Embury-Martin Lumber Co., of Cheboygan.

Nolan—Fire at the headquarters of the Coan Lumber Co. recently destroyed 30,000 railroad ties, 20,000 posts and seven houses. Loss, \$12,000.

Owosso—Harry Renkert, of Fort Wayne, Ind., has decided to remain in Owosso and has opened a cigar factory over Hall & Byerly's grocery.

Battle Creek—The Anthony Manufacturing Co. has decreased its capital stock from \$150,000 to \$40,000. The company manufactures dress shields.

Charlevoix—The Charlevoix Lumber Co. has been awarded the contract for laying the government cable between North and South Manitou Islands.

Detroit—The Detroit Lumber Co. has completed its cut of Black River cork pine at its mill, foot of Chene street. This is probably the last of this class of timber that will ever be sawed in this district.

Adrian—The Schwarze Electric Co. has closed an important contract with an electrical company of Rochester, N. Y., granting to the latter the right to manufacture and sell the Schwarze bell for the Eastern territory.

Clare—The Clare Furnace Co. has been organized, with a capital stock of \$15,000, with \$12,000 paid in. The new company absorbs the H. B. Wells & Son Company at Ithaca. Work on new brick buildings here will begin at once.

Lansing—The Peninsular Book Case Co., organized with \$10,000 capital, has filed articles of incorporation. The incorporators are A. E. Mirfield, A. L. Harlow and George R. Heck, of Lansing, and H. B. Winegar, of Pittsburg, Pa.

Battle Creek—The Dr. Perkins Sanitary Refrigerator Co. has been incorporated to manufacture and sell refrigerators. The capital stock is \$200,000, of which \$50,000 is preferred and \$150,000 is common. Six hundred dollars has been paid in in cash and \$149,000 in property.

Baraga—One of the largest if not the largest raft of pine logs ever brought into Keweenaw Bay was received at the Nester mill last week. It contained 8,000,000 feet cut in St. Louis county, Minnesota. It required twelve days to tow the raft to the Nester estate mill from the north shore.

Saginaw—Mershon, Schuette, Parker & Co. are erecting a salt block. The old one had outlived its usefulness and the one being erected will have a capacity of about 150 barrels a day. The manufacture of salt in connection with the planing mill and box factory business is carried on by several firms on the river.

Detroit—Judge Swan has granted

an order adjudicating the Lansing Boiler & Engine Works bankrupt. The original petition was filed April 29, 1903, by Joseph T. Ryerson & Son, Iroquois Iron Co. and Rogers, Brown & Co., with claims aggregating \$4,000, and on July 3, 1903, Judge Swan ordered an adjudication, but an appeal was taken and the Circuit Court of Appeals sent the case back for a re-trial.

Manistee—The American Hide and Leather Co., which owns the local tannery, may be induced under certain circumstances to enlarge the plant, changing it from a sole leather tannery to a tannery for the production of upper and harness leather. The change would mean an investment of \$50,000 and would furnish employment for from 300 to 400 hands. The tannery has been idle all this year, due, it is said, to the import duty on South American hides, and the shrinkage of the dry hide business. If the tannery can be converted to one for uppers it will be of great value to the city.

Battle Creek—At a meeting of the stockholders of the Battle Creek Iron Works it was decided to reorganize under the statute which allows limited companies to change their organizations and become corporations. Another meeting of the stockholders will be held soon, at which time the capital stock of the concern will be reduced from \$600,000 to \$100,000. Provisions will then also be made for a rebonding to take up the present outstanding bonds, pay off the indebtedness of the company, and to carry on the re-organized business. By this plan the managers hope to be able to repay the stockholders as well as re-establish the plant on a flourishing basis.

Detroit—The hum of the saws is again heard in the old Morton & Backus mill and the yards are no longer empty and deserted, other parties having acquired it a few days ago. The consideration which the Michigan Fire & Marine Insurance Co. received for it is withheld. However, the plant is said to be now worth \$25,000. The new owners spent \$5,000 in rejuvenating the mill and now feel that they have one of the finest plants of its size in Detroit. Tilson Leitch, a Detroitier to whom the lumber business is a birth-right, has been installed as manager. Mr. Leitch, aside from coming from a family of prominent lumbermen, has had six years' experience in an executive capacity in the offices of the Detroit Lumber Co. The Morton & Backus mill, as it is even now known, is situated on Minnie's street.

## 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 Grocery Market.

Sugar (W. H. Edgar & Son)—Since we wrote you a week ago the market has borne out our impressions, with improvement in both raw and refined. Raw sugars have sold at 4c spot, all offerings having been taken at this price. We also note sale ex. store Philadelphia at 4 1-32c. Meantime refiners have accepted all offerings for shipment from Cuba, 94 deg. test, at equal to 4.03c for 96 deg. test. On this basis centrifugal sugars testing 96 deg. would cost approximately 4 1/8c, duty paid from the same source. Having now only about 60,000 tons remaining unsold, it is probable that Cuba will cease to be a factor during the remainder of the campaign. Europe continues to advance, the present parity with 96 deg. test being about 4.09c August and 4.10c September. It is daily becoming more apparent that refiners must look to Europe for considerable supplies of beet. Meltings are very heavy and stocks were reduced about 40,000 tons last week. Owing to continued unfavorable weather for continental crops the course of the market should be steadily upward and the advance movement bids fair to continue well into the coming crop year. Refined is strong at five points above the basis ruling a week ago, with indications of further general advances at any time. The demand continues heavy, with no improvement noticeable in the matter of shipments. On the contrary, oversales and delays appear to be increasing, particularly with independent refiners, who are said to be ten days to two weeks and more oversold. We are rapidly approaching the season when large fruit of all descriptions will be in plentiful supply and it is predicted that the situation as to deliveries will be worse than anything we have experienced in recent years. We therefore continue to advise liberal purchases in advance of requirements.

Teas—It is now apparent that choice first pickings of Japan teas will command a good price all through the coming year. Second and third crop are in better supply, however, and it is not anticipated that the figures on these will be unusual. Jobbers report just the ordinary demand for this season with little change in the character of the trade.

Coffees—The coffee market has shown some new strength during the week and has advanced several points by reason of greater activity and emphasized news of short crop from Brazil. The advance came a little sooner than has been expected and affects the whole line, milds, notably Maracaibos and Bogotas, being stronger. Mocha and Java are also firmer at this writing. Considerable heavy buying has been going on among the New York coffee syndicate during the last few weeks, and the general opinion seems to be that

as soon as the buyers have what they consider enough the market will show sharp advances.

Dried Fruits—Conditions in the raisin market continue to be considerably mixed. The opening prices were shaded shortly after they were made, as noted previously, and that put the business in a bad shape. Buyers are loth to take hold even at the low prices quoted, for they have no assurance that still lower figures will not be quoted. As to whether there is a Raisin Growers' Association or not, that is an open question. From this distance it looks as if there was not a very effective organization, to say the least. For first class entanglements and trouble generally the raisin men seem to be leading California growers by several lengths—and that is no slight praise. Other lines of dried fruits are doing quite well. One jobber says he notes a decided tendency on the part of the trade to take up cured fruit instead of the canned. There are several advantages of the former, in addition to the one of price. Green fruits are plentiful and this must necessarily cut down the call for cured and canned goods.

Canned Goods—Tomatoes are stronger and several of the packers are now asking 67 1/2c county, although some goods can still be bought on spot at a price which is equivalent to about 2 1/2c less than that figure. Baltimore packers are offering new-packed goods at 65c county and seconds at about 60c. The quality of these, however, is not especially good. The demand for tomatoes is light. Corn is moving slowly, and the market is closely cleaning up. As reported, the Maine pack promises to be good if nothing intervenes. Prices are unchanged. Practically no packers are now offering futures. Peas are unchanged and the market still rules low. Some effort has been made to advance Eastern peaches during the week, but it has been rather unsuccessful, since only a few packers had named prices at all. California canned goods are quiet and unchanged. Some outside packers who have been selling below the market have withdrawn quotations during the week and will not offer any more goods until they are packed.

Syrup and Molasses—Glucose has declined about ten points during the week, although why seems to be a mystery. Compound syrup, although in no demand whatever, has been reduced in price by the independent mixers, although the Glucose Trust has as yet made no change. Sugar syrup is in good demand from exporters and mixers, and there is some small demand from grocers. Prices are unchanged. Molasses is dull and unchanged.

Fish—On account of continued light receipts the market advanced 50c per barrel in Gloucester during the week, but this has not yet been communicated to secondary markets. Extreme scarcity is the notable feature of the sardine situation. Packers are able to ship practically no goods whatever. Prices are still unchanged. Cod, hake and haddock are

dull and the price will probably decline shortly. Salmon is unchanged. Some sales have been made during the week at moderate prices.

### The Produce Market.

Apples—Several varieties are coming in, but Early Harvests are the only kind fit to ship at this time. They command \$2.50@2.75 per bbl.

Bananas—Notwithstanding the large supply of other fresh fruits, bananas hold their own and find a steady demand on the basis of \$1@1.25 for small bunches and \$1.50 for Jumbos.

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

Beets—15c per doz. bunches.

Blackberries—\$1.60 per crate of 16 qts.

Butter—This is the usual time of low prices in the butter market, but it is hardly likely that the price will get below the present mark very far. This is an extremely low point for any time of year. Supply and the demand for current use are running a very even race at present. Buying is confined to current wants for the most part and unless the speculators dip in there is nothing in sight to cause material advances before the last of next month. Creamery is steady at 18c for choice and 19c for fancy; No. 1 dairy is strong at 13@15c, while packing stock is decidedly in evidence at 9@10c.

Cabbage—60c per doz. for home-grown.

Carrots—Have declined to 15c per doz. bunches.

Celery—18c per doz. bunches.

Cherries—\$1.35 per 16 qt. crate. The crop is nearly all marketed.

Cucumbers—20c per doz. for home grown.

Currants—\$1.10 per 16 qt. crate for red and \$1.75 for black.

Eggs—Wheat eggs are now arriving freely in consequence of which trade has been stimulated very considerably during the past week. Dealers pay 16 1/2@17c on track, case count, holding candled at 18@19c.

Green Corn—12c 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 per box.

Lettuce—65c per bu. for outdoor grown.

Musk Melons—\$2 per crate of 1 1/2 bu. Texas grown; \$4 per crate of 45 for Rockyfords; Gems, 65c per basket of 12 to 15.

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

Oranges—Supplies are gradually diminishing and prices are firmer, although no advances are shown. The end of the season is coming—that is, the season of large production. There is a seasonable demand, but it is not heavy. Too much other fresh fruit is offered. Late Valencias command \$4.50 per box.

Parsley—25c per doz. bunches.

Peaches—Six basket crate of Texas

Albertas commands \$1.75. Home grown Hale's Early are beginning to come in. They find a market on the basis of \$1.25 per bu., but they are not fit to ship on account of their perishable quality. As one dealer expresses it, "They rot while you look at them."

Potatoes—The price of home grown has declined to 50@60c per bu. It has probably about reached a point where it will stick for a while, as, until the late fields are dug, the supplies are not likely to be large enough to depress the price much farther. All reports indicate a very large crop and a low range of prices is looked for by most of the handlers. Stock coming in now is of excellent quality and size.

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

Poultry—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—\$1.75 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 \$2 per bu.

Watermelons—20@30c apiece for Georgia.

Wax Beans—75c per bu.

Whortleberries—\$1.25@1.40 per 16 qt. case.

Every indication points to a large attendance at the annual convention of the Michigan Hardware Dealers' Association here next Wednesday and Thursday. The programme previously presented by the Tradesman will be carried out and, in addition thereto entertainment features have been provided by the local wholesale trade. As soon as the meeting adjourns Thursday afternoon the members will board special street cars at the Hotel Pantlind, going to North Park, John Ball Park, out South Division street to Burton avenue and thence to Reed's Lake, where a banquet will be served at the Lakeside Club at 8 o'clock p. m. Sidney F. Stevens will officiate as toastmaster, which is a sufficient guaranty that an enjoyable programme will be presented and that each speaker on the programme will be introduced in a fitting manner.

The Judson Grocer Company has installed machinery for converting granulated sugar into XXXX powdered and icing grades. The equipment has a capacity of twelve barrels per day, which can be increased by speeding up or running overtime. The machinery is driven by a 10 horse power motor, which will also furnish power for a coffee roaster which the company contemplates installing in the near future. The new departure will enable the corporation to ensure the condition of its pulverized sugars at all times.

R. E. Gay has purchased the confectionery business of Chas. A. Simpson.



### About a Girl Who Adopted Window Dressing.

I have recently happened to fall in with several window trimmers in small towns of, say from 500 to 3,000 inhabitants, and I asked them a few questions in regard to their work. One or two of them had chosen the avocation from pure love of it, while others had been rather forced into it by their environment. A person would imagine that the first mentioned would be more contented in their occupation than the latter, but really the last I speak of have an enthusiasm for the business of which the first do not dream.

Perhaps why this last statement is a truth is due to the unusual fact that the two who dropped into the work are young women—bright, honest, energetic, and, I might add, although that "has nothing to do with the case," very attractive.

Why the question of whether or not a girl is "good looking" should enter into every step she takes from the cradle to the end of her natural existence, and also why, whenever any man's name is mentioned, we immediately enquire his standing with Dun, are more than I have been able to fathom. But these two interrogations—"Handsomeness?" "Rich?"—seem, like Banquo's ghost which would not down, to bob up serenely on every possible occasion.

As I say, these young ladies are both endowed by Nature in a remarkable degree, but that is neither here nor there at this speaking.

Said one of the duo:

"I always wanted to be a window dresser, from the time I used to be chosen Chairman of the Committee on Room Decoration in the little school-house on the outskirts of a small Western town to the time I came out to visit my uncle in this place three years ago. My parents died when I was a baby, my brothers and sisters are scattered and married and I am left to pursue my own inclinations entirely.

"I the same as fell from the clouds into this position; and how I do enjoy it!" and the sparkle in the eye told more than words.

"My uncle owns this store. His 'life partner' is one of the kind of women who never interest themselves in their husbands' business. She is all wrapped up in what transpires inside the four walls of her little domicile, but, as to ever giving a thought to the details that make up the store life of the man she once promised to 'love, honor and obey,' such concern is utterly foreign to her phlegmatic nature.

"My aunt seems very fond of me and is goodness itself, but I sometimes wish she were not so absorbed in domestic affairs; that she might know at least her husband's hopes and fears, his ambitions and disappointments.

"I came to these relatives on a

short visit at first; but that visit has lengthened until, as I told you, it is now three years that I have been living in this nice little Michigan town.

"I had been here about a week when my uncle's best clerk, his 'right hand man,' he used to call him, was laid up with inflammatory rheumatism. This, of course, meant annoyance in the store, if not worse. I was in there one day to get some cinnamon for my aunt. I had kept my eyes open—I always do, it somehow has become a habit—and went to the place where I had observed the rheumatism clerk get it from one day when I strolled in. I had the store boy weigh the stuff, and making a note of the amount, I put the slip on a spindle on my uncle's desk.

"That noon when he came home to dinner he startled me by looking at me sharply and saying:

"'Allie, how would you like to take Bob's (that's the man that's laid up) place in the store?'

"'Why uncle, do you mean it?' I asked, too surprised and pleased to believe my ears.

"'Certainly I do,' he replied.

"'I'd like nothing better in the world!' I answered enthusiastically.

"'But I don't know anything about the business,' I added ruefully.

"'I'll teach you,' said my uncle.

He is a man who doesn't waste any words, so, merely asking him when I should begin, and making a settlement as to the wages I was to receive and the amount I should pay for my board with them if I did not go back West, I entered upon my suddenly-assumed duties by walking back to the store with my uncle, donning a big white apron, and with an assumed calm demeanor waltzing (figuratively speaking) behind the wide old-fashioned counter—that you don't see over there.

"I have tried to do everything conscientiously ever since that first day thirty-six months ago—just as I myself would want an employe to work for me were I the master of the establishment.

"One day my uncle noticed me fussing with some article in the biggest window. Something—I forget what, just now—was crooked where it should have been straight and the 'accurate eye' with which I am blessed—or cursed—could none of it' and I rearranged the offending object.

"That was the beginning of my efforts as a window dresser.

"'How would you like to arrange the windows all the time, Allie?'

questioned my uncle.

"'Oh, uncle, I should like it so much!' I exclaimed, delighted at the opportunity I had wanted all my life.

"'Well, take it off my hands then,' came next. 'I've always hated the work and I'll be only too glad to turn it over to some one else.'

"I knew absolutely nothing about window decoration, but I had so many times made a bower of that little Western school-house when I was the Chairman I spoke of that I wasn't one to let slip by this chance

to do some real work along a line I knew I should love.

"I began by emptying the windows of everything in them. I didn't exactly make a bonfire of the stuff I took out, but I did cause it rapidly to disappear from my future premises.

"Before starting in on my new career I made my uncle promise not to interfere with any of my arrangements in the future. He acquiesced readily enough, and I have never had the least occasion to complain of interference on his part.

"Yes, I enjoy the work, immensely.

"No, I don't wish that some other clerk had it. It is 'meat and drink' to me. I am exactly in my element, and I believe that that is the only place for a person to be in—in the

work for which he is best fitted by Nature. Then he loves his business and it becomes a part of him—an essential part of his existence. I never was so happy as I am now, and I intend perfecting myself along this line. I take two good magazines on the subject and I read them from cover to cover.

"When I am not fixing the windows I am otherwise busy about the store or assisting my uncle at his book-keeping.

"Sometime I will tell you about some of the windows I have trimmed that seemed to take especially well with the townspeople and the country folk alike."

Nothing takes the conceit out of a stuck-up man like a hold-up.

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THE OPEN FORUM.

In Which to Make Enquiries and Ventilate Complaints.

Texarkana, Texas, July 30—Your letter of July 23 received, stating that you would cheerfully give space in your valuable paper to some facts concerning the largest, grandest and most resourceful State in our grand Union. Before beginning my description I want to say that your letter has the tone of a Northern man, broad-minded enough not to allow the feeling of animosity towards the Southland to prevent the truth from being put to your many subscribers, and such generous treatment is appreciated by all Southerners.

Texas is so vast in her domain that she almost pokes her nose into Southern Colorado and laps the borders of Oklahoma, Indian Territory, Arkansas and Louisiana, bathing her feet in the Gulf of Mexico and spreading her arm for a thousand miles on the borders of Old and New Mexico.

From Texarkana, the gateway to Texas—and I say this because there are nine roads in here to El Paso, across the central portion—it is only 864 miles. Her increase in population in ten years has been 36.04 per cent., while the average of the entire country, for the same period, was 20.07 per cent. Texas' population averages but 11.62 per square mile, while that of Massachusetts averages 348.92.

She gathers her strawberries at Point Isabel and ships them to her Northern realm and eats them with the snows of the plains, sweetened with the sugar raised and refined upon the plantations located in her central counties. She feeds the frozen North in January with her cabbages, tomatoes, berries and vegetables and shelters the tourists in her warm bosom with the refreshing and mild breezes from the Gulf of Mexico, aided with her usually clear and sunshiny days, so peculiarly her own. She does not permit her sons to harvest and toil three months in the year and hibernate for nine, but softens and sweetens their burden twelve months out of the year to labor and toil in the fields, while our Northern brother wades his snows and clears his sleet away. When we stop to think of the sections peculiarly adapted for the growth of different products, we turn our face to her extreme western point, El Paso, noted for perpetually blue skies and an atmosphere so clear and pure that one sees mountains many miles away, to be deceived into asking if it is only a mile. Here is where she raises her sugar grapes and dainty apricots and thousand of acres of alfalfa, nestled on the banks of the Rio Grande, fed by her intermittent waters, babbling through narrow canals and percolating into that light sandy loam which has existed for centuries, without giving her richness to our countrymen. Such is Texas, traveling East, until you reach her plains in the central west, reaching north and south, where the cowboy and his herds of thousands of cattle—years ago with horns like arms of giant men, but to-day as short as the arms of our wee boys, from the brindle roan and the spotted to that rich blood red and those clean white faces that show the hand of progress; from the scrubby, dirty, horny ram to the fleecy Cotswold and the Southdown; from penny wise and pound foolish to dollars and cents. When we leave the plains and stop to catch our breath a little further east, where the soil is black as midnight and many feet deep—so rich that the Buffalo hid himself in the grass, and drank the clear waters from many streams—we find King Cotton "stalking" the fields in so great a number that Texas has held the honor of raising more of the white staple than any other state and almost one-fourth of the entire American crop. To this she adds and excels in oils, manufacture

of lumber and cattle, as well as boasts of having left for our Northern brothers for a mere pittance of its real value 147,867,000 acres, only furnishing her products from the cultivation of 20,000,000 acres. She can husband the entire eighty million people of the United States and care for them more comfortably than the State of Rhode Island. She has only 265,780 square miles.

Let us travel a little farther south-east, where the boll weevil has robbed us of millions and set the honest farmers in the rich bottoms of the Trinity to frantic efforts to exterminate it, with some hope through the assistance of Uncle Sam and the Guatemalan art of success. We find hog and hominy flourishing like a green bay tree, tobacco promising the equal of the Cuban leaf, potatoes, fruit, vegetables by the trainload and sugar by the ton. With a seaport in her midst, excelling any other in the United States in cotton shipments and bituminous coal, to be found in fifty-two counties and an area of 1,000 square miles, indicating large deposits of iron ore, some of which are now being converted by large smelters into pig iron of the finest quality, and her rich deposits of gold, silver, copper, quicksilver and graphite, building and fire clays—she is delivering millions each year to the wealth of her countrymen.

Let us not overlook North Central Texas, where we get the staff of life in its millions of bushels of wheat, oats, rye and barley and alfalfa and, last but not least, Northeast Texas, where immigration, in their eagerness to raise cotton and corn in the black lands of Central Texas, went through with their noses turned up, but to-day the eye of all America is realizing that no country is her equal for profit in peaches, there being 275,000 acres in orchards of the Elberta variety. Stop and think of lands worth from \$5 to \$10 per acre producing \$200 in peaches, \$100 in potatoes, \$250 in strawberries, \$150 in blackberries, \$100 in early June watermelons and canteloupes, \$20 in corn, \$30 in cotton, \$60 in alfalfa, fuel at no cost to farmers and no snow to contend with, the purest of water, the most delightful climate, with roses blooming all the year, within seventeen hours' run of two markets, St. Louis and Kansas City. Shake off your bear skin coat and come and see us! M. C. Wade.

Kalamazoo, Aug. 1—Will you be so kind as to allow me a little space in a column of your valuable paper, that I may free my mind concerning autos running on our roads? I do not suppose the autoists will consider my fears of any account or worth noticing, but I like to drive out occasionally, and it is not very pleasant to be expecting to meet with a demon—that is what they remind me of—and the fear of being hurled into eternity is not very pleasant. If not killed, we may be injured for life and have to suffer everything. It sometimes relieves a body to speak what he thinks, although it may not do any more good than for a dog to bark at the fast mail train; but at the same time the dog has the privilege of barking, which seems to have a tendency, in a way, to relieve him of those pent-up feelings.

Sometimes the autoists do not always notice the uplifted hand of the lady driver, and push ahead, as much as to say, "Clear the track for I am coming!" Therefore the driver of a horse has got to make a speedy effort to get out of the road and give the auto the right of way or be killed. I have stayed at home from church for fear I might meet one. My neighbor and her daughter were returning from church last summer and, as they came around the bend in the road, their horse became frightened, stopped and trembled like a leaf, for lo, and behold, there stood an auto in the middle of the road, the occupants sitting with ease and comfort in their horseless vehicle,

viewing the scenery at their left. It is a fine view, I know, and I do not blame them for admiring the beautiful landscape, but I think they ought to appear in a way that will not frighten horses. The horse ought to have the right of way; they were here first, and ought not to be driven off by automobiles. The ladies were obliged to alight, turn their horse around and drive back to the farm on the brow of the hill and wait for the auto to pass. Why can not the autoist turn around and get out of the way and let the horse keep the road?

It is a pleasant drive from my place to Kalamazoo, and I would like to go, but I experience so much fear of meeting them that I am afraid to venture. Some say to me: "Send by mail." Can a dentist extract teeth by mail or fit a plate? A dentist will not come to us. We have got to go to him; but I do not like to go in fear and trembling. It is bad enough to dread the dental chair. If the automobiles will build a road of their own I will guarantee they will not be frightened off by lady drivers and horses. It is not safe for a lady to drive in front of a store and wait a moment when those machines are passing and repassing. Had it not been for the kindness of the groceryman once when waiting there I do not know what I would have done; I think I would have expired with fright. Some tell me not to ride with the top up. What is a buggy top for if not to protect us from the hot sun and storms? There certainly is no pleasure in riding in the hot sun with the top down. Sister drivers, I am with you with my shoulder at the wheel, now let us push altogether and get the wheel started. J. L. D.

The Hardware Market.

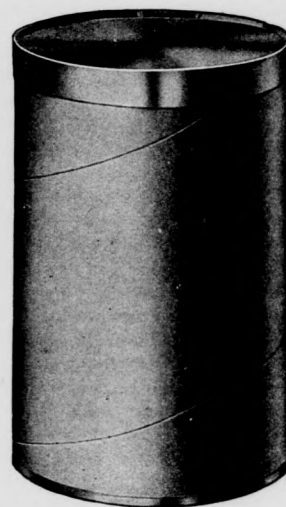
Although the hardware market is passing through the usual summer stagnation in general lines there is still a moderate demand for the so-called season goods upon which prices have not been shaded to any appreciable extent. A few enquiries were noted last week for edge tools, but the volume of business in this line was limited. There is, however, a marked disposition on the part of buyers to take advantage of the present weakness in wire and cut nails by ordering fair-sized quantities of these products at the reduced prices at which they are offered by many of the mills and jobbers. Concessions amounting to 5c and even 10c a keg have been made on these goods in order to reduce accumulations. The volume of business as a whole is no smaller than that for the corresponding time last year and as soon as the vacation season is ended and general business begins to improve, it is believed that a satisfactory demand for hardware will ensue. Already there is a slight enquiry for a few lines of fall goods, such as skates, snow shovels and strictly winter lines, but a large de-

mand is not expected until the last of this month or the first of September.

With the expiration of one of the patents on cement-coated wire nails many nail manufacturers are beginning to make these products, which are considered more desirable in the construction of boxes, crates, kegs and barrels, because of their greater holding power. These nails are sold by the keg and not by the pound, as by most other varieties of wire nails. They are offered by the mills at the same advances as the smooth wire nails and weigh about 70 pounds to the keg. The local jobbers sell them in small lots at \$2@2.10, base. Their comparatively light weight per keg is accounted for by the fact that they are from one to two gauges smaller and shorter than the regular wire nails. The process of coating them is said to cost less than 5c per keg and the present manufacturers assert that there are the same number of these coated nails in each keg as of smooth wire nails.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - AUGUST 3, 1904

### THE COMING CRISIS.

A caricature of the meat pack-  
house strike presents two giants, one  
of which is the meat trust, and the  
other the striking workmen, hauling  
on the two ends of a rope, which  
stands for the waist of an individual  
who represents the public, and who  
is being squeezed to death between  
the two.

This cartoon represents the gen-  
eral condition of the people at large in  
every class strike. If only the two  
classes at issue would fight their con-  
troversies out between themselves  
without making the people at large  
the chief sufferers, it would matter  
little, since if the contestants were  
only hurting each other they might  
keep up the fight indefinitely. Un-  
fortunately, the people not pecuniari-  
ly concerned with either party to the  
conflict are commonly the worst suf-  
ferers.

There are 29,000,000 workers of all  
classes and both sexes in the United  
States, and while not more than  
100,000 can be engaged in the strike  
controversy, all the others of the  
people of the United States are  
forced to pay higher prices for their  
daily food on account of the strike.

The organization of the workers of  
various classes into trades unions has  
been going on for years. For a time  
there was no organization among the  
employers, and they were nearly al-  
ways at a disadvantage in a strike.  
Since then employers have formed  
organizations to resist strikes. Er-  
nest Poole, writing in the World To-  
Day, recites at some length the up-  
growth of organizations on both  
sides.

According to his statement, in 1897  
the American Federation of Labor  
had 265,800 members. In September,  
1903, it was receiving per capita dues  
on 1,745,270, and this number repre-  
sents at least 2,500,000, for it is an  
undisputed fact that in the average  
local unions not over two-thirds of  
the members are paying dues at one  
time. To this number must be added  
the 500,000 in unions like the Ameri-  
can Labor Union, unaffiliated with  
the Federation. John Mitchell claims  
that there are 3,000,000 union wage-  
earners in America and that they  
are entitled to more consideration  
than the other 26,000,000 workers in

this country because they "have plac-  
ed themselves in a position of ab-  
ject obedience to their leaders for the  
good of organized labor as a whole."

Until recently the power exerted  
by these labor organizations was  
enormous. If the strike of a partic-  
ular class of workers failed to ac-  
complish what was wished, it was  
possible to call out the workmen of  
many other affiliated classes in what  
is known as a sympathetic strike, so  
that half the industries of a great  
city could be brought to a full stop.

Then it was that employers in the  
great cities began to form protective  
associations. The Chicago Employ-  
ers' Association has a membership of  
50,000. The National Citizens' Indus-  
trial Association, formed of a com-  
bination of the various local associa-  
tions of employers, has asserted the  
claims of its members to manage  
their business without outside dicta-  
tion, and has set itself to maintain  
those claims as put forth in a de-  
mand for the open shop, which means  
the right of employers to operate  
with union or nonunion labor at  
their pleasure.

Of course, the greatest number of  
the workers in cities are outside of  
the unions, but as they have no or-  
ganization they are powerless even  
to defend themselves against the  
violence to which they are so often  
exposed when they attempt to work  
during a strike. Formerly it was the  
rule when a strike was settled for  
one of the conditions to be that the  
"scabs" should be discharged, and the  
consequence was that the non-union  
men always occupied a thankless and  
helpless position; but the open shop  
doctrine of the organized employers  
implies an obligation on the part of  
the employers to protect the men  
who have been faithful to them, with-  
out regard to the union.

The objects of the labor unions are  
to put up and keep up wages, to re-  
duce the output of the individual and  
to maim and murder non-union  
workmen. Every other considera-  
tion is subservient to these, and here  
lies a difficulty which they have found  
no means of overcoming. Possibly  
all the non-union men could be  
brought into the unions, but it would  
be necessary to give them some as-  
surance of securing work. When  
there are more men in the union  
than can secure regular employment  
some of the regulars must lay off  
at least one day in the week in order  
to give the unemployed opportunity  
to earn something; but if all the  
men in a particular trade were taken  
into the union, the number of the  
unemployed would be too great to  
be handled. By consequence it  
comes about that the number in a  
union must be limited to the work  
which is available.

In the heat of the labor controver-  
sies that have been so common in  
Chicago, many of the laborers of the  
lowest class have been organized. In  
Chicago, according to the writer men-  
tioned, 100,000 Italians have been  
brought into the Federation of Day  
Laborers; the Lithuanians in the  
stockyards are gathered in by the  
National Butchers' Union; the Bo-  
hemian tailors by the National Gar-

ment Workers' Union. Of last year's  
half million labor union recruits  
two-thirds were drawn from these  
classes. Says the writer mentioned:

On the other hand, the greatest  
employers in the land—the coal trust,  
the steel trust and the railroads, who  
use millions of these cheapest lab-  
orers and who must keep down their  
wages—strike back at the union by  
bringing in fresh millions of immi-  
grants from Europe. "The immigra-  
tion ring" is steadily gaining noto-  
riety. In the nine months ending  
March 31, 1904, one hundred and thirty  
thousand immigrants have pour-  
ed in from Austria-Hungary alone.

Although these immigrants make  
the slums in our cities and the hov-  
els in our towns, they are highly de-  
sirable to the coal barons and the  
steel-mill managers, just as the  
Italians are to the railroads. Their  
immigration is unquestionably stim-  
ulated and unnatural. It is promoted  
by the English ship trust and the  
Hungarian government, the other  
two members of the ring. While in  
Chicago the union organizers are  
spoiling the immigrants for employ-  
ers by teaching them to demand  
higher wages, the ring in Europe is  
gathering more immigrants through  
thousands of agents who are paid  
so much a head to send peasants to  
replace and demoralize the newly  
unionized immigrants.

Where these immigrants come  
there the slum must remain, for their  
starved ideals and standards demand  
no higher living. The Hungarian  
laborers who make here but \$1.50 a  
day, last year sent \$30,000,000 back  
to Hungary.

Instead of getting together, as phi-  
lanthropists have constantly hoped,  
because it would be to their highest  
interest to do so, employers and em-  
ployees are getting farther apart. The  
two parties most concerned, so far  
from seeking harmony and mutual  
concession and peace, seem to be  
lining up on opposite sides, as if for  
a desperate and decisive trial of  
strength. Like all warfare, the cost  
will be enormous, and the losses, even  
to the victors, will be immense. The  
struggle will go into politics, and it  
may be carried to the extent of  
widespread violence and bloodshed.  
That, however, is a state of affairs  
that is still distant in the future.

The only strike that would be the  
most serious and calamitous of all  
would be one which should cause the  
complete stoppage of all the rail-  
roads in the Union. Interior com-  
merce, which distributes the food  
products and other necessities of life  
throughout the country, brought to  
a full stop for a month, would cause  
the most extreme suffering, and even  
starvation in the great cities. It is  
to be doubted if there is one in  
which there is food for ten days for  
the inhabitants and those dependent  
upon them. A cessation for a few  
weeks of all railroad transportation  
would work enormous personal mis-  
ery, as well as disturbance to busi-  
ness.

One man's righteousness does not  
depend on his ability to prove an-  
other's wrongness.

### GENERAL TRADE REVIEW.

The reaction of last week in the  
Wall Street markets is being follow-  
ed by as decided a revival in all lead-  
ing lines. That this revival should  
occur in the face of continued and  
increasing strikes and the coming of  
midsummer shows that the depression  
was owing to foreign complications  
and that the underlying strength of  
the country's trade is sufficient to  
keep the general movement upward  
even through local troubles that  
would usually account for reaction.  
The vast distribution of money in  
the hands of American consumers is  
the potent factor in our domestic  
trade and as long as this continues  
demand and prices must keep up. Of  
course transportation companies and  
speculative interests are watching the  
advancing crop season with great in-  
tentness, and as reports give assur-  
ance of no possible widespread dis-  
aster in the producing field the ap-  
proach of autumn brings the utmost  
confidence.

The most serious disturbing prob-  
lem, apparently, is the labor situation.  
More and more as continued aggres-  
sion on the part of the unions be-  
comes unbearable employers are  
"calling the turn" until the disturb-  
ances are becoming really more of  
the nature of lock-outs than of  
strikes. Thus in the stock yards con-  
troversy the employers are insisting  
on the open shop, which means the  
lock-out and destruction of the  
unions. In the New York subway  
disturbances the initial action is on  
the part of the employers, who pro-  
pose to put down the unions for vio-  
lation of contracts and intolerable ag-  
gression. The textile strikes in Fall  
River are on a different basis, as the  
employers made a definite reduction  
in the wage scale. They are better  
pleased that it was not accepted as  
the continuance of operation would  
have kept up the price of cotton  
above its normal level, as it has been  
for so long a time past. But gener-  
ally the disturbances are wars against  
the principles of modern unionism,  
which must soon bring it into popular  
reprobation.

Iron and steel industries are gain-  
ing at a rate which gives assurance  
that the steady progress of demand  
for railway betterments and the push-  
ing of local enterprise are without  
abatement. Building operations are  
being pushed at an astonishing rate  
in almost all localities. Textile  
trades are making a better showing,  
especially as to woolen products,  
which are more encouraging than  
for many months. Cotton is being  
brought to a more normal basis by  
the lessening of production and the  
prospect as resumption occurs is  
that this branch will be taken out  
of its long rut of depression on ac-  
count of undue cost of production.

The Chicago Chronicle asserts that  
there is enough peat within fifty miles  
of that city to supply it with fuel  
for at least 100 years, if properly  
dried and carbonized by electric cur-  
rent and compressed into briquettes.  
Sweden is said to be using 2,000,000  
tons of such fuel annually.



## INDUSTRY DIVERSIFICATION.

## What It Has Done for the Railroads and the Farmer.

Not long since the Wall Street Journal printed an article in which the writer sought to demonstrate that good crops are not so essential to the prosperity of railroads as formerly. On analysis it will be found that this is a mistaken assumption. It is true that a single bad harvest is no longer sufficient to embarrass the great trunk roads, but it is a mistake to assume that "the railroads of the country are becoming increasingly independent of harvest returns." Agriculture is still the backbone of the prosperity of the United States, and is likely to remain so indefinitely. Nothing would demonstrate this more completely than a succession of bad harvests. In that event many of the independent sources of income to the railroads would speedily dry up, and they would be in very bad case indeed. The American farmer may not be "the whole thing," but he is so important a part of the industrial machine that he can not suffer a serious injury without affecting all the running gear, and should his injuries prove permanent a collapse would be inevitable.

But while it is impossible to doubt that agriculture is the foundation upon which American industrial prosperity rests, it is likewise indisputable that the diversification of industry has made it possible for the American farmer to play the important part he does in shaping the destinies of the Nation. Had agriculture remained the sole or even the chief dependence of the American people, there must have been an entirely different tale to tell. Under such circumstances the settlement of the country would have been a slow and difficult process. Centuries might have been consumed in reaching results which have been attained in a single century, and the occupants of the land, when the work of filling it up was accomplished, would have been in a lower scale of civilization than that which they now occupy.

That this latter assumption is sound will not be disputed by any one who will take the trouble to compare the conditions existing in countries wholly or chiefly devoted to agricultural pursuits. Where the tilling of the soil is the main occupation of men, the elements that promote progress are missing. The homogeneous character of the population prevents the friction that acts as a spur to advancement. It requires the wedding of field and factory to produce that heterogeneity which all students of sociology agree is indispensable to the uplifting of the human race. Idyllic conditions may appeal to the sentimental, but their existence is always associated with backwardness. The practical man as well as the philosopher recognizes this, and while the poet writes bucolics they point out that most of the comforts of modern farm life are due to the diversification of industry, which has made accessible to the tiller of the soil the

major part of those things which render existence endurable.

In no country on the globe has the wonderful effect of the diversification of industry been made more apparent than in the United States. The area embraced within the American Union is so largely fertile, and its climate is so generally favorable to agricultural effort, that in earlier years of the nineteenth century there was almost a consensus of opinion that it would permanently remain a farming country and that its best interests would be subserved by producing foodstuffs and raw materials for other peoples less favorably circumstanced. Fortunately, however, this opinion did not prevail. There were some sagacious people who realized by enlarging the avenues of employment the country could be put in the same category with the leading nations of the world, whose commanding positions were gained and retained by practicing all the arts. Their counsels were heeded and a policy was adopted, the good results of which are made manifest in a hundred ways, but by none more strikingly than that referred to by the editor of the Wall Street Journal when he spoke of "the railroads becoming increasingly independent of harvest returns."

The refusal of the American people to put all their industrial eggs in one basket has produced the condition referred to by the Wall Street Journal. The phenomenal growth of population in a number of states which at one time seemed destined to remain distinctively agricultural is directly traceable to this determination. That these states can no longer be regarded as merely farming communities is evidenced by the census reports, which show that they occupy nearly as prominent a place in the statistics of manufactures, trade and transportation as they do in the tables devoted to detailing the operations of agriculture. Nine of the American commonwealths whose chief distinction a few years ago was their enormous agricultural productivity have developed a manufacturing industry the value of whose products in the census year aggregated \$3,959,993,495, employing 1,369,127 wage-earners. It is the presence of these latter which has made farming prosperous in the States of Illinois, Missouri, Nebraska, Ohio and Wisconsin. The percentage of people in Ohio engaged in farming pursuits in 1900 was nearly the same as that in manufacturing; and in Illinois the agricultural wage-earners only slightly outnumber the workers in shops. The simple statement of these facts makes clear why the railroads are apparently no longer dependent on good crops as they were formerly. The service performed by the transportation companies is now of a more varied character. The diversification of industry has caused cities, towns and villages to spring up, the inhabitants of which have more complex wants than those of a strictly rural population, and ministering to these helps to tide over periods which would otherwise be surrendered to dulness and loss.

While investigation will confirm the idea expressed at the beginning of this article that American railroads are really as dependent on the prosperity of the agriculturist as they ever were, and that their independence is only apparent, it will also thoroughly establish that the American farmer is as great a beneficiary from the diversification of industry as the transportation systems whose operations are no longer crippled by a single crop failure. Diversification of pursuits is responsible for the steady movement Westward of the center of manufacturing, a phenomenon which accounts for the extraordinary fact that while the major part of the product of the farms of the once Prairie States is consumed by the people inhabiting them, the railroads are enabled to ship the surplus abroad for an infinitely lesser rate than they possibly could if the communities they serve were wholly devoted to agriculture. It is because the railroads are permitted to earn large sums in handling the local traffic which the existence of manufacturing and trading classes creates that they can afford to make the cost of the long haul comparatively insignificant. It is the chain of manufacturing towns which now extends from the Atlantic to beyond the Missouri River that makes it possible to transport the grain of the two Dakotas to a foreign market. If there had been no diversification, had the country been content to depend upon agriculture, it is doubtful whether the fields of those States would be under cultivation to-day. Under the circumstances, it is remarkable that an occasional agriculturist is found who arrays himself on the side of those who contend that the policy responsible for diversification is inimical to the farmers' interest. Had it not been for the steadfast advocacy of such a policy by those who clearly perceived that the national wealth would be increased by an all-around development, the United States to-day would have been an unprogressive nation. It would no doubt have had railroads, but their chief work would have been to haul farm products to the seaboard and to carry in return to the farmer the meager quantity of foreign articles exchanged for them. Then, indeed, would the railroads of the country have been in the hazardous position from which the complexity of industries has rescued them, and the farmers would have borne the brunt of the losses sustained by the transportation companies through crop failures. Now these losses are so distributed that the burden is equalized. The local and miscellaneous traffic tides over the bad year or years and the farmer's future crops are not mortgaged to help railroads make up their deficits. That is what has been accomplished by the increase of population through the causes mentioned, and there can hardly be a question that the American farmer's gain from the development we speak of is as great as, if not greater than, that of the railroads or any other industrial class.

## City Men Outdoors.

A general and killing absorption in the business life was once the accepted theory of American activity. It is true that there is still tremendous stress shown by Americans in the pursuit not only of their business vocations but of their social avocations.

Yet the business man's summer vacation is getting to be more and more an accepted institution. The business man, says the August Century, manages to get longer periods of complete rest and recreation and he contrives, moreover, to seize upon any number of half-holidays and over-Sunday outings, especially in the warmer months. When he can control his time he gives greater portions of it than ever before to horseback exercise and to golf and kindred sports. The business man's family, instead of being satisfied, as of old, with a few weeks in a crowded hotel by the sea or in the mountains spends the whole summer in the country, as boarders in hotel or farmhouse, or as dwellers in a country place of their own, modest or sumptuous in accordance with their means and taste.

The city man's modern discovery of the country and his increasing use of it in the summer months have been subjects of comment now these many years. There has been discussion of its effect upon the city people themselves, and upon the country people into whose communities they enter; of its effect upon manners and morals; of its economic bearings and its relation to the abandoned-farm problem, and of the influence upon the nation of the greater mingling of people from various parts of the country.

With all this search for recreation and health, what with Westerners going East and Easterners going West, with Northerners going South and Southerners going North, summer and winter; with all this search for the opportunity to fish and shoot, or to enjoy social pleasures; with all this interchange of national advantages (for any and every climate can be found in the United States), one may look for an improvement in the public health and happiness, as well as for a dissemination of a knowledge of our own people and of our own country which ought to be decidedly conducive to an intelligent patriotism.

## Found Another.

A few years ago a well-known lawyer remitted, in settlement of an account to the publisher of a paper in the West, a \$2 bill, which was returned with the brief statement:

"This note is counterfeit; please send another."

Two months passed before hearing from the lawyer again, when he apologized for the delay, saying:

"I have been unable until now to find another counterfeit \$2 bill, but hope the one now enclosed will suit, professing, at the same time, my inability to discover what the objection was to the other, which I thought as good a counterfeit as I ever saw."

## DRY GOODS

### Weekly Market Review of the Principal Staples.

**Dress Goods**—The consensus of judgment is that those dress goods closely resembling men's suitings will be a factor in next season's business. There are few adverse opinions regarding this fact. When the general judgment is so unanimous regarding a single weave it is pretty certain to be accepted by the trade as a safe weave to add to the stock. For tailor-made costumes the effects selected are smaller than for the women's coats. It might be stated that these coats are expected to be quite the thing next winter. Another way to designate them would be to call them ulsters, for they are the length of the dress. The best dealers are anticipating a demand for these goods, some going so far as to predict a craze for them next season. For the long coats or ulsters plaids, in imitation of men's suitings, are at present considered strongest. As in suitings for ready-made garments, both worsted and woolen weaves are considered. The woolen materials are light in weight, and the small effects appear to be the most popular. The "extra" in either weight or pattern is not so well received. Heavy and rough effects have not up to the present date been seriously considered in the advance orders. The suitings in cheviot patterns are identical copies of men's suitings. The only difference is that they are much lighter in weight. These are expected to be used both for the dresses and for the coats or ulsters. For the long coats which so many are predicting for next fall five or six yards of suiting will be required. Orders placed for the above dress goods do not constitute the larger portion of the advance business. The distinct novelty is this weave for which moderate advance orders have been placed. For the trade that does not want the extremely plain weaves these suiting effects will allow a diversion. Some buyers believe that not all the trade will be satisfied with the plain weaves and accordingly will turn to something in mixed effects. For this reason some sidelines in the modification shown this fall are suggested. Those with the short nap and the high soft finish are not ignored. Merchants should not be too shy of zibelines, for many customers will want them. It is now pretty well assured that quite an amount of zibelines will be in demand for children's cloaks. Taken together with the use to which they will be put for dresses and also for cloaks for children a fair sale of zibelines is anticipated.

**Lightweight Woolens** — Panama cloths, wool batistes, veilings, voiles and albatrosses, plain and fancy, are found in a fair proportion in all fall lines. The vogue of lightweight woolens for winter house wear is

not a passing fancy, but is an outgrowth of the exigency of life in modern houses which are heated all over in winter to a regular tropical temperature. It has, therefore, come to stay and is recognized by all manufacturers and buyers in preparations for a prospective fall and winter season. The continuance of the vogue of all silk-and-wool mixtures, which is already evident in the current season, can be safely counted on for the coming one, as they are a prominent feature in the fall showing. Silk-and-wool crepes in a number of new weaves are shown, and in both plain and fancy effects, and eoliennes with Jacquard designs in new ideas will vie with the plain, rich, lustrous ones for supremacy.

**Wash Goods**—The colors which the trade is seeking in wash goods are not unimportant just now. Tans and champagnes are far and away the strongest colors with the trade. Blue also is in good demand. Tan is especially strong with city shoppers and is a favorite color in all prices of wash goods. The strength of champagne and its continued popularity is interesting. The early part of the season it was difficult to predict the position of champagne. No unity of opinion could be secured from dress goods buyers, some thinking that champagne had reached its climax of popularity last season and would not be so good this summer. But it is coming through the summer clearly a favorite. All stores are displaying conspicuously fabrics in the champagne shades. The stores catering to the medium trade as well as those of the better class display champagne materials illustrating the great popularity of this color. This fact is also true of tans, which are seen in the better class of stores and also in the popular department stores. In the stores seeking the patronage of the best class of shoppers onion shades of wash goods are more conspicuously shown. The various onion shades and tobacco browns appear prominent in the stock displays and also in the window displays. They are the popular shades of brown, and in the wash goods the brown appears for the ground with polka dot designs and splash effects in white. The windows that can display correct shades of these three colors are considered all right and the stocks which contain these three colors, namely, tans, champagnes and onions, have the correct colorings. It is noticeable that pinks and greens have been retired to the background by the prominence of the foregoing colors.

**Hosiery**—The quick changing of fashions, one style to another, is illustrated in tan hosiery. One retail buyer in a city department store relates that he had 200 dozen children's lisle tan hose last year which seemed to be in no demand. He had his help remove them from the reserve stock and offered them to the trade at 7c a pair, but it was next to impossible to sell them. Although that occurred only last year, this buyer says now it has been almost impossible to buy these goods in the market until recently. He says

he has wished he could supply his needs at the present time. The market has been short in this line of goods. From all sources the reports are that the demand for tan hosiery is good. Another encouraging feature reported by most hosiery dealers is that the sale this year in other lines has been first class. Few complaints are made by hosiery dealers.

**Gloves**—The glove business in hot weather materials has shown improvement during this week. Retail stores show considerable activity at the glove counters. Some of the mistakes in buying are seen upon the bargain tables and effort is being made to get the undesirable stock to the direct attention of the trade. This is a commendable practice and

deserves the consideration of other merchants who have not made a move to dispose of slow stock. Many women will buy at the bargain counter when they will not even look at regular and desirable goods. There need be no fear that a bargain table will "kill" the sales of seasonable and desirable goods. Bargain hunters want bargains. Give them a table of bargain stuff all the time. Merchants who can not conduct a bargain basement may have bargain tables. Interest in white gloves is slowly decreasing. One year ago the prestige of white gloves was supreme. "Ninety per cent. of the gloves sold last year," says one glove man, "were whites. There was nothing else to bid for favor. This year this condition is changed and

## Human Nature



Aunt Matilda

Aunt Matilda says: "A fair knowledge of human nature will enable one to dodge a good many sharp corners and steer clear of your neighbors' idiosyncrasies." You can bet your bottom dollar Aunt Matilda is right if she does make use of a few seventy-five cent words in expressing herself.

A clerk who throws a piece of goods before a customer and then starts a conversation with a girl in the next aisle as to the dress she is going to wear at the dance, and what "Clarence" said, etc., has a heap to

learn before she will be invited to step up to the office and witness a raise in her salary.

### Puritan Corsets

will sell themselves the SECOND time if fairly introduced the first time.

**Puritan Corset Co., Kalamazoo, Mich.**

## Remember

We carry a complete line of

**Duck Coats, Fur Lined Coats  
Corduroy Coats, Leather  
Coats, Mackinaws,**

and a complete line of Lumbermen's Supplies, and it would be wise to see our line before placing your order. Ask our agents to show you their line.

**P. Steketee & Sons, Grand Rapids**  
Wholesale Dry Goods

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



a demand is for colors." This demand of the public is somewhat of a surprise to the glove trade, which expected a continuation of the "white" vogue. A careful glove buyer says he is now selling as many colors as whites; that is, the demand for whites has steadily diminished until it only equals one-half of the business. This trend of the buying is due to the great popularity this season of the shirtwaist suit. The shades of browns and navies are especially prominent this summer, and when gowns are considered the shopper selects her gloves to match. Pongees, browns and grays constitute the conspicuous sellers. Tans and modes can be worn more generally than can white, and consequently combining the quality of service with style naturally meets the approval of shoppers. The suggestion is made that gray gloves will require buyers' consideration before many months. Already they are receiving the attention of advance buyers and greater interest in this color is expected. Some authorities predict a strong interest in grays either this fall or next spring. This suggestion will be well enough to keep in mind. Just at present the problem is to provide amply for the demand for browns and modes. In some shades the supply is short. There is a healthy request among the better class of customers for a good lisle glove. Many prefer a fine lisle to a silk glove. A lisle will outwear a silk glove almost if indeed not one to two. Besides wearing twice as long they are neater, more aristocratic. The more correct dressers wear lisle rather than silks.

#### Hat-Makers Busy on Styles for Winter Trade.

Hat manufacturers are extremely busy turning out fall goods and there is every indication that the rush will continue for some time to come. Shipments of goods to the more distant parts of the country have already begun. The traveling salesmen have returned from their trips and are now at their respective headquarters, where they will remain during the season, which has begun. They report a very satisfactory state of affairs existing in the retail trade and were most successful in their efforts of securing orders for fall.

A few weeks hence will witness the introduction of several of the special styles for fall hats, and other shapes will be placed on sale in rapid succession. At present little detailed information is to be obtained in regard to the styles of stiff hats that will be worn in the near future. The statements of a number of different hat manufacturers on this subject agree that the fall style derby will have the general effect of fullness in the crown and a brim that is pitched in front and rear and set up slightly at the sides. Each manufacturer will doubtless place on his hat a curl which best suits his ideas. In the matter of dimensions, the crowns will run from five and one-half inches to six inches in height, with brims two and one-eighth to two and three-quarters inches in width. There

doubtless will be the usual wide variety of styles and the usual quota of novelties in hats shown while the fall selling is at its height, but the consensus of opinion seems to be that a hat such as has been described will meet the greatest amount of popularity.

The subject of hat bands also demands consideration at this time of year. During the spring season a number of fancy bands were shown, the majority of which matched the hats in color and were rendered attractive by one or more black, blue or white lines running lengthwise through the center. It is now thought the plain bands in matched or contrasted colors will be popular for fall. Retailers who will visit the various markets this season will find that the manufacturers have prepared most attractive lines of soft and stiff hats for fall, and while the distinguishing features which each manufacturer places in his goods are to be noted, it will also be seen that there is a great similarity in the styles.

#### Rather a Reflection.

Dan Daly, the actor, who died recently, whenever he was idle in New York, had a great habit of attending Salvation Army meetings. He believed in the Salvation Army, and he contributed liberally to its support. Sometimes, too, he had interesting things to tell about it.

One evening, rather late, Daly and a commercial traveler entered the Fifth Avenue Hotel together. Daly, with a nod toward his companion, said:

"My friend and I were at a meeting of the Army to-night. The captain, after his address, passed through the audience, questioning the people. Coming to my friend, he said:

"What is your business, sir?"

"I am a commercial traveler," was the answer.

"And are you saved?"

"Oh, I'm all right."

"At this reply the captain, turning to the congregation, shouted in a loud voice:

"Hallelujah! A commercial traveler saved. God can save to the uttermost!"

#### Calls Up Childhood Memoirs.

She was a little tot of six or thereabouts, and the dinner was evidently to her liking, for she ate with a gusto and not much moderation. Finally her cheery countenance took on a look of pain, and she began to fumble with her chubby hands about the waist line.

"What is the matter, dear?" questioned nurse.

"My petticoat is choking me," she answered.

#### A Creature of Habit.

"John is the most regular man about his habits that you ever saw."

"Indeed."

"Yes. He never gets home before 2 in the morning. At least he never did until last night, and then he came home at 1."

"Well?"

"Well, I was so sure it wasn't him that I wouldn't let him in."

## President Suspenders



are  
splendid  
sellers

We carry a good assortment of them as well as many other styles and makes. Our prices range from 45 cents to \$9.00 per dozen.

## Grand Rapids Dry Goods Co.,

Exclusively  
Wholesale

Grand Rapids, Mich.

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

## 40 HIGHEST AWARDS In Europe and America Walter Baker & Co. Ltd.



The Oldest and  
Largest Manufacturers of

## PURE, HIGH GRADE COCOAS AND CHOCOLATES

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

Walter Baker & Co. Ltd.  
Dorchester, Mass.

Established 1780.

## WOOL RECORD BOOK

Most compact way of keeping  
Track of Sales ever devised.  
Represents the combined  
Experience of forty of the  
largest handlers of wool in  
Michigan.

Price, \$1 by Express

Tradesman Company  
Grand Rapids, Mich.

*If you have not seen the value of the  
Michigan Business University,  
Grand Rapids,  
You are not yet familiar with the best  
Michigan has to offer in the lines of  
Business Education, Scholarship,  
and Community.*

## RUGS FROM OLD CARPETS THE SANITARY KIND

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

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

## Freight Receipts

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

BARLOW BROS., Grand Rapids

**CHEESE RIPENING.****The Curdling and Digestive Action of Rennet.**

Chemical analysis of many cheeses in different stages of curing shows that the curing process consists principally in the change of a complex nitrogenous compound into a succession of simpler ones. Formerly it was supposed that paracasein was this complex compound, but discovery of the paracasein salts gives a better basis of explanation. The formation of paracasein becomes, not the first step in the curing process, but a preliminary step, followed by the building up of the paracasein salt of lactic acid, the most complex body found in cheese. With this complex nitrogen compound the curing process may be properly said to begin; and while we can not speak as positively on this point as on those which precede, our investigations indicate that the first breaking down results from the action of pepsin—a ferment contained in rennet—upon this paracasein salt.

The first action of rennet is to coagulate the milk and form paracasein. In this work its action is greatly hastened by the formation or the addition of a moderate amount of acid. This has been shown clearly by adding increasing small amounts of acid to sweet milk and noting the time required for coagulation with rennet. Each increase in the amount of acid shortens the time, the first increase most rapidly. When the amount of acid is one-tenth of 1 per cent. of the milk the coagulation is as rapid as is allowable in making good cheese. Any marked increase of acid beyond this proportion would tend to produce poor quality, as we have already shown. This emphasizes the importance of placing milk in the hands of the cheesemaker before any appreciable amount of acid has been formed.

When rennet was added to pasteurized milk, and cheesemaking and curing carried on under conditions which excluded the action of other ripening agencies, such as the natural ferments or enzymes in the milk when drawn and the bacteria normally present or added in "starters," the ripening processes were carried on to a considerable extent if a small amount of commercial acid was added. Many of the compounds formed under these conditions were identical with those found upon analysis of normal cheese at different stages of ripeness; and the changes progressed in the same order. The process, however, is not completed under the action of rennet alone. While the curd ripens so that it would be digestible and nutritious it does not form those compounds which give "nuttinness" or normal cheese flavor—the pleasant smell and taste which we desire in the article on our tables.

When a "starter" was used to give the necessary acidity to the milk, the ripening more nearly approached the normal and some "cheese flavor" developed. The biological factors—bacteria—introduced in the "starter" supplemented the purely digestive action of the rennet and gave, in some

degree, all the products found in a properly ripened cheese.

The changes in these cheeses were made under normal conditions and were therefore less marked than those caused by the same agencies under ordinary conditions. The heating necessary to pasteurize milk greatly weakens its power of coagulation, which chemicals must be used to restore; and chloroform was added in some cases also to prevent the growth of bacteria introduced in the manipulations of making. The effect of these additions would be to retard rather than to increase the amount of change. We are safe in saying that rennet performs a very important function in cheese ripening, but can not alone complete the ripening process and develop flavor.

Commercial pepsin was used in parallel series of tests to compare its effect with that of rennet. The results were very similar and the conclusion is inevitable that it is the pepsin contained in the rennet that causes the changes.

That the paracasein monolactate is acted upon is shown by its decrease, as found by analysis, with the increase of the compounds indicating ripening of the cheese. Also in the absence of acid—a condition which was quite perfectly secured in some of the cheeses made—the paracasein could not be changed to its lactate salt; and in such cases little, if any, ripening took place, even although the cheese was kept under most favorable conditions.

The importance of the acid both in influencing coagulation and in forming the soluble salt of paracasein has been shown. Back of the acid are the bacteria; for without their work in breaking down the milk-sugar there could be no production of acid and no formation of paracasein monolactate. We have also seen that the enzymes normally found in fresh milk—galactase and its associates—are not capable of carrying the ripening process to completion and experiments just discussed show that rennet or pepsin can not give us a properly flavored cheese, although either carries the process of ripening well toward completion.

Bacteria must come in here and carry the breaking down of products through to the formation of the compounds giving flavor. What these changes and final compounds are we do not yet know, but considerable progress in their investigation has been made.

The chemical compounds arising in the decomposition of paracasein monolactate have been identified in many instances and their relation to one another determined; but it is impossible to describe these in any other than chemical terms, for they are not materials found in free or pure state in nature, nor can they be compared in any way with familiar substances. However, the amount of these substances present at different times tells the rate of the cheese-ripening; and their variations measure the effect of changes in conditions under which cheese-curing is carried on.

# 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.**

For fifteen years I have worked to build up a

## Good Michigan Cheese Trade

I have it. Last year I manufactured at my own factories 25,462 boxes of cheese, 1,016,000 pounds, selling in Michigan 23,180 boxes, or over 91 per cent. of my total output. I solicit trial orders from trade not already using Warner's Oakland County Cheese. Stock paraffined and placed in cold storage if desired.

**Fred M. Warner, Farmington, Mich.**



**Observations of a Gotham Egg Man.**

New York and Philadelphia have made some gain in receipts this month compared with last year, while Boston has fallen behind and Chicago holds even. On the whole there has been a slight excess, but far less than was the case in June and May. And this decrease in fresh receipts in mid-summer tends to enhance the belief that the relatively light eastward movement of eggs during the late summer and fall, which had so important a bearing upon the situation last year, may be a permanent feature of the egg situation, due partly to a change in the method of marketing poultry and partly to the fact that a much larger percentage of cold storage holdings is now being stored in the East than was the case a few years ago.

Here in New York the egg receipts during the first two weeks in July made a very material decrease. In the week ending July 16 they actually, for the first time since March 1, fell short of the current requirements of our market and dealers had to go to the reserve stock in store to eke out a supply of the better grades. This naturally drew prices upward until some of the May and June storages could be taken out at a profit, and the result was an advance of 1¢@1½¢ per dozen in the entire list.

But later experience has given evidence that the decrease in our receipts was due as much to a holding back policy, and a diversion to other markets, as to an actual decrease in production; for as soon as our market advanced we began to get larger supplies again and in the week ending July 23 our arrivals again exceeded the quantity needed for current distribution. These more liberal receipts have continued to the close, but they have shown a deterioration in general quality and the proportion of fine to fancy eggs has grown smaller. This fact has resulted in a fairly firm maintenance of prices for choice qualities at about the level at which some of the storage eggs are available, while for all medium and ordinary qualities there has been a reaction, prices for such falling back fully ½¢@1¢ a dozen. A good many of the recent receipts have had to be sold fully 1¢@2¢ lower than was obtained for the same brands ten days ago, but this is partly due to a deterioration in quality.

I am inclined to think that there has been very little increase in storage holdings since the first week in July. Here there was a decrease during the week ending July 16, but it was offset by some further later accumulation.

The best information available leads to the belief that the country's storage holdings are fully 20 per cent. greater than at this time last year and this is certainly sufficient to throw doubt upon the ultimate outcome of the storage deal unless some abnormal conditions arise. If fall production should show an increase compared with last year in proportion to the excess of early production the result of the storage

deal would offer very little ground for encouragement under normal conditions of demand. But if, in spite of the heavy increase of spring and early summer yield, the later summer and fall production should fall to the low point of last year—toward which outcome the July movement seems to tend—the excess quantity in storage might be disposed of at reasonably satisfactory prices.

A new and very uncertain element has lately been brought into the situation by the labor troubles in the meat slaughtering establishments. These, by shortening the supply of meat and increasing retail prices, have a favorable effect upon the egg situation by enhancing the demand both for poultry and for eggs. The extent of this effect, of course, depends solely upon the extent and duration of the trouble and it is useless to forecast its effect upon the egg situation at present; if the strikes are soon settled it will amount to little, otherwise the consequences are likely to be very material for there is no meat substitute so quickly and cheaply available as eggs.—N. Y. Produce Review.

**Happy Outlook on the Farm.**

"I—I've bought a farm about ten miles out of town," said the man with the black eye, as he entered a lawyer's office.

"Exactly—exactly. You've bought a farm and you've discovered that one of the line fences takes in four or five feet of your land. You attempted to discuss the matter with the farmer, and he resorted to arms."

"Yes."

"Well, don't worry. You can first sue him for assault. Then for battery. Then for personal damages. Then he'll take up the matter of the fence and I promise you that even if we don't beat him we can keep the case in court for at least twenty-five years. Meanwhile he'll probably hamstring your cows, poison your calves and set fire to your barn, and you can begin a new suit almost every week. My dear man, you've got what they call a pudding, and you can have fun from now on to the day you die of old age."

**Origin of "Hobson's Choice."**

Tobias Hobson was the first man in England that let out hackney horses. When a man came for a horse he was led into the stable, where there was a great choice, but he obliged him to take the horse which stood next to the stable door, so that every customer was alike well served according to his chance, from which it became a proverb when what ought to be your election was forced upon you to say "Hobson's choice."

**Poor Consolation.**

"Madam," exclaimed Sapleigh, as a lady seated herself in a chair in which his new silk hat rested, "you have destroyed \$10 for me."

"Serves you right," she replied as she stood up and surveyed the wreck. "You had no business to blow in \$10 for a hat to cover a 10-cent head."

—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.

**SUMMER SEEDS**

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

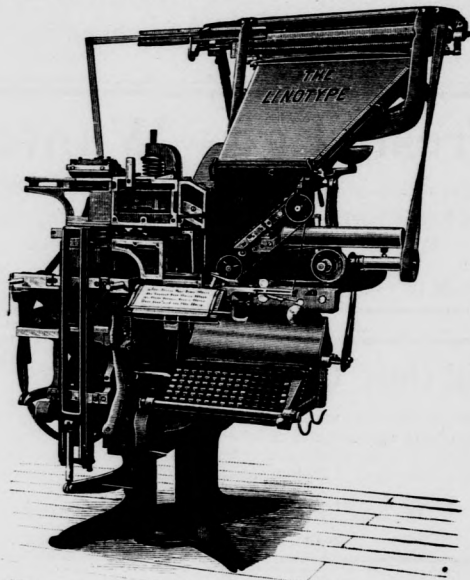
**POP CORN**

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

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

## ANOTHER MERGENTHALER LINOTYPE.

In April of last year the Michigan Tradesman discarded its Thorne type setting machine for a Mergenthaler Linotype machine. The business of the office has grown to that extent that it has been found necessary to increase the capacity for composition and on Thursday of last week an order was placed in Chicago for a duplicate machine. The machine was



received Saturday morning and on Monday afternoon following it was in perfect running order, turning out composition with almost as much rapidity as its elder sister. A description of the Mergenthaler machine was published on the occasion of the installation of the first machine fifteen months ago and in the meantime several thousand of the Tradesman's readers have called at the office and inspected the machine, which is pronounced by the Scientific American the most wonderful automatic machine ever invented.

## Valuable Hints on the Raising of Turkeys.

In raising turkeys it is very important to get good, strong, vigorous breeding stock, selecting the females from the earliest hatches and being sure to get those that have always been free from disease and whose ancestors are the same. If you start with diseased stock you may be sure that the same weaknesses will show in the young afterwards. Then in selecting the males be sure and get those that are healthy in every way.

I do not like one of those great big over-grown turkeys, but select one of the medium size and well rounded body, and big through the breast, which means good, strong, vital organs.

The mistake that many farmers make in selecting stock is to have stock of late hatching, which makes their stock weak all the way through.

Now, assuming we have good, strong stock to begin with, we must see to it that we do not get them too fat through the winter season. We would rather have them in quite a thin condition in the spring, commencing to fatten them up a little about the first of March, so as to get them laying about the first of April or the last days in March.

Accumulating the eggs at this season of the year is often a concern to most of us, for if the weather is pleasant the turkeys will be rather shy and liable to wander. To obviate this difficulty I wired off my small barnyard, keeping them in every morning until they had deposited their eggs in the barrel nests which I have arranged along the side in the interior of the yard. After they

have commenced laying in the barrel nests it is not necessary to yard them, for they always take to the same nest.

Now, in regard to hatching, no matter how you are going to do it, whether by hens or machine, be sure to make a wholesale job of it. The practice that many have of setting the hen as soon as they have a few eggs accumulated and doing the same thing again three or four days later is a great mistake, for by this plan you have young pullets of all ages and sizes, which makes it necessary to have two or three varieties of feed around, and it also means that the large ones will trample on and rob the smaller ones; but the worst feature of all is that when you go to market in the fall you will have a very inferior lot of uneven turkeys to sell, and will probably have to take from 1 to 3c a pound less than you would if you had accumulated and saved up the eggs as fast as they were laid.

I consider the turkey hens' time too valuable to keep them setting on eggs at this season of the year and consequently my hatching is done with an incubator, and when the pullets are hatched they are given to turkey hens. I consider this the only profitable way to rear turkeys.

I always get to them very early in the morning with some food. This serves to keep them from rambling as they otherwise would, but after the dew disappears and the weather warms up a little they should be taken for a supply of water, and it should be kept near them in such a way that they can not get into it and get wet. I use a little auto-

matic fountain made of galvanized iron. After they are given their liberty be sure to see that the supply of water never runs short. It will aid you in getting them home at night; and right alongside of the water be sure to have plenty of good, fine sharp grit and a dish of charcoal. Be sure that these articles never run short, for the turkeys will not be healthy without them.

After they are from six to eight weeks old they are ready to take to some kind of a perch. They will

generally do this in their own way, and after they get so they take to their perch nightly they are all driven to what I call the "turkey tree." I like to have them all together at night, for it is so much easier to protect them from their nocturnal enemies.

C. E. Matteson.

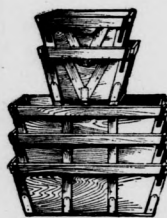
## No Corn For Feed.

Mrs. Jones, (to meat peddler)—  
Have you corn beef?  
"No, ma'am, I don't never feed my cows on corn."

## Built Like a Battleship

## STRONG AND STAUNCH

Always Neat And Hold Their Shape



The Wilcox perfected Delivery Box contains all the advantages of the best baskets, square corners easy to handle, files nicely in your delivery wagon. No tipping over and spilling of goods. Cheapest, lightest, strongest and most durable. One will outlast a dozen ordinary baskets. If you cannot get them from your jobber send your order direct to factory. Manufactured by

Wilcox Brothers, Cadillac, Mich.

## The Vinkemulder Company

## Fruit Jobbers and Commission Merchants

Can handle your shipments of Huckleberries and furnish crates and baskets

Grand Rapids, Michigan

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

## Wanted Quick, Rye Straw

Write us and quote us your best price, we will do our best to trade with you. Also remember us when you are in need of Hay Bale Ties, as we are in a position to supply you promptly at the right price.

Smith Young & Co.

Lansing, Mich.

## FLOUR

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

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

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

Also Receivers and Shippers of Fruits and Vegetables.

JOHN G. DOAN, Grand Rapids, Mich.

Bell Main 2270

Citizens 1881



# WON BY GRIT.

From Michigan Lumber Jack to Chicago Millionaire.

Said the head of an important machinery manufacturing industry, who could sign his name to several checks for \$100,000, and have none of them questioned: "I owe my success to pure grit and self-reliance. For a young man who is ambitious there is nothing like not being afraid to tackle a difficult proposition. When my opportunity came I took advantage of it, and, although I will confess that I did it tremblingly, I was thoroughly imbued with the idea that I would do my best and would succeed. I knew I had nothing to lose and everything to gain. If a young man just has grit and ambition, and will observe good habits, nothing can keep him down.

"I began my career, if you wish to call it that, up in the pine woods of Northern Michigan. I was only 17 when I left the farm in Ohio, but I was strong and willing and wanted to get ahead. I figured that if I worked hard a few years I could be able to get into a position where I would have things easier. And my theory proved true.

"Working in the woods in the old Michigan winters was no sinecure, I assure you, and many a night I have rolled into my bunk in the pine shanty where fifty or more others were housed, so tired that it took me a couple of hours to get rested out enough to go to sleep. And then it was up at 4 a. m. for another day just as hard.

"I worked one winter in the woods and, when the ice broke up in the spring and the snow had melted I naturally followed the course of my companions of the winter and journeyed to Muskegon, where I waited for something to turn up. Muskegon was a sawmill town in those days and a pretty lively one at that. When the boys came out of the woods each had quite a little sum of money, and then went through this by various dissipations in a remarkably short time. It is not necessary to say that I saved my money and lived frugally until I could get something to do. I managed to earn a little by odd jobs, enough to feed me, and I was not in need of new clothes just then.

"When the sawmills opened up in April I sought out one for employment and secured it. I was assigned to the engine room of the great institution, and it was there, in the capacity of fireman, that I took my first step up the ladder of success.

"There were two of us firing the big boilers and we had a pretty strenuous time. If it had not been for my work of the farm, and my hardening in the woods, I do not think I could have stood it. We burned edgings in those days, because it was necessary to burn up the trimmings from the lumber in order to get the refuse out of the way. As it was, the stuff accumulated so rapidly that it was dumped on to the bank of the river until the shore had been broadened a good deal.

"About the first thing I did was to make friends with the engineer. He

was a big, good hearted Irishman, and I guess he liked the interest I took in him and his work. The big engine kept him pretty busy during the day, so that it was necessary for him to make repairs, such as putting in new packing and the like, after the mill had closed down for the day. This gave me an opportunity that I was quick to take advantage of.

"The man who was firing with me had been engaged in that same work for the previous seven seasons and appeared to be perfectly contented with his humdrum life and had no ambition for anything higher. I, however, did not like the way in which I sweated in the broiling heat, and I saw plainly that the engineer did not have to do that sort of thing, even although he was kept pretty busy. He was not getting any kinks in his back throwing heavy bundles of edgings into that roaring fire. Hence came my ambition to become an engineer myself, and I took the first step in that direction by watching my boss, studying the machinery as well as I could and picking up what information I could.

"I soon learned what he did to start the engine, and I learned that he stopped it by reversing the process. I saw how he regulated its speed, how much steam he gave it, and, in fact, many other essentials.

"Then I craved to know more of the inner workings of the big engine, and the next time Mr. Engineer had repairs to make I told him that I would come down in the evening and help him. This sort of astonished him, for firemen as a rule quit at the sound of the whistle and made for home with scarcely saying 'Good-by.'

"So I appeared on the scene as soon as I had supper and found him busy. He had taken apart one of the valves and was busy repacking it. I threw off my coat, rolled up my sleeves and said:

"Let me hold that candle for you; you'll get better light."

"He said, 'All right,' and I picked up the candle and held it over him. Incidentally, I had an excellent opportunity to watch how he put that valve together. Then I watched him take the next one apart and saw how he repacked it, and when he was ready to put the parts together again I said:

"Now let me try and put that back, will you? It will be cooler and easier for you to hold this candle, and I'll be learning how."

"He fell into this, too, and I was soon busy. I sweated and toiled and made mistakes, but when that valve was back in place I knew how it had been put there.

"So I continued. Whenever there were repairs to be made I was there to aid the engineer, and I made myself popular with him and useful, too, aside from learning intricacies of the engine.

"I had been firing four months when an accident occurred. It was a terrible accident and it nearly cost the engineer his life. He was caught in a belt and whirled to the shafts above.

"I saw the accident with a thrill of horror, but I did not lose presence of mind. I rushed to the throttle and twisted it as hard as I could, bringing the machinery to a quick stop. We picked up my poor comrade more dead than alive, and a doctor was hastily summoned. The injured man was given every possible aid and finally removed to his home in a carriage.

"Meantime the mill had shut down entirely because the power was stopped. Nearly a hundred men were idle, and the President of the mill company was in despair. It was too late in the season to get another engineer from outside and there was none in the town.

"He was standing around the engine room, with a worried look on his face. He was a gruff, severe old man and, while he was sorry the accident occurred, he felt angry that it should have happened. As he was pacing up and down I knew what was troubling him. Finally I stepped up and, touching my cap, said:

"Captain, I'll run your engines."

"You! he said in amazement. 'Do you know how to run an engine?'

"Yes, sir, I do,' I replied, although my heart was in my throat. But my grit came to my relief, and I felt self-reliant. Then, too, I had run a small engine in a town near our farm, so I wasn't telling a whole untruth.

"He thought a minute, but, strange to say, asked me no further questions.

"Go ahead and start her up then,' was all he said.

"I turned on the steam again and the wheels began to whirl and the belts revolved. The great mill was in motion again.

"He stood around all the afternoon, watching me very critically and, although I was more or less scared, I did not lose my nerve and everything went smoothly.

"I do not pretend to say that I became an engineer in four months, but I knew enough to pick up what I did not know, and when I had any repairs that baffled me I stuck to them until I figured the thing out, even although it took until nearly midnight to do it, and I held my job right along.

"That's the way I got into the machinery business. I'll just finish the story by saying that I entered a machine shop, owned by an old man, who took a fancy to me and, after I had shown my ability, I was gradually raised until I was taken in as junior partner, and—well, I'm the head of the concern now.

"The best advice I can give to a young man is, 'Don't be afraid; have confidence in yourself; use your grit and your brains and you will succeed.'"

Frank M. Welch.

## GRAND RAPIDS FIRE INSURANCE AGENCY

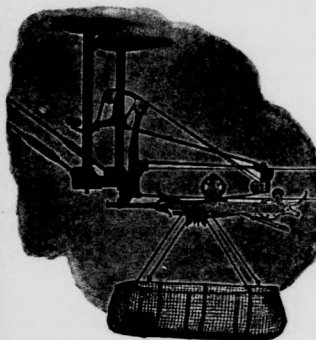
W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency



## Cash and Package Carriers

### Insure Perfect Store Service



They combine greatest speed, safety, economy of maintenance, and beauty of appearance.

Save time and steps.

Check all errors.

Prevent "shop-lifting."

No overmeasure.

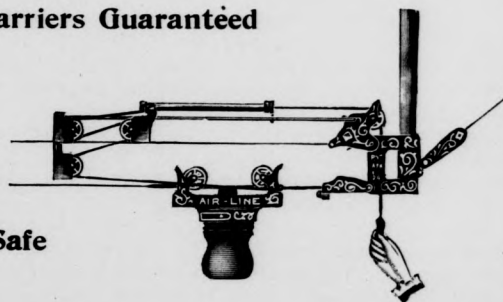
### Investigate

### All Carriers Guaranteed

Rapid

Strong

Safe



Air Line Carrier Co., 200 Monroe St., Chicago, Ill.



### The Hat and Cap Situation in Chicago.

Selling hats these days seems to be merely a question of whether it shall be splits or sennits, or both. There are wide differences in the experiences of dealers. On State street, with the highest priced trade, some of the stores report a run on sennits and others that the splits and sennits are going about even. The reporter, in the light of the fact that the stores handling the cheaper goods report that splits are selling at the rate of ten to one of the sennits, was curious to know why the difference should be the other way in the higher grade lines. The answer given at two of the leading exclusive hat stores was the same: This season men bought two straw hats. They led off with a split, and by the time that got soiled the weather got blistering hot and another hat was necessary. Desiring a change, they resorted to the sennit.

The other side of the story is interesting. Said one dealer: "I'm going to buy very moderately of the sennits next year. The way the split straws are going now seems to indicate that they will be good for another season. Why, a man would just as soon buy one of those rough straws of a couple of seasons ago as to buy a sennit now. It is splits and nothing but splits here." Another dealer who has done an immense business with the popular trade since the hot spell began said that he was selling splits at the rate of fifteen to one of the sennits. Similar expressions come from the handlers of the popular priced lines all over the city, although not in all cases so strongly expressed. At the same time the proportion of splits to sennits one sees on the street does not seem to be so unequal as some of these reports would indicate. The sailor shapes are the thing, of course, in straws, the soft straws having decidedly to go away back and assume a recumbent attitude in the presence of their more nobby competitors.

The manager of the hat department in a famous State street clothing house said: "We are reducing prices on all our straws now. I do not know what our competitors are doing, but that course seemed best to me. The last three seasons have been hard ones for the straw hat trade. The summer has been late and we have had practically no hot weather until after the Fourth of July. Had we had normal weather early in June, as we should have had according to the almanac, the straw hat business would have been immense and the dealers would have made a lot of money. Even as it is, we figure that there is a month or more left of the straw hat trade, for August is likely to show good results. Nevertheless, we are going to

clean out our stock as soon as possible.

"As to our felts, we sell some every day, both stiff hats and soft. At this season it is not necessary to keep this stock up to the mark we set for the fall and winter, of course. We are getting in some fall stuff now, but I don't buy all the stock as early as this. Our first fall purchases are confined to the staple, conservative styles, and later on, when I go East, I buy the 'freak' shapes. The bulk of our trade buys the staple, sensible goods. I can satisfy any ordinary man out of this stock, fitting him with a hat that will suit his style and one that he will be satisfied with. While all customers are desirable, the man who buys the 'freaks' and oddities is less desirable than the man who limits himself to staples. The latter, once pleased, is likely to be a permanent customer, but the former can never be depended on. He may see some shape in another store more outlandish than the worst I can offer him, and he straightway becomes a customer of that store, until some new 'freak' somewhere else catches his fancy."

The prices of straw hats now range from one dollar up, and run the whole gamut of prices. Panama hats are in considerable demand, too, and their price average runs from \$3 up, according to the seller's nerve and the value of the hat. In one store the writer saw, "Panama hats, \$1.98."

The wholesale hat men are having a good business and houses report fall orders ahead of this time last year. There are, to be sure, just now, some repeat orders on straws that help to swell the volume. All sorts of hats are selling, from the "freaky" ones to the more conservative ones, which form the bulk of the orders. The situation in general is similar to what it usually is.

The representatives of the soft hat and the cap houses are drifting into the city one by one and calling on the wholesale hat houses.—Apparel Gazette.

### His Chance Had Come.

"I think considerably more of human nature than I did yesterday," said the man with the eyeglasses, as his friend with the mercantile nose dropped in on him.

"What's happened?"

"I got on a street car this morning to find that I had no change. I had a \$20 bill, but, of course, the conductor could not break it."

"Well?"

"Well, he passed me along and said he would trust to my honesty to pay."

"And have you?"

"No."

"And are you going to?"

"No."

"Then how are you thinking more of human nature than you did?"

"Oh, I'm referring to my own nature. That is the first time I ever had a chance to beat a street car, and I'm congratulating myself on the fact that I'm going to take advantage of the occasion."

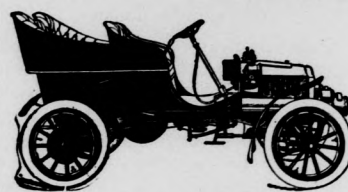


**99/50**  
—OUR—  
**NEW OVERALL**  
**\$4.50**

**DOUBLE & TWIST INDIGO.**  
**BLUE DENIM**  
**SWING POCKETS, FELLED 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.



### DO YOU WANT TO KNOW

about the most delightful places in this country to spend the summer?

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

Then write today (enclosing 2c stamp to pay postage) and mention this magazine and we will send you our 1904 edition of

### "Michigan in Summer"

containing 64 pages, 200 pictures, maps, hotel rates, etc., and interesting information about this famous resort region reached by the

### Grand Rapids & Indiana R'y

"THE FISHING LINE"  
PETOSKE: WEQUOTONING: MACKINAC ISLAND  
BAY VIEW: WALLOON LAKE: TRAVERSE CITY  
BARBAR POINT: CROOKED LAKE: NORTHPORT

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

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We Are Distributing  
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Paints, Varnishes  
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We solicit your orders. Prompt  
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GRAND RAPIDS, MICHIGAN



### Foibles and Follies in Fashions for Men.

Those who make a study of sartorial art now have a chance to see many of the fads, fashions and freaks which appear during any season, but more particularly in the summer, for it seems that then young men's fancies in particular will go to extremes that they do not think of in the autumn. Many of these new-fangled ideas can only come under the head of freaks. They do not and probably will not reach even the dignity of fads, much less of fashions. It is to be presumed that they were originated by some one with the idea that they might be a "go," that they might touch the popular fancy, and through it the originator would secure more or less glory. However, the average American man is altogether too manly to indulge in such flights of fancy collectively, and the efforts are confined to a few individuals.

One of the worst freaks this season is an outing suit, the trousers, of course, turned up. While the outing suit is of grayish homespun, the turn up is black. Now the designer of this may have thought he had struck a good thing. The turn-up on the trousers, of course, gets soiled and wears quickest, and if the color of the fabric is different from the rest of the suit, this may be renewed without materially changing the effect, but it is not likely that this feature will become widespread. Another incongruity was an outing suit and everything in keeping except the hat, which was a black derby. Now a derby can not properly be worn with an outing suit, which calls for a straw hat, a soft felt or a cloth cap. In summer the derby is more of a dress hat to be worn with a regular sack suit for business, but when it comes to recreation, a negligence hat should be worn. Another combination recently noticed on a cool evening was a sack suit and a top coat cut from the same material. The effect of this was a little peculiar, inasmuch as it was of a grayish mixture. At the first glance it seemed as if the man had on a frock coat of a not particularly good cut, but such was not the case; the top coat was nearly knee length and cut straight in the top coat style.

The popularity of brown is a commendable fad which should be encouraged, but some people carry even this to extremes and may by this means kill a good thing—for instance, a man wearing a brown mixture for his suit, tan shoes, brown top coat of a different material from suit, tan shirt, brown cravat and a brown hat. It is really carrying it to too great an extreme, particularly if, as in one instance observed, these various browns do not harmonize. The suit was of one mixture, the top coat of a different mixture, the shoes were of light yellow, and the shirt, cravat and derby hat of inharmonious tones. If one is going to dress all in brown, gray, green or any other general color scheme, the shades should harmonize. Of course, it is not necessary that every article should be

of exactly the same tone, but they should be of tones that go well together, otherwise not only is the color scheme spoiled, but the whole effect of the apparel is bad. Only a few people seem to realize the cool, comfortable effect of black and white or blue and white in men's clothing. A man dressed in a black suit of soft texture, black shoes and black cravat, white shirt, straw hat with black band, will look as cool and comfortable as any one could wish. The same is true of blue; the effect, in fact, is cooler and better than fancy mixtures, or than browns, for the latter is a warm color and really better adapted to the fall and winter.

As a general thing there is no very great difference between last winter's and next winter's styles, broad shoulders and deep-chested effects being especially conspicuous, concave shoulders, loosely built coats cut straight, modified effects in trousers in several ways. The manufacturing clothiers are nearing the end of their selling season, and from the goods selected from the samples by the retail houses it is evident that great faith is placed in the brown effects. Another feature is that the average grade selected is better than that of previous seasons. The highest priced clothing has been bought rather sparingly, but so has the lower priced. Medium and better grades are the ones that have apparently received the best call.

Long belted overcoats will be worn to a considerable extent, but just what this extent will be no man is willing to predict to-day; neither can he be certain whether plain fabrics or fancies will have the call. It is one of those things that must be left to the consumers to decide. There will undoubtedly be just as much variety in overcoats next winter as last, when almost anything was in correct style. There is one style, however, that has seen its best days and that is the frock overcoat. They will be worn, yes, but they will be considerably less popular than heretofore, except as dress overcoats. This is what they are in reality, and they will be confined more to their proper sphere.

Fancy waistcoats will be even more popular next winter than last. In fact, many of the best dressed men will have their winter suits made up without waistcoats of the same material, but will have two or three waistcoats of fancy fabrics to wear with their various suits. In this way they will keep a variety in their costumes that will be pleasing at all times.

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



## Buying For Looks

You've probably found that most of your women customers have their own ideas about style in a garment; the fact is most of them don't really know much about it.

They buy what looks right to them and trust you to see that it *is* right.

That's why the "Palmer Garment" is a winner in thousands of good stores; the buyers of it not only get good looks, but good quality; not only present attraction but permanent satisfaction, and future trade.

Are you selling the "Palmer Garment"?

## Percival B. Palmer & Co.

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

The "Quality First" Line

Chicago



### Features of the Collar and Cuff Market.

Naturally the blistering days of mid-summer bring a demand for low fold collars, which are the most sightly and sensible to wear when the mercury plays pranks. The form most favored measures about 1½ inches in front and about 1¼ inches in the back and has either sharp or round tips. The popular trade seems to be taking the square tipped collars, while in the upper class shops the round are faring better. This is in accord with the fixed principle of the haberdashery business that when a thing becomes popular it loses caste. Making minute distinctions of this kind may seem like splitting hairs, but collars are no more exempt from the evolution of fashion than shirts, cravats or any other article of wear on the market.

As far as can be judged the present is to be preponderatingly a fold collar season. Wings are in some request, but the fold is universal. This is as it should be. The fold has no place as a winter collar and the wing looks unwieldy and uncomfortable in summer. We have consistently advocated this pairing of shapes, because it means more sales and larger profits for the dealer. Variety is the spice of trade as much as competition is said to be its life. It is the maker who shows the widest range of good shapes and it is the dealer who keeps the biggest assortment that divide the business. Push folds in summer and push wings and all the other standing collars in winter and you will find sales climbing. The wing will undoubtedly reach the height of its vogue next autumn and large orders in anticipation of the demand are perfectly safe.

Vacation time is on the way in Troy and the factories will close as usual, some in July and some the first two weeks of August. There is abundant stock on hand to meet all summer needs and preparations for autumn and winter are well launched. There are problems of production that press urgently for solution, but as long as the dealer gets \$1.25 values and more for \$1.10 he is not likely to plague his head about the why and wherefore of it. We have discussed the quarter size puzzle in all its phases and there is little to add. Quarter sizes are holding their own, but they are not gaining measurably. Every manufacturer will supply them for the asking, but only one manufacturer is an out-and-out advocate of them. Whether the quarter size will encounter the rocket-and-stick fate or will become a fixture of collarmaking and selling is yet conjectural. The retailer, we fancy, and not the consumer, will ultimately settle the question. It is the retailer who can make or break quarter sizes.

Considering whole sizes, half sizes and quarter sizes, boxing by the dozen and half-dozen and advertising campaigns, aimed at the consumer in various sections, on behalf of all the leading collar brands, we think that the manufacturer is doing more than should be expected of a man in business for profit and not for pleasure.

The consumer is assuredly getting his money's worth and the retailer's profit is fixed, but the producer is face to face with a condition that taxes his resourcefulness to the utmost. Competition in manufacturing was never so keen and values were never so brimming, while wholesale prices were never so disproportionate to the cost of production. It is well for the retailer to ponder these truths.

Wings are not only the most comfortable cold weather collars, but also the most fashionable. Just what measure of favor the wing enjoyed last year may be judged from the fact that one of the two bigwigs of retaildom in New York did not show a fold collar in his window from September to March. A year ago there was much speculation as to the probable position of the wing in autumn sales, but to-day there is not a bit of doubt that the wing will outsell every other form, except in the cheapest trade. And with the vogue of the wing will come an increased demand for the other standing forms which have been rather slighted during the last season or two, the poke, the lap-front and the straight stander.

The stitching most approved is still the wide, and the tendency in the fine trade is to leave plenty of room in front for the knot of the cravat. An advantage the round-tipped fold has over the square-tipped is that it comes back from the laundry in something like its pristine form, whereas the square tips are pitilessly ground and pounded by the incompetent behind the iron. This problem of decent laundering is as old as Cheops and seemingly not any nearer solution. Will not some intrepid laundryman confer a boon upon his race and etch his name imperishably upon the tablets of fame by guaranteeing to his customer "whiskerless collars?"—Haberdasher.

### When a Man Is Paid For Knowing.

Mere hard work isn't going to bring anybody to a very brilliant result. What is required is intelligent application. Lacking the intelligence, what happens? One becomes a mere machine. The work which commands the smallest scale of remuneration is that which may be designated as "hard." Per contra, the minute one infuses intelligence into his activity, his services begin to rise in the scale of wages. The more thoughtful and brainy he gets, the more money he earns in a given space of time. In fact, he becomes practically independent of time; and is paid for "knowing;" for suggestions; for ideas.

### How To Do It.

Stringem—Say, do you want to get next to a scheme for making money fast?

Nibbles—Sure, I do.

Stringem—Glue it to the floor.

### Somewhat Egotistical.

Downing—Are you a believer in the survival of the fittest?

Uppson—Certainly; and I shall continue to be as long as I live.

A little learning is a dangerous thing—too much is equally disastrous.

**THEY FIT**

## Gladiator Pantaloons



**Clapp Clothing Company**

Manufacturers of Gladiator Clothing  
Grand Rapids, Mich.

## The William Connor Co.

WHOLESALE CLOTHING MANUFACTURERS

The Largest Establishment in the State

28 and 30 South Ionia Street, Grand Rapids, Michigan

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

Spring and Summer Clothing on hand ready for  
Immediate Delivery

Mail orders promptly shipped.

Bell Phone, Main, 1282

Citizens' 1987

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

## "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.



\$600.00  
Shirts to  
order  
3 for 500  
Tom



### Fantasy of the Future in a Midsummer Dream.

John Jones, head hustler for Fitem & Co., wearily threw himself upon the shady green bank. The fish wouldn't bite, but the mosquitoes would. The hot sun poured down on the lake, but the cool winds refused to come down from the high hills of New Hampshire. The green bank looked comfortable; therefore, John, who was looking for something easy after fifty weeks of hustling, dropped into it as quickly as he dropped onto customers in the busy shoe emporium.

And John enjoyed the peace and comfort of the spot. His mind sank into a contented frame, in harmony with his surroundings. His eyes closed dreamily. The gentle sighing of the pine trees over his head became to him the swish of customers passing in and out of the store. The tinkle of the cow bell in the neighboring field was the jingle of the cash register on a busy day, and the murmur of the brook was the thanks of a line of pleased customers. Everything seemed joyous, and there were happiness and prosperity in the emporium of Fitem & Co.

So John dreamed.

Time moved on swiftly as the weary but happy clerk slumbered, and many changes came to pass. First, John's peace was disturbed by a strange looking man who came sharply upon him, hopping along almost as if he were made of watchsprings. He was ugly looking, and he crossly demanded "a pair of pneumatics."

"We haven't them," replied John, who like a good clerk knew every shoe in the store, "but we have—"

"Wake up, then," surlily responded the ugly customer; "you're way back in the twentieth century."

Before John had time to think over this strange creature of his dreams another odd looking individual came through the door, but John identified him at once as a drummer. His glad hand and cheerful smile gave him away.

"Pardon me for interrupting your thoughts," the visitor began politely, "but I would like to show you some of our new lines. We can give you something unusually good. For instance, here is our new watchspring pneumatic shoe. It has been a big trade winner. It's standard goods, and well worth the money. Then, here is our latest, 'The Riser.' It has patented air chambers, which may be filled with either filtered air or carbon. It is a great trade winner among the health cranks, and the filtered air device appeals to them as the most sanitary shoe on the market."

"What's the idea?" asked John, mechanically, wondering what country he was in.

"Why, you must get up to date, my friend," went on the drummer

in a kindly tone. "Pneumatics are one of the best ideas in the twenty-first century trade. We sell millions of them. Wearing pneumatics is about the same as walking on air. The pneumatic heel and sole break the force of the blow of the step in walking, and they also save energy, especially our watchspring idea. The watchsprings lift the body with every step, so that a man feels like a winged Mercury. The carbon, being lighter than air, serves the same way. There's no better shoe on the market to protect the delicate nerves of the brain from rude jolts. I might mention that in Boston, where people have exceptionally large brains, they are now building pneumatic sidewalks, so that people will not jar their craniums as they walk along.

"But just glance over these goods and tell me if you have ever seen anything better. We use the finest paper for our stock, making it ourselves, and also raising our own trees. Our innersoles are of an especially tough bamboo paper which we import from Japan. We treat our paper with a secret composition which makes it both waterproof and air proof. Look at this for style. You'll notice that we do away with the clumsy thickness of the old fashioned pneumatic uppers and get right down to the natural, and graceful, lines of the foot. But between the lining and other stock of every one of our shoes is an air chamber which is a great boon to the wearers. It is a sure preventative of corns or bunions, and it protects the toes when tramped upon, and also from extremes of heat and cold.

"Now just closely examine that shoe, and if you tell me honestly that you can find anything better in the market for 13½ cents per pair net, then I'll give you a case."

"I'll think it over," answered John mechanically. Poor fellow, he didn't know where he was at. He felt lost, like a countryman who lands in New York for the first time. Paper shoes, with pneumatic soles and heel and pneumatic upper toes, all for 13½ cents per pair, were more than his tired mind could digest. "I guess the day of good old leather and my occupation have gone," he thought, "but this is vacation time, and I might as well slumber along."

As John slept on, a couple of crows came along and cawed and flapped their wings over his head. John stirred. The cawing sounded to him like the tooting of an auto horn. He looked up and there beheld a red devil of the skies, a flying machine. He was sure it was a flying machine, for he heard the whirring of its wings and propellers, though, in reality, the noise was but that of the old black crows flapping around.

"May we borrow your pump, sir?" said one green goggled individual, alighting from the aerial car, and entering the store, whose walls John's wandering mind had readily constructed. "We unfortunately forgot to blow up our shoes before we started. My, but it's cool down here after being so high up towards

the sun. We have just flown over from Chicago, and I don't know but what we had better take along with us a pair of shoes apiece. Ours are somewhat worn, and, now that we have stopped, we probably won't get to Paris until after the stores

are closed. What have you for good shoes?"

"We surely ought to please you," began John. "Fortunately we received yesterday some of the newest fashions from Brockton. We have a dandy russet oxford with the new-

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.

## This Is Our Oil Grain Cruiser

Takes the place of and is better than a boot; and is easier than a slipper. It combines comfort and utility with extra hard wear. And is the best moderate priced high cut on the market.



OIL GRAIN CRUISER

**Rindge, Kalmbach, Logie & Co., Ltd.**

**Grand Rapids, Mich.**

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

The upper is cut from the best Milwaukee Oil Grain. It is fifteen inches high and made either single or half double sole. It is especially good for hard walking in wet weather. worn under a heavy arctic. It is a splendid winter rig.

Made and sold only by



est auto toe. Or, if you would like a patent, we have here one of the latest narrow wide lasts, with the new toe swing. It's a handsome shoe, and the newest thing in New York."

"Oh, come in, come in, boys," shouted the would-be customer to his friends in the flying machine outside. "Here are some of the funniest things you ever saw outside of a museum or an antique store. Just look at those shiny shoes over there, like those grandfather wore. Look at the shape of those toes. Why, they must have pinched grandfather's toes harder than Jimmy Johnson hugged the meteor the other night when he banged into it. Look at those funny yellow things, too. Why, this is a treat."

"Kind sir, pray do not let our merriment disturb you. We came from the new century Chicago, and these twentieth century New York ideas seem strange to us."

John lay back again. He couldn't understand. Traveling from Paris to Chicago in a day, stopping to borrow a pump to inflate shoes, clinging to a meteor, laughing at the newest russets on auto lasts, and—"Well, this is vacation time," he mused, "and I'll give it up."

Next a strange peace fell upon the dreamer. All things about him seemed to glow. The pines took on a golden hue, and the land and lake about him seemed of rare jewels. Sweet music sounded in his ears, and he recalled the hymn of his Sunday school days, about the city with streets paved with gold. His roving mind again conjured up the emporium of Fitem & Co. in real life, and he stood within it ready to wait on customers.

The sun streamed dazzlingly full upon his face, but he saw only the city with streets paved with gold. The brook murmured, and the birds sang, but he heard only angels' voices. And myriads of these angels passed the store of Fitem & Co., but looked only with curiosity at its prize window display.

"They'll be back here before night," muttered John, "for they never can get anything down to Squeezem & Co.'s that will suit."

But as he turned away he noticed that not a single one of the myriad of angels wore shoes.

"Hurrah, this is the place for me," he exclaimed. "Nobody wears shoes here, and I can have a real vacation. This is sweet rest, and no nightmares of shoes will disturb me."

Then he slumbered more.

\*\*\*

It was late in the afternoon when a cow moored close by John. "Gabriel's trumpet," he exclaimed, "and I am ready. I've always been a good clerk," he went on. "I never was late in the morning. I never missed a day at the store. I never guaranteed a pair of patent leathers. I've never told a lady that her foot looked handsome in a No. 3 when she ought to have had a No. 5. I never sold a \$3.50 pair of shoes for \$2.98 and guaranteed them worth \$10. I never—"

Just then the cow moored again, and John opened his eyes and his senses returned. "Gee," he said to himself, "I've been asleep. I've seen pneumatic shoes, flying machines and even heaven. What a vacation! But I ought to be hungry after a trip like that. It was a mighty funny experience and I'll have to tell the boys about it when I get home."—Fred A. Gannon in Boot and Shoe Recorder.

#### Shoes and Rubbers in White.

White shoes have never been so much worn as they are this summer. All sorts and conditions of men, women and children, to say nothing of infants, have fallen in line on the white shoe. Shoe manufacturers and shoe sellers say that they are doing a driving business in both canvas and doeskin shoes.

Just why the white shoe is so popular is hard to say. In canvas it is undeniably cool and easy on the feet, but in anything it is difficult to keep clean and looks out of place in city streets. Then it makes the foot look large, as does any shoe of light hue. But it is here to stay until the frost runs it to cover, if appearances count for anything.

One fashion always calls for another, so the white shoe has created a decided demand for white rubbers. These are easily obtainable at any large shoe store and cost little more than ordinary black rubbers.

There was a time when one pair of black galoshes sufficed even the best dressed; but feet, as well as heads and hearts, have grown complex, and now the well groomed grownup or child must have white rubbers for white shoes, tan rubbers for tan shoes, gray rubbers for gray shoes and black rubbers for black shoes.

Who knows? In a little while rubbers of rainbow hue may appear.

#### Winter Food.

Rapid disappearance of coal from his bin alarmed Major Higgins, and he determined to trace it. He questioned the man who tended the furnace:

"Rastus," he asked, "where do you reckon my coal has disappeared to?"

Erastus scratched his head thoughtfully.

"Wal, suh," he replied, "Ah—Ah—Ah—Ah reckon dem squihels done took it."

"Squirrels? Take coal? Non-sense!"

"Yessch, squihels, Majoh Higgins. Dat was nut coal, suh."

#### How His Wealth Grew.

Ascum—Have you see anything of Jiggins lately?

Dr. Swellman—Yes, I just prescribed a trip to Europe for him this morning.

Ascum—Indeed? He's getting wealthy, isn't he?

Dr. Swellman—Well, I can remember when I used to prescribe for him simply a dose of sodium bromide for the same complaint.

Some folks glide through the world on rubber soles and then brag of the obstacles they had to surmount.

#### Didn't Tell It All.

A man was recently brought before the local police judge on a charge of burglary. The judge did not read the papers, but asked the prisoner:

"Well, Sir, what are you here for?"

"Your Honor, I only opened a clothing store, and this policeman arrested me," replied the prisoner.

"What does this mean, officer?"

the judge asked. "Is this man telling the truth?"

"He's telling the truth, all right, your Honor, but not all of it. He opened the store at 2 o'clock in the morning—with a jimmy."

Get to love your work and you'll find yourself going at it as a famished man does at a bountiful meal.

## 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.

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

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.**

## 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. Galf at 1.20**

NONE BETTER MADE

Agents for Gander and Woonssocket Rubbers—the leading brand

**Walden Shoe Co., Grand Rapids**

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

### The Evolution of the Shoe Salesman.

Half a century ago or less, before the dawn of this electric age, little importance attached to the vocation of the shoe salesman, or to that of the man engaged in selling merchandise of any kind. It was, as one has said, largely a haphazard, catch-as-catch-can, go-as-you-please business, with no guiding principles pointing the way to success.

But now things have radically changed. "The day of the plaid suit dude, the whisky drinker, the loud man generally, the day of the so-called merely 'good fellow,' as a salesman, has passed away. What the world demands and in many lines of business seriously needs to-day, is business men of real, solid ability as salesmen."

The modern idea calls for true salesmanship which, in its highest sense, is a science and an art—a science because of the many deep principles and complex laws involved; an art because of the talent and skill required in the application of those laws and principles to effect a desired end.

Is, then, the ability to sell shoes successfully inherent, just as the talent to paint a picture is born in the artist? Perhaps that is true in the idealistic sense, but many are succeeding reasonably well who can not boast of genius. Anyone endowed with a fair degree of intelligence, plenty of common sense, a little sagacity, supplemented by an unflinching perseverance, ought to develop into course, the work is congenial to him.

Such a man, possessing the common virtues and bearing the stamp of sincerity and honesty, will have the power to influence people, which is the secret of salesmanship. The man who can reach the will, who can create a desire in his customer, is the man of value. The dolt can hand out that which the customer has already resolved to purchase; such is not salesmanship, but only the automatic process of vending.

The primary essential of salesmanship, as in any other line of achievement, is that indispensable force called energy. It is the active, wide-awake salesman who heads the list. To be successful he must be a hard worker, not only with his hands, but with his head. He must go below the superficial part of his brain—must stir up his mental soil. The unthinking salesman makes his profession automatic, robbing it of its real life and soul.

The model salesman must be a man of ideas; he must acquire a thorough scientific knowledge of his stock. A knowledge of human nature, too, is almost as indispensable as a knowledge of the shoes he sells. Some customers can be driven, others must be led; some must be talked to, others must be allowed to do the talking, etc.

One should study well the law of suggestion, being able to quickly judge the customer's tastes and fancies, then hasten to supply the demand. He must possess tact; that faculty of the mind which gives quick perception and ready discern-

ment; must cultivate good judgment, that operation of the mind which enables him to decide things wisely and correctly.

The ideal salesman will possess self esteem, which is a very practical virtue, as well as one of ornament to the character. Belief in self is necessary to the best attainment in any endeavor, but the employe must carefully guard this healthy condition; he must use good sense—the best preventative against that disastrous disease known as the "big head."

The wise salesman avoids self-consciousness, yielding himself up completely to his customer and the article of sale. He exterminates the personal pronoun "I," and parades judicious ideas instead of egotistical improprieties.

When a salesman consents to serve a customer, he, for the time, forfeits all personal rights. In other words, he belongs to that customer, as much as does the merchandise after it has been paid for; that is, his time, his attention, his experience, all that he possesses, the customer is entitled to; he is paying for them as well as for the article of sale. This is self-surrender.

The value of cheerfulness in any event can not be too highly estimated. Self-mastery is placed at a high premium always. It makes no difference whether the customer is disagreeable in the extreme, or whether graciously considerate of the clerk's feelings; whether she buys a large bill of goods in a few minutes, or consumes an hour of his precious time without purchasing anything—it makes no difference with the master of his art, he should do all cheerfully and thereby compel that customer to carry at least one thing out of the store—a good impression, which will bear fruit in the future.

Other paramount essentials should characterize the ideal salesman, such as personal appearance, courtesy, etc. A strong personality is an enviable gift and all can not possess it since it is an attribute of nature. But one thing which all may possess is a good personal appearance, which is indispensable in modern clerkship. It is the first duty of every person serving the public to regulate his toilet and dress in the very highest degree of consistency. The influence of this essential weighs mightily; it serves as a splendid preparative for the customer's mind; it makes a lasting impression.

As to courtesy, there is nothing so cheap as this quality, and nothing more influential in business. The imagination has a legitimate place in the relations between customer and salesman. His attitude should be the same as if the customer were a guest in the drawing room of the salesman's own home. By ever bearing this in mind, all danger of unpleasantness is removed—he places himself in a frame of mind to engender courtesy in any emergency. Courtesy is a product of kindness, and kindness begets patience, which in turn is a crowning virtue.

The next office of the imagination is to put the employe in his employ-

er's place. It is proper and commendable for everyone to treat his employer's interests as his own; every conscientious employe will do this. Nothing will stimulate a high order of service calling out the best efforts like imagining that one's own capital is invested in the line of goods which he sells, or which it is his province to preserve.

The prudent salesman is an economist—he makes the most judicious use of his time, he utilizes just enough energy to accomplish his purpose, he rightly estimates the value of reserve force; he considers the value of the wearing qualities of salesmanship as he does the wearing qualities of a piece of goods. His chief aim is not to sell a customer to-day merely, but to make of everyone with whom he deals a customer for the future.

The efforts of such a salesman are not spasmodic, he is pursuing a steady and certain course to permanent success. It is not only the right but the duty of every salesman to place a high estimation on his vocation. He should regard it not as a haphazard position, but as a fine art—a profession, for such it is in every sense of the term.—Shoe Trade Journal.

#### Financial Diagnosis.

Patient—Do you consider this trouble fatal, doctor? You know my means are limited and—

"Well, as a rule, the patient succumbs to it after about \$2,000 worth of treatment."

### Pete the Postman



Pete the postman's pattering feet Are patiently pounding the hard paved street,

Therefore as able as any man To judge the shoes they call **HARD-PAN**. The willing verdict that he has passed Is "**HARD-PAN** shoes will always last."

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.**

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

### School Opens S—

Children need Shoes—need 'em bad.

#### "Michigan Boy" and "Triumph"

School shoes selected specially for Michigan children. Quality right—style right—price right—all right. Order now. Shipped quick.

**Waldron, Alderton & Melze**

Wholesale Shoes and Rubbers

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

### Do Not Isolate Yourself

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

**67,000 Subscribers**

to our system in the state of Michigan.

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

Inquire about our new toll service Rebate Plan

**Michigan State Telephone Company,**

**C. E. WILDE, District Manager, Grand Rapids**



### Why Americans Will Not Tolerate Parcels Post.

The long-winded articles emanating from the Publicity Bureau of the Postal Progress League hold up the Postal Department of the United States as the "most benighted of any civilized country." These articles extol at great length the progressiveness of the various foreign countries in delivering mail and parcels.

The English Parcels Post is asked for but at one-third the rate. Some features of the English system show these "Progress" people are either ignorant or wilfully misrepresent.

For instance, the English Postal Department have by their Parcels arrangement put the express companies out of business and replaced with a system that in this country would not be tolerated. Parcels mailed are allowed to accumulate at certain points until a certain quantity is reached, enough to justify a special hamper. This accumulation is then placed in the hamper and forwarded to a large city or the point of distribution, where they are finally sent to the party addressed.

As the territory covered locally is so small, about the size of Massachusetts, and the population so dense this does not require any more time than our express companies require in sending a parcel from New York to St. Louis.

But suppose our express companies should wait for enough eleven pound (or smaller) packages to accumulate to fill a hamper, after the fashion in vogue in England? Three months' time would be necessary to distribute parcels to some parts of the country.

Of course, the Progress crowd do not propose to have any such waits, but they insist that we pattern after this English custom at one-third price. They hold out the carrying charge as a good thing, but do not stop to consider the cost of carriage for a moment.

Yet the English P. O. Department is a money-maker. With an average haul of forty miles they are in position to do business for less than the United States with an average haul of 442 miles.

Notice their postal rates. Letters two cents per ounce. Books, monthly magazines and other periodicals one cent for two ounces. Daily or weekly newspapers one cent per copy, regardless of weight, for a period of seven days after publication. After seven days the rate is one cent for two ounces. Parcels at the rate of six cents per pound and two cents per additional pound up to eleven pounds. The parcels rate covers merchandise only and excludes books, magazines, etc., which must pay one cent for every two ounces.

For the year 1900-1 the English P. O. Department handled 168,000,000 newspapers under this rate for \$13,680,000, while the United States P. O. Department received only \$4,300,000 for handling over two billion papers.

The income from newspapers and magazines, computed at the English newspaper rate, would be \$22,067,-

915, which, in fact, is just about the cost of handling.

Now if the newspapers and magazines will support a bill increasing the rate of postage on their own product to say six cents per pound, enough to cover the cost of handling, reducing the letter rate to one cent per ounce, or cost of handling, and adjusting the rate on other classes so that every class of mail matter shall pay its own way no one will kick on the Parcels Post, for the rate will be such that no harm can result.

As it is the selling or advertising end is allowed a nominal rate. Add to this the privilege of delivering at a nominal rate as proposed by the Parcels Post crowd and you will have given such a subsidy to the mail order dealer as will enable him to vanquish the retailer over the counter by cut prices. After the retailer is eliminated the mail order dealer can adjust prices to suit his fancy.

A treaty is about to be ratified between this country and Japan covering the Parcels Post. This treaty limits the weight to four pounds six ounces as against four pounds for domestic parcels. The reason for this is that two kilograms are the limit set by other countries and the six ounces were conceded for uniformity in weights.

Article II reads as follows: There shall be admitted to the mails exchanged under this convention articles of merchandise and mail matter—except letters, postcards and written matter—of all kinds, that are admitted under any conditions to the domestic mails of the country of origin, except that no packet may exceed four pounds six ounces (or two kilograms) in weight, \$50 in value, nor the following dimensions:

Greatest length in any direction, three feet six inches; greatest length and girth combined, six feet; and must be so wrapped or enclosed as to permit their contents to be easily examined by postmasters and customs officers; and except that the following articles are prohibited admission to the mails exchanged under this convention: Publications which violate the copyright laws of the country of destination, poisons and explosive or inflammable substances, fatty substances, liquids and those which easily liquefy, confections and pastes, live or dead animals, except dead insects and reptiles when thoroughly dried, fruits and vegetables which easily decompose and substances which exhale a bad odor, lottery tickets, lottery advertisements or lottery circulars; all obscene or immoral articles; articles which may in any way damage or destroy the mails or injure the persons handling them.

The rate of postage is twelve cents per pound or fraction.

Although the parcels post is designed by the officials of the Post-office Department only for the exchange of small personal belongings, souvenirs, etc., merchandise is not excluded, and it is therefore necessary to provide a method of preventing smuggling or undervaluation. For this purpose the treaty contains the following provision in Article VI:

The sender of each parcel shall make a customs declaration, pasted upon or attached to the package, upon a special form provided for the purpose, giving a general description of the parcel, an accurate statement of its contents and value, date of mailing and the sender's signature and place of residence and place of address.

The parcels in question shall be subject in the country of destination to all customs duties and all customs regulations in force in that country for the protection of its customs revenues; and the customs duties properly chargeable thereon shall be collected on delivery, in accordance with the customs regulations of the country of destination; but neither sender nor addressee shall be subject to the payment of any charge for fines or penalties on account of failure to comply with any customs regulation.

Parcels post treaties with all foreign countries will be concluded in the year, but all will be on this basis. The Government is against the Parcels Post for purely business reasons, and while much pressure was brought to bear by influential men the decided opposition of the merchant trade gave the Government the courage to say no to the many overtures looking toward experiments.—Drygoodsman.

### Wrong Department.

A prominent New York physician tells this story at the expense of the modern craze for specialization in the medical profession: A poor woman from the East Side went to a nearby dispensary to ask aid for her little son, who had one of his fingers smashed with a baseball bat. At the first room where she applied she was told by a curt attendant that the boy could not be treated there.

"Wrong place," he explained, "this is the eye and ear department."

"Vere is der thumb und finger department?" enquired the woman, simply.

Don't strut around shop. Keeping one's dignity and perennially standing on it are two different things.

**PROGRESSIVE DEALERS** foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

# HAND SAPOLIO

**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.

# Piles Cured Without Chloroform, Knife or Pain

Indisputable evidence of the superiority of the Burleson Painless Dissolvent Method over all others

## Suffered Twenty Years—Cured in Thirty Minutes—Now Brings His Friends to be Cured.

Wilcox, Mich., Oct. 10, 1903.  
Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor:—

I was afflicted with piles for over twenty years and for the past six years had not been able to do any heavy work. I had tried many different remedies and several different doctors without any help. A friend called my attention to your treatment and advised me to take it. I did so and was cured in thirty minutes. I can not speak too highly of your treatment and would recommend anyone afflicted with this terrible disease to take the treatment without delay. It is practically painless and I was able to work the next day after the treatment. I would not be placed in the condition I was before taking the treatment for any amount of money. I expect to be in Grand Rapids next week and will bring a friend with me to take the treatment. Hoping that this will lead some suffering fellowman to find relief, I remain,  
Gratefully yours,  
M. M. Deake,

Postmaster and Dealer in General Merchandise.

## A Pleasure to Answer Enquiries.

Grandville, Mich., Oct. 5, 1903.  
Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor:—

I feel so grateful for what you have done for me I hardly know how to express myself other than say: Without any exaggeration whatever, that I have been saved from a fate worse than death. I feel that I have a new lease of life. It has given me new energy to cheerfully bear all other calamities that may fall to my lot in life to come.

I will cheerfully give in detail to anyone asking for it what I have suffered for years with one of the worst cases of piles it is possible for any person to have and how perfect and painless the cure. Please call on me at any time, Doctor, for reference. I am as ever,  
Your grateful friend,  
Mrs. Milton Velzey.

## Suffered Twenty Years—Cured in 30 Minutes.

Millbrook, Mich., Oct. 8, 1903.  
Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor:—

I wish to make acknowledgment of your successful treatment of my case. I suffered twenty years with protruding piles; you cured me in thirty minutes and I am now as sound as any man of my age in Michigan. I went to you against the advice of my physician and am thankful that I did.  
I recommend your treatment to any person afflicted as I was.  
Respectfully yours,  
Wm. Bragg.

## No Faith in Salves and Ointments.

Speaks From Experience.

PALMITER, THE CLOTHIER,

Phone 40-2 rings.

Good Clothing Ready to Wear

Custom Made.

Furnishings Too.

Hart, Mich., April 13, 1903.

Dr. Burleson cures piles. I suffered for ten years with a most painful case, tried all sorts of salves and ointments without relief, to say nothing of cure. I do not believe these patent mixtures ever cured a genuine case of piles. Dr. Burleson has cured me completely and I have every reason to believe in him and his method of treatment.

M. J. PALMITER.

## Took 50 Treatments Without Benefit. Cured in 30 Minutes by New Method.

Grand Rapids, Mich., July 1, 1903.

I suffered for years with a bad case of protruding piles and prolapsus, which disabled me so I was unable to work a good deal of the time. I could get no relief at home (St. Louis, Mich.) so decided to go to Grand Rapids and be treated by a specialist. On inquiry I found a rectal specialist, who claimed to cure piles by what he called the injection method. I consulted him and he assured me that he could effect a cure. So I commenced treating with him, continuing same twice weekly for about six months. He used the injection method, until it could be seen to be an absolute failure. He then claimed that he knew about the use of electricity and so he tried that for a few weeks, with no benefit whatever, until I got disgusted and began to give up all hope of being cured. With all these treatments I had not received a particle of benefit. At this point I thought I would go and have a talk with Dr. Willard M. Burleson, the Rectal Specialist, and he told me that he could easily cure me and that it would cost me nothing until I was satisfied that I was cured. He treated me once by his New Painless Dissolvent Method and to my great surprise and joy he cured me and I have not had a sign of prolapsus or protrusion since.

I do not know whether the fault was in the man or the old-fashioned injection method, but in my case I know that both were dismal failures. I took about 50 treatments by this old-fashioned method with no benefit whatever, and Dr. Burleson by his New Method completely cured me of all protrusion and prolapsus in one treatment lasting about 30 minutes. If I had gone to Dr. Burleson in the first place and received honest, intelligent and up-to-date treatment I would have been saved six months of suffering and the annoyances of about 50 useless treatments.

I had an extremely bad case and Dr. Burleson's pronounced success in my case leads me to believe that he will have but few failures.

Dr. Burleson accomplished much more than he promised in my case, while the doctor who used the injection method promised everything and accomplished nothing.

W. A. GREEN,  
197 Mt. Vernon St.,  
Grand Rapids, Mich.

Fremont, Mich., June 20, 1903.

Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:

You are welcome to use my name in any capacity in which it will do good. I suffered for years with protruding piles and you cured me in one short treatment by your New Painless Dissolvent Method. I was in a very precarious physical condition when I went to you to be treated, but my health and appearance have so much improved that my old friends are surprised. I have advised numerous friends to call on you and will do so from time to time as opportunity presents itself.

I feel confident that you have the only treatment for this class of trouble. I had been advised by surgeons, in whom I had confidence and supposed were up-to-date, that the only way I could be cured was to have them cut out. However, I know better than this now.

Thanking you for the great service you have rendered me, I am, yours truly,  
GEO. E. HILTON.

Postmaster.

P. S.—I expect to be at your office Thursday, with a friend for treatment.  
G. E. H.

## Suffered Ten Years—Cured in One Treatment.

Petoskey, Mich., Oct. 12, 1903.  
Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor:—

I have no reason to believe that I am not perfectly and permanently cured of my piles by your treatment. I suffered all the tortures that accompany these conditions for eight or ten years, and tried a number of different remedies, but still suffered. Last June I heard of your wonderful success in curing Rectal Diseases and went to Grand Rapids and was treated on July 6th last. The treatment was painless and caused me no inconvenience and I have had no trouble with piles since that treatment, and, it is needless to state, am well satisfied with the results.

It gives me great pleasure to recommend your treatment to my afflicted friends. I am,  
Yours truly,  
Thomas Quinlan,  
Real Estate and Insurance.

## Felt That He Was Condemned to Death.

Fremont, Mich., Oct. 5, 1903.  
Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor:—

I hardly know how to express the gratitude I feel towards you for the great service you have rendered me. I never realized that piles could cause so much disturbance, and make such a complete wreck of a man. When I went to you for treatment I was in a pitiable condition; I could not sleep nor could I think, my back ached so bad that I was in misery all the time; I was unable to attend to business and felt that I was a doomed man. I felt like a man condemned to death. I had very little hope, and the horror of submitting to a barbarous surgical operation aggravated my nervous condition not a little. Every doctor whom I consulted before coming to you could advise nothing but the knife and if they had recommended the gallows I would have accepted it as cheerfully.

I had heard of your wonderful cures of Rectal Diseases and resolved to consult you. Your diagnosis was ulceration and hemorrhoids, and I began to improve both locally and in general health as soon as you commenced treating me and soon my hope began to return, and in about two weeks you had the rectal trouble cured and I could see that I was on the road to rapid recovery. My improvement has been phenomenal and I am to-day as well as I ever was. I have recommended many others to go to you to have rectal troubles cured and you have been equally successful with them all. Your treatment caused me no pain or inconvenience whatever and my case was an extremely severe one.

I believe your fame is assured; and in a few years your reputation will be national. I am,  
Gratefully yours,  
Wm. Hilton,

Wm. Hilton & Co., Lumber, Lime and Cement.

## A Bad Case Easily Cured.

Grand Rapids, Mich., April 25, 1903.  
Dr. Willard M. Burleson easily cured me of a very bad case of piles. I was so bad that I could not work for a week at a time. I suffered all the tortures of the damned. I had piles just about as bad as any person could have them and Dr. Burleson and his New Painless Dissolvent Method are a decided success. The treatment causes no pain or suffering, but it does the business.

JOHN SEDARD,  
84 Center St.

## Came All the Way From Florida.

Orlando, Fla., Oct. 6, 1903.  
Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor—It gives me pleasure to thank you for the many courtesies, kind attention and careful treatment received while under your care in Grand Rapids a month ago. And for the benefit of others afflicted as I was, I would add my testimonial to the many others, the reading of which led me to go two thousand miles to get your treatment. I have been troubled with piles for about twenty years. After much suffering I was treated five years ago by the "Injection Method," which nearly resulted in my death and left me worse than before. I grew steadily worse until last spring, when I found myself about exhausted both physically and financially and having no alternative but the knife. I again submitted to the "Injection Treatment," with the result as at first. For three weeks after this treatment there were times when, for hours, I was in an agony of pain, and thought I should die, but the Lord graciously raised me up and soon after, as I believe, put it into the mind of a friend to send me Dr. Burleson's pamphlet telling of his treatment. It is now a little over one month since I took his treatment by electricity. I reached home one week after the treatment and have been hard at work for nearly three weeks. Were I ten thousand miles away and had a case of piles, I would try and get to Dr. Burleson, and I advise you who are suffering to do the same. I will gladly answer any enquiries.  
Yours respectfully,  
J. B. Finley.

## Suffered Sixteen Years.

Fruitport, Mich., Oct. 17, 1903.  
Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor—After three treatments by you I feel like a new man—better than I have for years. I suffered with the bleeding and protruding piles for the last fifteen or sixteen years. I suffered something awful and could not work most of the time. Now for months since you cured me I can do as good a day's work as I ever could. At the time I went to you for treatment I was so bad that I could not do anything at all. I am,  
Ever your true friend,  
Walter Carrick.

## Cured in One Treatment.

I suffered for eight years with protruding piles, which at times bled profusely; was so bad that I was in misery all the time. Could not do any work without having them come out. I had to put them back about every ten minutes when I was trying to work. I was cured in one treatment by Dr. Willard M. Burleson, by his painless dissolvent method. I have not been troubled at all since that one treatment and have every reason to believe that I am perfectly cured.

C. N. Tubbs,  
Contractor and Builder,  
311 Junction St., Grand Rapids, Mich.

## In Bed Eight Weeks Following Knife Operation—Was Soon Worse Than Ever.

I was terribly afflicted with protruding piles. Had knife operation six years ago, suffered terribly and was in bed eight weeks. Was soon worse than ever. I am now well, however, having been cured by Dr. Burleson's New Painless Dissolvent Method. Did not suffer any and was not in bed one day. Foolish to suffer when you can be cured so easily.

H. D. DAVIS,  
Belmont, Mich.



Told That Dr. Burleson Was a "Fake."

A. J. WHITE,  
General Merchandise,  
Bass River, Mich., April—1903.

Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:

I suffered for fifteen years with a very aggravated case of piles and kept getting worse until I was almost a complete physical and mental wreck. I lost thirty pounds in weight and was so nervous that I was unable to sit still for more than a few minutes at a time or sleep more than two or three hours a night. I would go to bed about midnight and would sleep a troubled sleep for about two hours, when I would wake and would have to get up and walk. In two weeks I knew every street sign and every night policeman in Grand Rapids, where I was at a sanitarium being treated for my nervous condition. Before coming to you I got no benefit whatever from the treatment, but from that time on I commenced to improve and in about four weeks from the time you first treated me I was a well man physically and mentally, and to-day weigh more than I ever did before in my life.

I had been advised that I could not be cured without a surgical operation and taking chloroform, and one of Grand Rapids' oldest physicians and surgeons went so far as to tell me that you were a "fake."

As every physician whom I talked to about my case wanted to use the knife, I am satisfied that you are far in advance of any of them in the treatment of these troubles, as you cured me easily and quickly without any pain and without the use of chloroform or knife, and caused me no inconvenience whatever.

I feel very thankful for what you have done for me. I think I was in a fair way for something worse than death.

I am gratefully yours,

A. J. WHITE.

The above shows how little dependence can be placed in the word of some physicians when asked for an opinion of a brother practitioner. All physicians are not so unprincipled, however, as there are many honorable men in the medical profession. Think of trusting your life in the hands of such an unscrupulous person.

A Well-Known Druggist Easily Cured, After Failure of Every Known Remedy.

Grand Rapids, Mich., April 25, 1903.

After suffering the most intense agony for years with a very severe case of piles and trying every remedy known to medical science with no relief and getting worse all the time, I was easily cured by Dr. Willard M. Burleson by his New Painless Dissolvent Method, without any pain or inconvenience or losing one day from my work.

I was in a terrible condition and on the verge of physical breakdown. From my own experience I know that Dr. Burleson's treatment is everything he claims for it, and language cannot be made strong enough to praise it as it deserves. No person can speak honestly of this wonderful treatment without recommending it. It is a Godsend to those who have this terrible affliction.

FRANK ESCOTT,

With Geo. L. Warren, Druggist, 75 Canal Street.

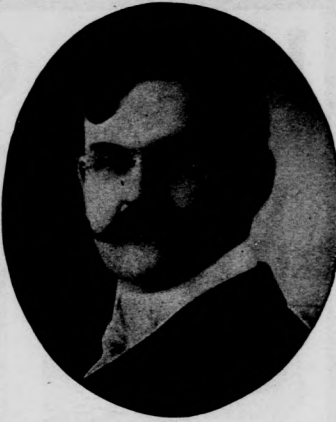
Gives Testimonial for Humanity's Sake.

I was afflicted with the piles for over thirty years and have suffered terribly from this horrible complaint. For the last three years my suffering had been severe and I have used a bushel of "Sure Cures," without any relief whatever. Last spring I happened to see Dr. Burleson's advertisement in the paper and called upon him a short time after, took treatment and must say the benefit received from one treatment was almost beyond belief. It hardly seems possible to me, even now, that piles can be cured so easily. I heartily endorse his method and will always have a good word for it, either at home or abroad.

I dislike to have my name appear in public print, but I feel as though it would look a little cowardly and unjust to withhold it; if it will only do you and suffering humanity some good, I will stand the publicity part. With best wishes, I am,

Respectfully yours,

D. L. Harden,  
Newaygo, Mich.



Willard M. Burleson, M. D.

Rectal Specialist.

Originator of the New Painless Dissolvent Method of Treatment for the Cure of Piles and all other Diseases of the Rectum.

103 Monroe St.

### Charges and Terms

My charges are always reasonable and are for a complete, permanent and guaranteed cure. The exact amount can only be determined upon a complete examination. Any person who is not prepared to pay the entire fee at once will be allowed to make payment as his convenience permits.

Any person who is too poor to pay will be cured absolutely free of charge and will receive as careful attention as though he paid the largest fee. I want no person to be kept from the benefits of my wonderful discovery for financial reasons.

Write any of the people whose testimonials appear here and ask them if they were satisfied with my charges and terms.

### The Method

I cure Piles by a NEW PAINLESS DISSOLVENT METHOD, which is my own discovery, no other person using it or knowing what it is. No hazardous operation of any kind is employed and no knife or chloroform used. Many bad cases are cured in one painless treatment and few cases require more than two weeks for a complete cure. The PATIENT CAN ATTEND TO BUSINESS DURING THE COURSE OF TREATMENT.

I have a booklet explaining my method more fully than I can explain it here, and I am pleased to send this booklet to anyone who will ask for it.

Any sufferer solicitous for his own welfare would not think of submitting to any other method of treatment, after investigating my Painless Dissolvent Method for the cure of Piles and all other Diseases of the Rectum.

SEND FOR BOOKLET. IT CONTAINS MUCH VALUABLE INFORMATION.

### How to Find Out

Ask some one who knows, some one who has been cured, some one who has tried everything else without relief. Write to any of the people whose testimonials appear here. They will tell you truthfully of their experience and without prejudice.

Don't ask some one who knows no more about it than you do. Don't ask some doctor who is trying to get you to submit to the knife. He is all one-sided and can see nothing but the knife and a small prospective fee. The experience of A. J. White, as told in his testimonial, is a good illustration of this. He investigated for himself, however, and then did the only thing any sensible person could do—come to me and was cured without submitting to a barbarous surgical operation.

Any person who investigates honestly and carefully would not think of submitting to any other method of treatment.

### Guarantee

I guarantee to cure piles and all other diseases of the rectum or accept no pay for my services. Any person who doubts my ability to cure need not pay one cent until satisfied that I have done all I claimed. IF I FAIL THERE WILL BE NO CHARGE. I REQUIRE NO DEPOSIT OR WRITTEN CONTRACT.

Write and ask any of the people whose testimonials appear here if my guarantee is not good. If your trouble ever returns after I cure you, I guarantee to cure you again free of charge.

Bad Case of Piles For 20 Years—Cured in Less Than One Hour.

Grand Haven, Mich., April 11, 1903.

After I was troubled with piles for over twenty years and on December 10, 1902, they became so bad I had to give up work and was confined to my bed for three weeks, a friend who had been cured of piles by Dr. Willard M. Burleson called to see me and advised me to go to Grand Rapids and consult with the doctor with a view to being treated. On January 3, 1903, Dr. Burleson gave me a treatment that completely cured me. And only think, in less than one short hour's treatment I was relieved of years of suffering. And without loss of time, as I was able in a very few days to attend to my business as usual. I cheerfully recommend Dr. Burleson's method of curing piles and other rectal diseases and am satisfied that anyone troubled with either will never regret being treated by him.

CHARLES E. STEARNS,  
R. F. D. No. 1.

Cure Effected So Easily and Quickly That She Can Hardly Believe She Is the Same Person.

I was afflicted for nine years with protruding bleeding piles, which were so bad that I was unable to be on my feet more than a few minutes at a time. I went to Dr. Burleson and two days after the first treatment by his New Dissolvent Method I started to work and have been on my feet continually ever since, and have suffered no inconvenience whatever. One week after the first treatment I took the second and last treatment, which resulted in a complete cure. The cure was effected so easily and quickly and the change in my condition so great that sometimes I can hardly believe I am the same person. I did not bleed any after the first treatment.

MRS. M. L. SUMNER,  
190 Clay Ave., Muskegon.

Piles 30 Years, Six Surgical Operations Without Relief—Cured in 30 Minutes.

Hart, Mich., April 10, 1903.

Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:

Last June I went to you for treatment for piles, from which I had suffered for 30 years. You operated only once and cured me, whereas I had been operated upon six times before and not cured, but kept getting gradually worse so that it seems that your method is at least six times as effectual as the others. It is all right, as I know from actual experience. I am very thankful and shall do all I can to have my afflicted friends go to you for treatment, as the method is so nearly painless and at the same time is a sure cure. I remain, Yours faithfully,

B. S. REED.

Had Piles Forty Years—Cured in Thirty Minutes—No Money Until Cured.

The Crosby & Beckley Co.,

Wholesale

Hardwood Lumber,

Michigan Hardwoods,

Eastern Office, New Haven, Conn.

Delta, Mich., April 11, 1903.

Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:

I can cheerfully add my testimonial to your list. You accomplished all you claimed to do in my case. Really I felt that I must take time and see for myself whether your work was a success, but I must confess that I cannot see any signs of returning trouble. I have had piles since 1864, while in the army, and I have tried any amount of remedies. I finally made the assertion that people might claim what they would, I claimed there was no permanent cure for piles, when once fairly hold of a person. I was advised to see you by one who had been cured, and I permitted you to treat me more as an experiment than anything else. You left it all to me to decide whether I was cured or not. You told me I need not expect a miracle; I had been 40 years getting into the condition I was in, and I ought to be satisfied to get out in one year. It has been only about two months now and I am nearly through with all looseness or protruding when having a passage. I expected to need two or three treatments, but the longer I wait the more I am convinced I am cured now with only one treatment. I cheerfully recommend all sufferers with any kind of piles to visit you and get cured. You are a success; there is no question about it.

Yours very respectfully,

A. C. CROSBY.

Had a Sad Experience.

Ludington, Mich., Oct. 12, 1903.

TO WHOM IT MAY CONCERN—

One year ago to-day I was operated on at a private hospital, not a hundred miles from this place, for piles. They used the ligature method. I suffered all the tortures of the damned for nearly two weeks after the operation and did not receive any attention or treatment to aid in healing the sores in the rectum caused by the operation. The only relief I got from pain for three weeks was lying on a hot water bottle. At the end of three weeks I decided to take the case in my own hands, and in the meantime, having heard of Dr. Burleson and corresponded with him I had a brother Odd Fellow go with me to Grand Rapids.

An examination by Dr. Burleson, and witnessed by the brother who attended me, and who is in a branch of the medical profession, showed that ulcers had formed where the tumors had been tied and sloughed off. I received seven or eight treatments from the doctor and he fitted me out with appliances and ways of treatment that I could follow at home. The time taken in healing the ulcers was longer than if I had stayed at Grand Rapids and let the doctor treat me each day, which I think is the better way if one has the time to do it.

Had I known of Dr. Burleson's method of treating such diseases ten days sooner, it would have saved me nearly two months of time lost, over \$100.00 in money and such suffering as is only known by those who have passed through it. I am satisfied that if I had gone to Dr. Burleson at the time I went to the hospital, I would have been at work in two weeks, saved at least \$50.00 and the cure would have been practically painless.

In 1891 I spent about \$150.00 with a doctor who tried to cure me with the "Injection Method." I was shortly as bad as before.

I can honestly recommend Dr. Burleson to any sufferer from rectal troubles. He will cure you speedily and painlessly and will not want all you are worth to do it.

Dear Sufferer: DON'T let anyone torture you to effect a cure when it can be done in a painless way.

Yours in sympathy,

Elvi D. Cribbs,  
206 W. Loomis St.

Suffered Nine Years—Easily Cured.

WIGTON HOUSE,

Rounds & Foote, Proprietors.

A Fine Brick Building Lighted by Electricity.

All Modern Improvements.

Hart, Mich., April 14, 1903.

After suffering with piles for the last nine years, I have been cured by Dr. Burleson's Painless Dissolvent Treatment.

W. A. ROUNDS.

# Dr. Willard M. Burleson

Rectal Specialist

103 Monroe Street, Grand Rapids, Mich.

## HARDWARE

### Goods Sold to Catalogue Houses Lose Identity.

"I believe there is only one successful and congenial channel for the distribution of hardware, that is, from the manufacturer to jobber, retail dealer and consumer.

If the manufacturer adopts the plan of selling direct to the retail dealer he finds it very expensive, for he usually has only one line of goods to offer and his sales to any one dealer are not large. If he sells the retail dealer a large bill he overstocks his customer, and he becomes dissatisfied with the house.

To sell his output, or a large part of it to a catalogue house or any one concern means that his goods soon lose their identity and value to the public, for the simple reason that his goods and their special features are lost sight of.

If the manufacturer sells the catalogue house, the catalogue house naturally sells the consumer at a very small margin, therefore the retail dealer sees no profit on this line of goods being sold, and he consequently disposes of the goods he now has on hand, and the jobber soon finds orders for the above line of goods very limited, therefore the jobber and retail dealer drop this line, as they find it unprofitable.

The manufacturer now finds that he has only one channel to dispose of his goods, that is the catalogue house.

The retail hardware people do not as a rule favor boycott, at the same time do not favor selling goods unless they make reasonable profits.

I am of the opinion that the small manufacturers, making a special line, would find it very profitable for a few years to sell their entire output to the catalogue house, as their cost of selling would be reduced to the minimum.

There are many standard lines of hardware at the present that the retail hardware dealers are considering. Is it best to handle them or take up a line of goods they feel would be better protected and therefore realize larger profits?

A solution for the above is for the National Hardware Association to decide what lines they can handle at a profit and let the National Retail Hardware Dealers' Association adopt the same plan, and on this basis you will find new goods will be introduced, which, by continuous advertising and talking, will prove a benefit to both jobber and dealer.

I have read the addresses of the Hardware Jobbers' Association and candidly believe they do not realize the inroad the catalogue houses are making in their trade.

The jobbers are the heaviest losers, for their loss is general, coming through many avenues and channels and winding up with one large volume, while the retailers have a small expense with a large and varied

stock, branching out in all directions with opportunity to make a large showing. I firmly believe the jobber has more at stake than the retail dealer.

As to the Missouri law killing fake advertisements, this is commendable, but who is sending out fake advertisements?

You must grant equal rights to all and special privileges to none.

The parcels post law I consider would be an attack on general trade of our great and grand country, and it should not be countenanced and considered by our senators and congressmen. It should be condemned by every good citizen.

To handle all the mail and freight would demand depots of immense proportions, covering acres to take care of it, reducing the civilian to the minimum and the Government employes to the maximum.

While in one respect it would benefit the farmers, it would completely destroy their local markets, drawing everything to one center, and their loss would be greater than their gain.—T. J. Lindley in American Artisan.

### Advantage of Pursuing Better Business Methods.

Large houses are forced to conduct business in a proper manner, or be wiped out of existence. Smaller houses, however, having fewer risks, are tempted to be lazy and slipshod, and to let things take care of themselves.

This is all wrong. A reputation for being a good business man is a valuable asset. The man who takes care of his credit, pays his bills promptly, and is strictly honest in every way, creates an asset of great value for himself. The merchant who is fair and square with the house he buys from and is slow to believe that they are trying to take advantage of him, earns a business friendship which some day may prove his salvation.

The merchant who hustles around and uses every energy to pay bills promptly, instead of asking prolonged credit, unconsciously strengthens his own business ability, as none but weak and irresolute men lie down and ask favors when things go against them. Some merchants who are easy on their own customers are careless about the money they owe and are liable to labor under the delusion that the houses they buy from have similar loose methods. Business is business; when a man purchases goods he should pay the bill when due unless overtaken by unexpected ill-luck. If he lets the time go by he has not the slightest ground for feeling offended if a draft is made on him.

The man who makes a point of paying his bills on time will educate himself and his clerks to see that bills owed them are promptly collected. There is much foolish superstition in regard to collection of bills. The customer who feels hurt because expected to pay as agreed is out of place in this busy world.

The merchant who carries his conscience with him all the time will find it wise and profitable. The sat-

## Horse Clippers



20th Century, List \$5.00.

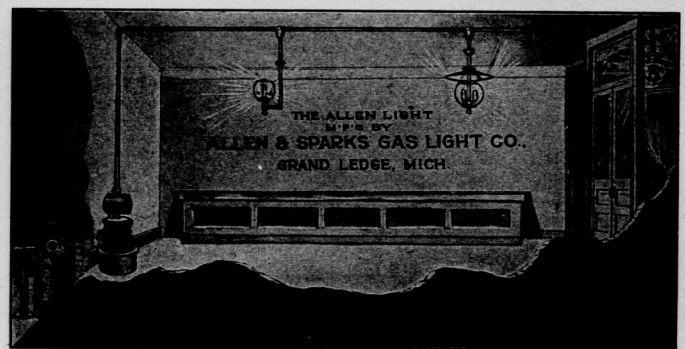
1902 Clipper, List \$10.75.

Clip Your Neighbor's Horses and Make Money.

# FOSTER STEVENS & CO.

Grand Rapids, Michigan

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



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.

## Buy Glass Now

Stocks in the hands of jobbers are badly broken and jobbers are finding difficulty in getting desirable sizes. Glass factories have stopped for the summer and will not resume operations until September or October. This means glass cannot reach our territory until the middle of November. In 30 days glass will be higher. The time to buy is NOW. Send in specifications and let us quote you.

### Grand Rapids Glass & Bending Co.

Grand Rapids, Mich.

Factory and Warehouse Kent and Newberry Streets

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

## 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.



isfactory business man receives more attention and better treatment from wholesalers and manufacturers than he who ambles along with excuses for companions.

There are more methods for laying up for a rainy day than by saving money. Misfortune is liable to overtake all of us, but the prompt and honest business man will find he has strong and willing friends in his hour of adversity. Credit men in big houses are keenly alive to the satisfaction and advantage of dealing with the right kind of customers. Unfortunately there is a class of small merchants whose actions cause them to be keenly watched all the time by those who have dealings with them, and thus have small chance of being aided by strong hands when they need help.

No merchant can afford to be rough or ugly in his dealings with wholesalers, on account of his liver being out of order. Some men seem to think that because they do not feel like being polite and courteous they have a sort of license for their foolish conduct. The world is hard or soft according to one's own actions.

The level of the business world is much higher than it used to be. There is little chance for slipshod men to succeed as they are usually snuffed out early in the game. The smallest merchant can cultivate opportunities for growth if he keeps his eyes open, his conscience clean, and his wagon hitched to a star.

#### A Case of Survival of the Fittest.

I am very sure, even with the inroads the catalogue houses have been making into trade as distributors of merchandise to the consumers of same in this country in recent years that they do not, at this time, at the best, market over 10 per cent. of the merchandise consumed, and, in my opinion, this is more than they are entitled to because I believe that the system of merchandising is unfair and will work out no benefit to any person or persons except themselves. Granting that the catalogue houses now market 10 per cent. this leaves still 90 per cent. of the business of this country in the hands of the jobbers and retailers and that amount of merchandise may be sold by the manufacturers direct to the retailers and, in a few instances only, so to speak, to the consumer. The jobber should be just as much interested in holding down or doing away, if possible with the catalogue house as the retailer, for as surely as the retailer loses the control of trade, the jobber will suffer proportionately.

It is my intention and I am now bringing my business up to the system of short credits as there is nothing that has always held the retailers of this country down from every point of view in trade as the old slow coach of long credit. If the manufacturers, jobbers and retailers will only stand by each other and all do business practically upon a cash basis, the retailer making his most liberal terms 60 days' credit to people worthy of it and using every effort

to get all the cash trade possible, the catalogue house competition or any other competition will not worry them or prevent their receiving a just reward for the capital and labor invested in the business which everyone is entitled to.

In this matter, as in all others, it is going to be a survival of the fittest. I am going along in the retail hardware trade doing my best under existing conditions and am willing to do my part to improve them. If it proves that the people want to buy their goods through catalogue houses, I see no other way only to get after the trade in the same manner. The retailers and jobbers can never succeed in squelching the catalogue houses without the united and determined support of the manufacturers. Without this the retailers might as well give up. While if the maker, jobber and the natural distributor, the retailer, take a firm stand against them, there can be no other result than the success of the established or so-called legitimate trade, but, as before stated, it is a case of the survival of the fittest. The side that is the best organized and puts up the best fight is going to win out and, at this time, I would not want to stake too much on the outcome."—Fred J. Cook in American Artisan.

#### Breakfast Foods Cost Too Much.

The Michigan State Agricultural College Experiment Station has issued a bulletin prepared by Professor Floyd W. Robison, which represents work extending over two years as to the merits of nearly fifty of the better known cereal foods. Professor Robison arrives at the following verdict:

1. The breakfast foods are legitimate and valuable foods.
2. Predigestion has been carried on in the majority of them to a limited degree only.
3. The price for which they are sold is as a rule excessive and not in keeping with their nutritive values.
4. They contain, as a rule, considerable fiber, which, while probably rendering them less digestible, at the same time may render them more wholesome to the average person.
5. The claims made for many of them are not warranted by the facts.
6. The claim that they are far more nutritious than the wheat and grains from which they are made is not substantiated.
7. They are palatable, as a rule, and pleasing to the eye.
8. The digestibility of these products, as compared with highly milled foods, while probably favorable to the latter, does not give due credit to the former, because of the healthful influence of the fiber and mineral matter in the breakfast foods.
9. Rolled oats or oatmeal as a source of protein and a fuel is ahead of the wheat preparations, excepting, of course, the special gluten foods, which are manifestly in a different class.

#### Connubial Unanimity.

Mr. Younghusband—My wife and I are always of one opinion.  
Cynical Friend—Hers, of course.



## Forest City Paint

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

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

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

It's an Eye-opener.

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

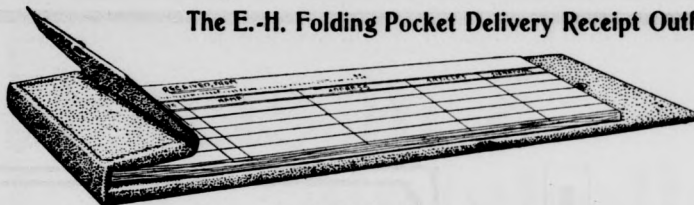
## This is the Season to Buy Flower Pots



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

THE IONIA POTTERY CO., Ionia, Michigan

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



Showing Binder Open.

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

Let us send you full descriptive circular and price list.

*THE Edward Hine Co.*

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

# For \$4.00

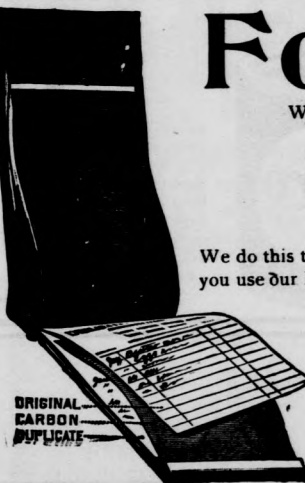
We will send you printed and complete

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

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

A. H. Morrill & Co.,

105 Ottawa Street,  
Grand Rapids, Michigan





### Give the Girls a Chance in Life.

Written for the Tradesman.

The essential injustice of sex is never so bitterly illustrated as in the difference in the way in which we prepare our boys and girls for life. From the first we seek to safeguard our sons' future, but we trust our girls to blind luck.

As soon as a boy comes home from college his parents' first thought is to have him taught some trade or profession or business in order that he may have a weapon with which to fight the battle of life, and so be able to win with his own hands at least a reasonable amount of the prosperity that is necessary to comfort and happiness. This is without reference to what his father may be able to bestow upon him. Riches have wings that are mostly used in flying away from us, and we feel that the boy should have within himself some resource, some cultivated ability on which he can rely in the day of adversity.

But curiously enough, however, nobody thinks it worth while to provide the girl with a weapon with which to fight her battle. She, too, like the boy, is scheduled to live in a world that is full of ups and downs, and shifting fortunes, where the dead sure things always turn out a failure, and the bank that could not

break smashes into smithereens, and the millionairess of yesterday is the shop girl of to-day, but nobody concerns himself to prepare her for any of the contingencies that she is liable to meet. Our ideal of kindness to a girl is to send her forth to sail a stormy sea that is full of breakers, without giving her any chart or compass, or teaching her the art of navigation.

Of course, the excuse for this is that we always expect a girl to marry. Now marriage is not the end of trouble, but the beginning of it. Neither is it an illuminating process by which a woman becomes suddenly and miraculously possessed of knowledge that she ought to have had beforehand. The girl who did not know the value of money before marriage will not find that the wedding ceremony converts her into a Hetty Green. She who was unaware of how to sew on a patch, or make bread as a maid, will find out that she still has to learn those arts as a matron, and that the mere act of walking to the altar with a man has no more fitted her to wrestle with the complex problems of housekeeping than it has fitted her husband to practice law, or medicine, or civil engineering, or any other profession of which he is ignorant.

The truth is that we never seem able to take a sane view of a woman's life and destiny. We either approach the subject in a spirit of irresponsible hopefulness, or irrational despair. In the one we cherish the comfortable and amiable illusion that

when a woman needs to know anything, or the ability to do anything, she will somehow be inspired to do it without being taught. In the other we go on in the equally ridiculous assumption that a woman is never going to know anything practical anyway, and there is no use trying to teach her, and between these two false theories uncounted millions of women meet their Waterloo.

There is no use, at this late day, of arguing the relative mental ability of the sexes. We are not contrasting the men geniuses and the fool women, while between the masculine and feminine pinheads there is precious little to choose. On the broad middle ground of average ability there is nothing that the ordinary girl can not learn just as well as the ordinary boy. As long as they go to school together the girl holds her own in the classes, and the only reason that the average man is more capable than the average woman is because his education goes on after he leaves school while hers stops short. She is never taught the practical affairs of life. No idea of responsibility for her future is held up before her. It is not even suggested to her that it would be well to learn the rules of the game she has got to play. She is just left to go it alone, and get euchered because she does not know how to play her hand. Nobody has taught her.

One of the things to which men invariably point when they want to prove women's unfitness for business is their ignorance about money mat-

ters. The woman who buys a thing she does not need because it has been marked down from \$1 to 97 cents in order to save, or her sister who signs a check "Mrs. John Smith" one day and "Mrs. Mary Smith" the next day and "Mayme Smythe" the third day, has been the subject of innumerable jokes, but how should she know any better when she has never been taught the value of money, or initiated into the mysteries of banking?

Husbands and fathers slave themselves to death trying to lay up fortunes to leave to their wives and daughters, but they do not teach them how to handle money, so that when we hear that a woman has been left a fortune, we begin speculating as to whether she will buy gold bricks with it, or lend it without security to the pious deacon of her church. We know that one or the other is bound to happen to her, and we groan over the helplessness of it. It is a cruel helplessness, because it is so unnecessary, and when the woman is defrauded and robbed she may well ask why the men who should have protected her did not protect her by teaching her the things she should have known.

Her brother was not left to depend on other people's advice and knowledge and honesty. From his earliest years he had some pocket money and was taught at least common business usages. A girl is taught nothing of the kind. What she needs is given her. She seldom handles a dollar. No one even

## YOU CAN'T FOOL A BEE

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

# Karo

CORN SYRUP

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

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

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

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

CORN PRODUCTS CO., New York and Chicago.





shows her which is the business end of a check, and if she comes into any money, she is the victim of the first sharper who gets hold of her. Every one of us know penniless women who have signed away their property without knowing what they were putting their names to, and who have been inveigled into schemes so wild it seems as if a baby might have known better. One can but marvel at a father, who carefully trains his son up to take care of the property he leaves him, but will leave his daughter to find out by bitter experience the things he should have taught her for her own protection. There is not anything in the rudiments of business that the average girl can not learn. She may not develop into a Napoleon of finance, but she will at least know better than to indorse for Cousin James because he has family prayers every night, or buy stock in the Wild Cat Mines of Nowhere because a glib talking promoter recommends them.

If we are to regard marriage as the chief career for girls—and it is—it certainly seems only fair that they should be fitted for the role of wife before they undertake to practice it upon a defenseless man. We teach boys that they can only hope to achieve prosperity in their chosen occupations by mastering the details of their callings, attention to business and good management, and in order to do that they serve some sort of an apprenticeship either in the shop or the school, but we chuck a girl into the most complicated profession on earth without any training whatever, and then expect her to make a success of it.

Every day we hear a mother say: "Oh, I don't want my girls to have the cares of learning how to cook, and sew, and keep house. They will learn it when they have to." Of course in time they do, but at the expense of trials and tribulations and tears and domestic misery and recriminations. It would be about as sensible as if a father should say: "Oh, I won't have my son taught any business or sent to a medical college. By the time he has made two or three assignments and killed a few people experimenting on them he will learn how to be a merchant, or a doctor." Nobody ever seems to stop to think that if a girl had only been taught how to keep house before she was married, instead of afterwards, she too might have avoided bankruptcy and murder.

It is perhaps looking forward to an impossible millennium to hope that the time will ever come when plain, simple, human justice is shown to girls, and they will be as carefully prepared for life as boys are, for even matrimony does not settle things for a woman. We might fall back upon it as a universal panacea for all the difficulties in a woman's life if husbands were always tender, and generous, and kind, or even if they were always prosperous. But men are sometimes cruel. Husbands die. They fail in business, and many a woman who has married well has found herself widowed and penniless, or through some stroke of ill fortune

her husband is not able to provide for her. Then she faces the great bread and butter problem that her own inability and lack of training change from a slight unpleasantness into a heart-breaking tragedy. Nobody has taught her any gainful occupation to follow. She knows no earthly way of making money. She is the most piteous creature in all God's world, and yet this fate is one that may befall your daughter or mine, and we are doing nothing to prevent it.

We take nothing for granted about a boy's future. We try to arm him at every point, but we abandon the girl to blind luck, and to do this is worse than cruel. It is criminal. Our girls are of the same calibre as their brothers. They are neither inspired sibyls nor fools. Both are subject to the same vicissitudes in life, and women have a right to ask that the handicap of sex should not have the weight of ignorance added to it, when they contend with the difficulties of life.

Teach the girl some of the practical affairs you teach her brother. Give her a chance in life.

Dorothy Dix.

#### A Cure For Carelessness.

When you have learned never to lose anything, and never to forget anything, you have acquired that which will not only add to your comfort and that of those around you, but will be of inestimable value to you in all the years to come.

The story of how one successful business man learned this lesson when he was eighteen is told in the Country Gentleman.

An old lawyer sent the young man with an important paper, giving him definite instruction what to do with it.

"But," enquired the young man, "suppose that I should happen to lose it, what shall I do then?"

"You must not lose it," said the lawyer frowning.

"I don't mean to," said the young man, "but if I should happen to?"

"But I say you must not happen to. I shall make no provision for such an occurrence. You must not lose it."

This put a new train of thought into the young man's mind, and he found that if he was determined to do a thing he could do it. He made such a provision against every contingency that he never lost anything.

He found this equally true about forgetting. If a certain matter of importance was to be remembered he pinned it down on his mind, fastened it there and made it stay. He used to declare:

"When a man tells me that he forgot to do something, I tell him that he might as well have said, 'I did not care enough about your business to take the trouble to think of it again.'"

"I once had an intelligent young man in my employ who deemed it sufficient excuse for having neglected an important task to say, 'I forgot.' I told him that would not answer; if he was sufficiently interested he would be careful to remember. It

was because he did not care enough that he forgot. I drilled him in this truth.

"He worked for me three years, and during the last year of the three he was utterly changed in this respect. He did not forget a thing. His forgetting, he found, had been a lazy and careless habit of mind and he cured it."

#### Proven on the Spot.

Jones—It is just impossible for me to keep a lead pencil. People are always borrowing, you know, and they always forget to return.

Brown—Why, I never have any trouble. See, I've got a whole vest-pocketful of pencils.

Jones—Doesn't that prove just what I said?

#### FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS  
**JAXON**  
Highest Grade Extracts.

Foot & Jenks  
JACKSON, MICH.

COLEMAN'S  
HIGH FOOTE & JENKS CLASS  
EXTRACTS

## Iced Confections

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

**Putnam Factory National Candy Co.**  
Grand Rapids, Mich.

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

## Facts in a Nutshell

**BOUR'S**  
**COFFEES**  
**MAKE BUSINESS**

### WHY?

They Are Scientifically  
**PERFECT**

129 Jefferson Avenue  
Detroit, Mich.

113-115-117 Ontario Street  
Toledo, Ohio

**WOMEN WORKERS.****How They Whistle To Keep Up Their Courage.**

"Womanly ways of 'whistling to keep up courage,'" repeated the man, wondering. "Who does it?"

"Everybody," answered the woman, laughing. "Every feminine body, that is. Almost every business or professional woman in existence is metaphorically whistling to make herself and her neighbors believe she isn't afraid."

Which statement embodies truth known to all women, comparatively little suspected, as yet, by their husbands and brothers. There may be women—wonderful, abnormal creatures—to whom the great outer world in which bread and butter are earned and careers fashioned contains no vague terrors, just as there may be masculine marvels who hold in light esteem the trick of threading a needle or sewing on buttons. But these, if at all existent, are merely the rule proving exceptions. The ordinary, normal woman worker, however brave, seemingly confident, or successful, has stage fright every Monday morning, if not oftener. Many women are afraid of any strange or unexpected contingency or effort; all women are afraid of rough voices, harsh language, or verbal unpleasantness, even if of no personal moment. All women fear and dread, more or less, the Great (business) Unknown.

These things being so, with the daily battle to be fought and conquered, the actual or metaphorical "whistling to keep up courage" be-

comes almost inevitable. Behind and beyond it lie causes and conditions of interest to cold blooded scientist and warm hearted humanitarian alike.

The world of business or professional endeavor is at best a strange world to the feminine worker. Back of the masculine toiler in whatever field lie the uncounted ages and generations in which his paternal ancestors, near or remote, at least spent and dispensed money if they did not earn it; knew of affairs of business and importance if these were not personally dealt with and came into sharp and varied contact with their fellows.

Back of the feminine toiler lies a far different heritage. A majority of such toilers are industrial pioneers; at most but a single generation of womanly outer world work intervenes between the brave "whistler" and the more natural field of home and shelter effort. Thoughtful women "whistlers" find real comfort in the scientific declaration that seven generations are necessary to place the domesticated animal, turned wild, on a level with his nondomesticated brethren. Carry the thought a little further, and it will be granted that the feminine "whistlers" are such, in all probability, for lack of the missing six generations. For the present the cheery whistle must supplement or supply the courage that industrial evolution will undoubtedly provide later on.

Another prolific cause of the feminine "whistling to keep up courage" lies in the inevitable restriction,

amounting almost to a degree of helplessness, that binds the woman worker. No self-respecting woman could dream of asking quarter on account of sex any more than because the fates had endowed her with red hair or a florid complexion; yet, because of sex and the sex traditions women would be themselves the last to cast aside, the woman worker must sometimes be conscious of a distinct sense of disadvantage, especially when confronted with trying conditions. So many avenues of masculine relief are conventionally and self-denied to the woman in like case.

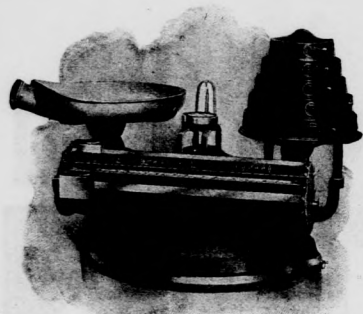
She may not swear, rarely indulges in strong drink or tobacco, physical valor is utterly out of the question. When censured or reviled she may not revile again if she would maintain her self-respect and standing as a respectable business woman. Tears, of course, must not be shed in public; one of the first business arts acquired by a sensible woman worker is that of swallowing sobs quite automatically and with a beautiful air of never having even dreamed of their existence.

A peep into the nearest mirror is not always reassuring, especially if the peeper belong to the plain faced sisterhood and has been working hard all morning. The consolations of religion are not always easily available in time of great stress and strain. To fight a brave battle deprived alike of the weapons peculiar to the personal self and the enemy would daunt the heart of the bravest warrior, yet this is the logical position of the

ordinary woman worker. She makes, under the circumstances, a fetish of the vague terrors that oppress her, and offers strange sacrifices to the fears she is quite unable to subdue.

Against these fears reason would appear quite unavailing. The calm reflection that every feminine antagonist or associate is merely another woman, while every masculine co-worker is surely the son and probably the husband, brother, or friend of some other woman, and therefore, not without a certain kinship and sympathy with all women, appeals well to the clear feminine brain but quite fails to convince the timorous heart beneath it. The "common sensible" decision that, since there is nothing to fear, it is unreasonable to fear, has far more potency in the peaceful seclusion of home than in the business arena. The more advanced "new thought" attitude that there is no such thing as fear leaves many a courageous and determined feminine maker of suitable "affirmations" fairly quaking with a striking imitation of this quality. Yet a calm and outwardly deceptive appearance of extreme confidence is the favored mode of "whistling to keep up courage" with many women. Sometimes this appearance would deceive even the elect.

"Dear me! how scared you were, you poor thing," sympathized one woman to another at the close of a public appearance. "O, no, you did not show it—to other people! But the moment I saw you advancing with that martial air and your chin point-



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

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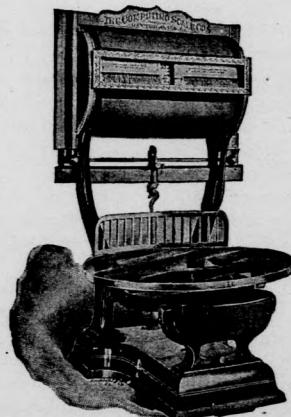
A short demonstration will convince you that they only require to be placed in operation to **Pay for Themselves**. Ask for our illustrated booklet "Y."

Manufactured by  
**Computing Scale Co.**  
Dayton, Ohio

**Moneyweight Scale Co.**

47 State St., Chicago

Distributors



No. 63 Boston. Automatic Spring



ed skyward I knew you were simply quaking, and that your heart was "way down in your shoes."

"I always stiffen my backbone and throw my head up when I'm nervous or timid," said another woman, unconsciously describing the particular manner in which she "whistled" her shrinking mental forces into line.

Still other women actually whistle or hum as they approach the scene of battle, becoming preternaturally grave or abnormally blithesome in manner, giggle, pace the floor, wring their hands recount previous victories and successes, manifest all the varied expressions and tortures of girlish 16 and its agony of shyness. There are women grown gray in the business harness, doughty in home or club conflicts, strong to do or die in all other directions, who, though apparently quite calm and unruffled, are at heart timid babes, finding it necessary to "whistle" with stern determination, so soon as the office door opens to admit them. No woman has yet been found who dare admit—officially—that she is at heart afraid of the downtown regions; but no truthful woman has ever dared—unofficially—to deny the charge.

Since timidity and the sensitive conscience are said to be inseparable companions these facts may account for the undoubted ethical superiority of the feminine worker over her masculine associate, while the almost universal feminine habit of "whistling to keep up courage" is to be commended as at once preserving the feminine self-respect and delusions concerning personal courage and making life easier for all concerned. It is bad business policy to seem afraid though the innermost soul be trembling, and more than once a good quality of assumed self-confidence has developed into "the real thing."

"Never grumble, never complain, never tell a hard luck story, and never admit that anything appalls you" is the sage advice of a business woman whose success has been satisfying and pleasant. "The business or professional woman who is afraid must be especially careful never to show it, and in 'whistling to keep up courage' she may by and by learn to 'whistle down the wind' the cause of her fears and terrors. She will, at all events, be better to know and work with because of the merry whistling and the assumed bravery may gradually become real."

So, as a last word, let the feminine worker "whistle to keep up courage" as long and loud as seems fitting. It is certainly better to whistle than to tremble or seem nervous—perhaps better than to smoke or swear—and she may in time become so proficient as to deceive even herself or her sisters in similar case.

Ethel M. Colson.

#### The Demand for Printed Linens.

A notable feature of recent trade has been a revival of demand for sheer printed linens, especially printed lawns. These in medium and small neat effects of conventional or floral design have been taken with considerable freedom by the high class trade, and the outlook for a

marked increase in demand next year appears to be excellent. Printed dimities are relatively less active, but they, too, promise to sell much more freely during the spring and summer of 1905.

The particular feature of the immediate delivery orders is the extraordinary demand for ecru. Anything that is ecru is good. India linens, cotton voiles, and fancy weaves are all strong. An old-time favorite has appeared under a new name. It is the old "duster linen." The high favor in which shirtwaist suits are at present has caused this unprecedented demand. Another "immediate delivery" feature is the dotted lawns and swisses. There is every indication that this demand will continue strong through the next season. Embroidered waistings have been in fair demand so far, but there is nothing particularly interesting about them at present.

In the table linens the one pleasing feature is that the demand for very cheap goods is practically nil. Colored damasks especially have suffered, if such a word may be used in this connection. There was a time when merchants seemed to think that a bargain sale advertisement was incomplete if it did not contain a reference something like this: "Turkey red damask, per yard, 14 cents." Better grades are used.

Mercerized table linens are gaining ground. Hotels and restaurants are using them in preference to the genuine linen because of the better wearing qualities. Merchants who go after such business should make a note to put in a fair line of mercerized goods. They can be bought as low as 35 cents a yard. For domestic use, however, the principal demand will remain, as of old, for genuine linen damask.

Crash towelings are very firm, and there is but little chance for a drop. The mills are all loaded up with orders for high-priced goods, and there is, therefore, little reason to expect a drop. The probability is that the same prices will obtain quite a while.

Long cloths at present are rather puzzling. But there is little doubt that they will drop some within a short time. As a matter of fact, a limited lot was recently closed out at a figure less than was quoted at this time last year.

#### In After Years.

"Before our marriage," she pouted, "you used to speak of my lovely golden tresses, but now you call me red-headed."

"My dear," rejoined the man who had promised to love, honor and pay the freight, "love is blind, but marriage is a great eye-opener. Why, before we were spliced I was actually color blind."

#### Love and War.

"The time to prepare for war is when all is peaceful," remarked the old gentleman with the gold glasses.

"That's what," rejoined the young man in the wide trousers and stingy coat. "I'm on my way right now to procure a marriage license."

# 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.

## CORRESPONDENCE SCHOOLS.

## Their Advantages To Students of Small Means.

To the average worker, employed during the day, the opportunities for self-development and education are apt to be extremely limited. It is impossible for him to give the time and money necessary to the pursuit of education in any of the schools or colleges of the country. His library will in few cases prove an efficient help to him in his efforts toward self-improvement, and if there are night schools teaching the particular study that he wishes to follow he will find it hard to attend them. So out of a practical demand for a manner of instruction which will be available to the worker of small means and time has grown the system of teaching by correspondence.

So popular and effective has this system of education become in this country that now, no matter what study a person may wish to pursue, he will be able to do so with the help of the United States postal service without leaving his home or without expenditure of any great amount of money.

Practically every branch of knowledge taught in the universities of the country can be studied now by correspondence. Engineering of all kinds, electrical, civil, steam, or marine; law, medicine, and other of the professions, as well as the courses of common study, are included in the lists of the responsible schools of correspondence.

To the worker of small means the

teaching of various studies has opened opportunities of self-advancement hitherto quite impossible to him. For an amount which he can easily take from his earnings and without being taken from his work for a single day he can complete a satisfactory course in any study he may desire to pursue. The clerk ambitious to enter into any of the professions and debarred from so doing because of lack of education can now easily satisfy his desires by way of the correspondence school. The average time needed to complete a course in the correspondence schools is three years. While it is not to be expected that a course of study thus pursued is the equivalent of a course in a college or university, there are hundreds of young men who can vouch for the fact that, earnestly followed, a course of this kind will help any one in the fulfillment of his ambitions.

In most instances a diploma issued by a school that teaches by mail is taken as a sufficient recommendation of the person bearing it.

To the mechanic with a smattering of knowledge of the higher class this manner of instruction has been especially valuable. To him it has offered an opportunity to perfect himself in the particular trade in which he is occupied. With his practical knowledge of his craft, obtained through earning his living by working at it, the task of becoming a master of the same craft is rendered much easier.

To the working electrician the opportunity is offered to become an

electrical engineer; the fireman can by diligent study raise himself to the position of chief engineer, or even higher. Also the chance is presented to the man who has found his present occupation uncongenial to study and acquire a knowledge of another trade. The system of teaching in a correspondence school is one that is aimed to cause the student to take the greatest care in his studies. The first paper which a student receives upon his enrollment is a "test paper," the mission of which is to ascertain the exact standard of knowledge possessed by the student. A man who desires to take up the study of engineering or some kindred subject is first examined as to his knowledge of arithmetic. If he is ignorant in regard to this he is at first given a course in mathematics. His studies go upward as he progresses. The papers containing the lessons are sent to the student in the form of pamphlets. With these are papers of questions which are to be filled in with the student's work on the lesson and returned to the school. There the papers are examined by the teachers in charge of the particular studies and given their markings. If the percentage is below the required standard the papers are returned and the same lesson given over again.

A return of the lesson papers is expected under ordinary circumstances within a fortnight, and "term examinations" are held at regular intervals upon the individual's work. To each individual letters of criti-

cism, commendation, or instruction are sent, as the case may require. The student has the advantage of the personal advice of the teacher in each study.

To further complete the education of a student there has been added to the subjects taught by correspondence a department for the teaching of languages. This is accomplished by the use of a phonograph. The student is given books and pamphlets giving a list of words in the language he wishes to study, together with their English equivalents. With these also comes a phonograph, together with records containing words of the language.

The impressions on the records are made by competent teachers, who insure the correctness of the pronunciation.

The system of teaching by correspondence was first begun through a demand on the part of the miners of Eastern States, who wished to acquire a knowledge of steam engineering in order to enable them to pass the examinations for mine engineers. This was in 1891. The first lessons sent out were type-written, and pertained only to the matter of mining and engineering. So popular did the system become that now there are over a score of reputable schools in the country with an enrollment of over 1,000,000 students. There is apparently no limit to the ages of persons who wish to learn, and who take this way of doing it. The superintendent of a large school showed papers of examination in arithmetic

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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



from a man 56 years old and from a girl of 16. One recent acquisition to the ranks of the correspondence schools was from Alaska. Another came from Australia. Wherever in the world that an efficient postal service is in operation there is to be found some one who, denied the opportunity of securing a desired education, is studying the subject that he desires with the assistance of the mails and the schools of correspondence

Frank Andrews.

#### Woman Who Is an Authority on Cotton.

Among the young women of the country who take a deep interest in the productive industries in which people are engaged for profit is Miss Katherine M. Giles, of New York, who is regarded as one of the best authorities on cotton to be found anywhere. During the recent exceptional activity in the market for that product she was frequently consulted by dealers who had fortunes at stake in the turn of the market, and her judgment was found to be exceptionally good. The cotton market, it should be understood, is a more intricate field when taken in all its aspects of production, marketing and manipulation than those of any other commodity the world uses. It is more puzzling than wheat, corn, stocks or bonds. Even many Wall Street financiers who pride themselves on their ability to gauge the course of prices in the stock market confess they have been on the "wrong side" in cotton. For this reason, perhaps, Miss Giles might take a pardonable pride in having achieved such distinction as a statistician.

She is a businesslike young woman of about 25, with reddish golden hair and keen but pleasant blue eyes. Her office is down in the heart of the financial district, and it is as busy a place as one will find in all that center of rush and turmoil. She has a well-equipped cotton library, which means that she has on file everything relating to the growing of cotton in this country. She can tell you to the number of bales what each state has produced for the last twenty years, what cotton has sold for in all the markets of the world, what weather conditions affect the plant and aid or curtail its production.

Miss Giles took up the business in a most natural way. While still a young girl she became employed in the office of one of the largest cotton brokers in New York. She has been associated with several firms since that time and has made a close study of the subject with every opportunity afforded her.

Finally she branched out in business for herself. She has numbered among her clients six or seven of the most important firms of cotton brokers in New York. They have realized that she has unusual facilities for gathering data. She has a list of more than 3,000 correspondents, who report to her on the crop conditions in their respective districts. More than that, they include many men throughout the South who are on the list of the Government's

correspondents, and it is natural that Miss Giles should have prestige in consequence.

Every month during the cotton growing season she sends out her list of questions, and as soon as the replies begin to roll in she has about all she can attend to. When the December estimates were made near the close of last year she was among the twenty-eight persons and firms whose figures were quoted. The Government estimate was 9,962,000 bales. The firm of Daniel J. Sully & Co. was next with 9,986,000 bales. Miss Giles stood seventh on the list, with 10,370,000 bales.

It is said that Miss Giles would have come much closer to the figures of the Government had she not been afraid to trust the reports given by her correspondents. She added a certain percentage to make allowance for a tendency to underestimate the crop, and this brought her figures up to the amount given above.

"Why did I decide to take up this profession?" said Miss Giles, looking up from her desk strewn with weather charts and tables of statistics. "I suppose I might answer your question with one word, 'because.' But, to tell the truth, I thought I might make it pay better than any other and my training had been so thorough that I decided to try my luck. I realized from the beginning that I might meet with failure, but the old adage, 'Nothing ventured, nothing gained,' gave me courage to persevere.

"The men with whom I am thrown in daily contact always treat me with the utmost respect. Of course there were some at first who treated my efforts as a huge joke, but they soon stopped laughing when they found that brokers of standing took me seriously.

"The funny part of it is that only three of my out-of-town customers know that I am a woman. My circulars are all signed 'K. M. Giles.' An amusing incident happened here several weeks ago. One of my customers, a man from Texas, came into the office and asked to see Mr. Giles. I thought there was a mistake until he gave me his name and told me he was from Texas. I looked him up on my list and satisfied myself concerning him.

"I am K. M. Giles," I said.

"He stared at me for a few seconds. Then he laughed. Well, they are not particular about nerves, but their good nature is infectious.

"Well, well," he roared, "you are nothing but a girl. The joke is on me all right."

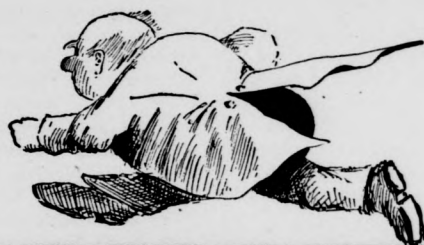
"Nevertheless, he is still one of my best customers.

"Does it pay in a financial way? My health is good, and you do not think one would select this part of New York to recruit a debilitated constitution, do you?"

#### Back of the Flood.

"MacIntosh boasts a good deal about his family, doesn't he?"

"Yes. I think he claims that the head of his family was the original MacIntosh that Noah had with him during that rainy season,



## GINGER UP

And see what Lamson Cash or Package Carriers can do for you. Progressive, successful merchants everywhere are using them.

Send for our new illustrated description of the Lamson Rapid System.

### Lamson Consolidated Store Service Co.

General Offices Boston, Mass.  
Detroit Office 220 Woodward Ave.

## 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 OUR CHALLENGE TO THE NATIONAL CASH REGISTER COMPANY, AND FULL PARTICULARS.

**Century Cash Register Co. Detroit, Michigan**  
U. S. A.

656-658-660-662-664-666-668-670-672 and 674 Humboldt Avenue

## THE ROSEBUD AGENCY.

## Experience of a Tradesman Man in South Dakota.

The ride had been wearisome and monotonous ever since the road had entered the sand hills, and the trainman's drawl, "Valentine," was more than welcome at 2 o'clock in the morning. A lonely, almost deserted railway station was the anticipation. The reality was a platform crowded with the middle-aged with an occasional small boy. The stopping of the train was greeted with hearty cheers and these were as heartily responded to by the incoming three hundred, the exchange of greetings at that time in the morning being somewhat unusual in that rather unimportant Nebraskan town of seven hundred inhabitants. The omnipresent hotel porter had taken my valise and half-awake I was insisting on an immediate start for much needed shelter and lodging when a voice from the "madding crowd" at my elbow with hospitality in its tone asked if the name he then pronounced were mine. A moment later and my valise had changed hands and a few moments afterwards we three in a wide-seated buggy, our faces towards the north, were on the way to Rosebud. Then and there came the explanation of the waiting and the incoming crowd at Valentine.

"It is directed by law that in that portion of the State of Nebraska lying west and north of the line described therein \* \* upon and after June 28, 1904, \* \* \* a person, who now owns and occupies the lands before entered by him, may make an additional entry of a quantity of land contiguous to his said homestead entry," etc., to the extent of about two long columns which it is quite unnecessary to copy, the whole amounting simply to this, that Government lands were to be thrown open to the public and the crowded car and the equally crowded station platform were the representatives of that public who were determined to be on hand the moment the office doors were open. This for Nebraska; the same action on the part of the Government opening offices for the same purpose at Bonesteel in the Rosebud reservation in the southern part of South Dakota. At the appointed hour on June 28 three hundred homeseekers were in line at Valentine, headed, if the report is true, by an ambitious homeseeker who kept his place at the head of the line all night.

There may be much, there may be nothing in a name, but to the mind of the tenderfoot the idea of associating with the wild Indian the rose and the rosebud has something of the incongruous about it. The tomahawk and the scalping knife, implements of warfare inseparable from the Indian, can not possibly have anything to do with blossoming flowers, above all the rose. It has something of the namby-pamby about it. It is the bringing together extremes especially revolting to the lover of the robust and strenuous as it has come to be associated with the modern idea of the legendary and historical

Indian. The scalp, hung by its wisp of hair to the warrior's belt, is more to the fancy and to the liking, if you please, of our up-to-date civilization. The rose and the rosebud belong to poetry and to the land of song. We might find them in Hiawatha—the poem, not the modern song!—and rejoice at the genius that has been able to bring together without shuddering the bleeding scalp and the red of the rose; but even then the thing is possible only in the legendary past. Not in the active present is the union to be made and therefore the naming of the Indian reservation Rosebud was an anachronism as sickly as it was absurd.

While these meditations were going on and the circling hours were leading on the day a perfume, dainty as the dewy dawn, was rising from wind-swung censers somewhere, a perfume so exquisite as to suggest the perfumatory where June breathes upon her roses the odor that makes them Queens. The poet's often-quoted "All the air is balm" needs touching up to be made even suggestive here. The breath of the morning was as if millions of roses had conspired together to make breathing a delight as well as a blessing, and while wonder was reaching the point of enquiry the dawn had faded into twilight and the twilight into day. Then the floodgates of light were lifted and as the waves came pouring over the ridge of the horizon the eye rested upon a circle of rose bushes miles in extent, every one of them lifting to the morning its offering of bud and bloom brimming and dripping with that exquisite fragrance which only the wild rose knows. Rosebud! The reservation has named itself, and lest there might be a mistake made, has written its name in petal and bursting bud and perfume, in red and pink and living green, over every inch of territory as far in every direction as the human eye can see.

The reservation, then, has not been inaptly named and the conclusion reached and above expressed is not the only one wherein the tenderfoot is compelled to acknowledge his inaccurate reasoning and hasty judgment. The naming has come from the realm of affect and to the practical mind of the Indian must mean something and stand for the thing meant—"the sign and the thing signified"—if in these days of psychology reference to the old-fashioned mental philosophy is allowable. Indeed, from that point of view the "pale face"—notice how sound and sense agree—can give his savage brother no instruction. To the cultured ear the sound may not be always musical, but it always is intended to mean something, although, strictly adhered to, it brings out the three persons in one that Holmes has so laughingly stated in his Autocrat of the Breakfast Table—the real John, the John John thinks he is and John as his neighbors know him.

I have thought of this in making the acquaintance of my Indian friends. In every instance where circumstances have for apparently good and sufficient reasons awakened

doubts I have given the party in question the benefit of the doubt, although sometimes with difficulty. I have shaken the hand of Bear Stands Growling, of Thos. War Bonnet, of Jos. Wounded Foot, of Elijah Standing Elk and of He Dog and am satisfied that they are worthy members of the social life they adorn. I am certain that I bent no lower over the welcoming hand of Miss Pretty Voice Hawk, of Miss Good Voice, of Sophia Poor Dog, of Mary Dog Nation and of Annie Iron Side Bear

## AUTOMOBILES

We have the largest line in Western Michigan and if you are thinking of buying you will serve your best interests by consulting us.

Michigan Automobile Co.  
Grand Rapids, Mich.

Buyers and Shippers of

## POTATOES

in carlots. Write or telephone us.

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

## 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.

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The  
**LaVERDO**  
Cigar

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

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

Couldn't be better if you paid a dollar.

The Verdon Cigar Co.

Manufacturers  
Kalamazoo, Michigan



than any of my Grand Rapids friends would have done, so acknowledging my recognition of bright eyes and sweet lips and "waving tresses flowing." They stand for their names and are worthy of them just as Praise God Bare Bones in Cromwell's army and his brethren stood for theirs in the wars for the Commonwealth, thus establishing that touch of nature, which makes kinsmen of the Old World warrior and the New World savage. At times an inborn sense of justice has made me rebel against the circumstance which compels me to express delight in meeting Mr. Rotten Pumpkin, Mr. Chas. Puke and his friend Mr. Guts—these are real names, remember—and have I not the approval of the effete East when with a low bow I recognize with the conventional Miss Bz-bz-bz of the up-to-date reception the Indian maidens known and respected, be it also remembered, as Miss Annie Stinking Eye, Miss Mary Goggle Eyes and Miss Kate Crow Belly? In the dim and misty past these names may have stood for the real; they stand for that no longer and in no unmistakable terms do they show us the need the Indians have of enough of the old Norman French to prevent them from always calling a spade a spade, at the risk, though it be, of not conveying always the name and the idea of that useful implement of industry.

Richard Malcolm Strong.

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

Special Correspondence.

New York, July 30—The coffee market is rather easier again this week. Buyers are taking light supplies and simply seem to be waiting for future wants. The speculators are doing absolutely nothing and probably this quietude will prevail, even if it does not become more marked during the coming month. At the close not over 73¢ can be named for Rio No. 7. Of the grades from No. 4 down the supplies are light, although there is seemingly sufficient to meet requirements. In store and afloat there are 2,791,601 bags, against 2,543,691 bags at the same time last year. Mild sorts this week have met with very limited call, although prices are pretty firmly sustained—good Cucuta, 9@9½¢ and good average Bogotas 10½@10¾¢.

The sugar market is firm. Offerings are light and all refineries are reported oversold two or three weeks in some grades. Most of the trade consists, as usual, of withdrawals under old contracts, new business being comparatively light. Raw sugars show a hardening tendency and altogether the outlook just now is in favor of the seller. Quotations are 4.95@5¢ for granulated, the latter being the price made by the National and Arbuckles.

Fine teas are in rather light offering and quotations are well sustained, although the volume of business is light. Still the feeling in the market generally is better and holders express confidence in the future.

Not an item of interest can be found in the rice district. Trade is

of small volume, although prices here remain lower than at the South. Not much business will be transacted until we have freer receipts of new crop. Reports continue favorable of a splendid harvest.

In spices pepper continues to attract the most attention and sellers are apparently indifferent as to whether they make sales on present basis or not, as they think the future will have something better for them. Little is doing in other spices, but the general tone of the market is firm and it will doubtless be well for the grocer to make purchases somewhat ahead of current wants.

There is absolutely nothing doing in grocery grades of molasses. There is no call and if there were any, it could hardly be met, as supplies are almost nil. Quotations are steady. There is quite a steady demand for the lower grades of molasses, supplies of which are limited and quotations firm. Syrups are steady with supplies light.

In canned goods there is a little firmer feeling in tomatoes and futures are pretty well settled at 70¢, although some are asking 75¢ in Baltimore. We are having reports of much damage to vines by heavy storms in Maryland and Delaware, but there is not likely to be a dearth. Some early packed stock has been sold at 65@67½¢ f. o. b. Baltimore. While there is a big pack of peas there seems to be no actual surplus of really fine goods and it is said that some packers are in market trying to buy in order that they may be able to cover contracts. Peaches are firm. Gallon apples are steady, with \$1.80 as the usual quotation. Salmon is steady and every day seems to add to the strength of the situation.

There is nothing of interest in the dried fruit market. Quotations on about every article remain unchanged and there is simply a midsummer call.

Lemons and oranges are steady and quotations are well maintained. Of the latter fruit the supplies are somewhat limited, although there is no actual scarcity.

For the very top grades of butter there is a firm market and the demand is sufficiently active to keep the supplies pretty well cleaned up. Quotations are practically without change, the range being the narrow one of 17½@17¾¢; seconds to firsts, 15½@17¢; Western imitation creamery, 14@15¢; Western factory, 12@13¾¢; renovated, 14@15¢, the latter for extras.

Nothing is changed in the cheese market. The demand is light and supplies, while not overabundant, are sufficiently large to prevent any immediate advance. A good part of the arrivals show the effects of heat.

There is a great and "unsatisfied" demand for the better grades of eggs. When found this sort will readily fetch 23@24¢. Fancy Ohio and Michigan are worth 19½@20½¢; seconds, 16½@17½¢.

An indifferent salesperson is, if possible, worse than one who is gruff.

#### Gas or Gasoline Mantles at 50c on the Dollar

GLOVER'S WHOLESALE MDSE. CO.  
MANUFACTURERS, IMPORTERS AND JOBBERS  
OF GAS AND GASOLINE SUNDRIES  
Grand Rapids, Mich.

#### PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

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#### ELECTROTYPES

DUPLICATES OF  
ENGRAVINGS & TYPE FORMS  
SINGLY OR IN QUANTITY  
TRADESMAN CO., GRAND RAPIDS, MICH.

#### The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

**3½ Per Cent.**

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Resources Exceed 2½ Million Dollars

#### WE SEE NO SUCCESS AHEAD

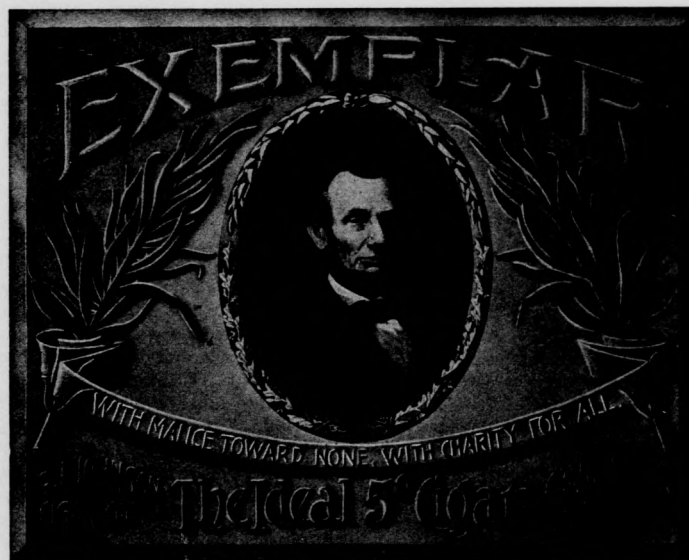
#### For The Dealer

who doesn't build his business on enduring foundations—fairness in principles and the best values obtainable.

#### New Silver Leaf Flour

is the best flour on the market today, and we have customers who have sold it ever since we began manufacturing. Is not that endurance enough for you?

**Muskegon Milling Co., Muskegon, Mich.**



#### JOHN T. BEADLE WHOLESALE MANUFACTURER



#### HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES



### Selecting the Goods You Like Best to Sell.

What is there about the influence of the company of goods that causes clerks to appear so different in different stocks? In stores where the clerks sell everywhere, as well as in stores that are closely departmentized, there is a big difference in the manners of clerks when they are handling different classes of goods. If Mr. Smith, head clerk in a general store, waits upon Mrs. Brown to dress goods, he takes all the pains in the world to show her everything in the quickest possible manner and the very best style. He hustles around and gets everything on the shelves if Mrs. Brown offers the slightest tendency toward hesitancy in making her selection. He talks himself dry and begins over on the same points with attempts to put his arguments in a little different language. He gets a little nervous, perhaps, and begins to sweat over the possibility of not getting the sale.

When Mrs. Brown goes down to the gingham counter and wants to see common apron checks Mr. Smith is less anxious and he perhaps leans and lops about and possesses himself of an air of more or less indifference as to whether she buys one thing or another, and he fails to urge her to buy anything more than that for which she asks. He doesn't take the pains to call her attention to a lot of new common ginghams or prints, for, perhaps, a sale of them wouldn't amount to much of anything. If Mr. Brown wants to buy something in the clothing department the enthusiasm of this head clerk is again sort of lumpy and needs bracing up. He doesn't go at Mr. Brown with the idea of selling him all that is possible, but of selling him what he asks for, with the least possible trouble. He forgets possibilities outside of the dress goods and seems to think that his reputation as a salesman doesn't depend upon anything but the successful selling of dress goods and their accessories.

Some other clerk in the same store becomes enthusiastic when he gets hold of a man who wants to see a suit of clothes or an overcoat and gets lumpy and sleepy when he has a customer who wants dress goods or linens. Instead of being a clerk that is ready and anxious to prove good in any place anywhere he is a clerk that has a hobby without knowing it. In every store are to be found clerks who will wax enthusiastic when handling some lines of goods, and become decidedly listless and uninterested when handling others. I knew a clerk who thought himself promoted above the selling of cheap goods, and got into the habit of calling subordinate clerks when a customer called for anything that did not represent a large amount of money if a sale was made. He had to be called down by the boss and

made to understand that so long as he sold goods all over the store he would have to take the bitter with the sweet, and sell whatever a customer might want, the same as other clerks. But even after that we noticed that he got through with the ginghams and prints and notions about as soon as he could.

The same trouble—and it is a serious trouble—is to be found in department stores where the clerks are kept in one stock and allowed to sell only in that stock. Clerks in the linens don't take the interest necessary to make them enthusiastic and convincing salesmen; clerks in the clothing are indifferent and perhaps on the verge of sauciness with almost every customer that comes to them; clerks in the carpets fail to find out the tastes and intentions of customers and either fail to sell or sell something that is not really satisfactory to the customer; clerks in the corsets do not seem to be able to understand what customers want or need. Possibly this condition may not be all the fault of the clerks, indeed, it is less the fault of the clerks in the departmentized stores than in the general store, but the fault, wherever and whatever it is, is possible of correction by the clerks themselves, and they should know what and how much should be corrected.

To prove this condition of business in your store watch some other clerk in his work with a customer as he goes all over the store to wait upon her. You will note that in some stocks he is listless and takes few pains to sell the customer—that he lacks good salesmanship powers when he comes to goods that do not exactly meet with his favor. Apply the observation to your own work and notice how often you will find yourself in a similar situation. Before the day has passed you will find yourself doing a similar sleepy stunt at some other counter. You can find your shortcoming as well as some one can point it out to you, and you won't be half as wrathful if you find it yourself as you would be if someone else told you of it.

If you are a department clerk you know whether or not you like the stock of goods in which you are placed. You may not know what other stock would suit you better, but you surely are able to place your tastes somewhere in the store. Go to the boss or the superintendent and tell him that you are not doing as well as you should where you are, and you know it. Tell him you think it would be better for the store and you would come nearer earning your pay if you were put somewhere else and allowed to prove to yourself and the firm that you are worth more where you can handle the goods with greater energy and enthusiasm. Ask for the change as soon as it can be made, and then go back to your old place and see if you can not pump enough ginger into your movements to demonstrate that you are in earnest, for you will certainly be observed in order to find out whether you are really in earnest.

The primal trouble with this listlessness is that we are all creatures

of appetite and you who are not hustling in certain stocks prove that you have no appetite for those stocks. It is your business to cultivate that appetite and overcome your natural aversion to the greatest possible extent. Conquer your own dislikes and compel yourself to do what which you know must be done. If you don't like the print stock and are always slow in making sales in that part of the store, batter into your head that it is as much a part of your business as the dress goods, or the linens, or the shoes, or any other stock that you like better. Selling goods is not a matter of complete choice, and the clerk who thinks he can select his work, neglect many things and ride hobbies will find that he is butting his head against a wall and will have a sorely battered head before he is aware that he is getting the worst of it.

Maybe you do not think you are attempting to choose for yourself that which you like and that which you do not like, but if you are sure of this, just set a fellow-clerk to watching you for a week with the request that he call you completely down every time he finds something in your handling of goods that seems to him to be decidedly wrong. Do not put on an air of argument every time he has something to say to you, but listen to what he tells with the belief that your conduct has been as others see it, and make up your mind to act accordingly. You will be surprised and much chagrined at what is told you, and some thing you will be inclined to dispute, but it will be a good thing for you to shut up and swallow a few doses of good medicine that will help you in all your subsequent work in the store.

Some clerks are inclined to be indifferent in their work whenever a customer has an opinion that is counter to theirs regarding the goods wanted. That kind of a clerk seems to take the position that so long as the customer won't buy what he thinks she should buy, he is not going to trouble himself very much about selling her the goods. Of course, she doesn't know what she wants and what is the thing for her to buy, therefore what is the use of attempting to sell her much of anything? You never did that, did you?

Just remember back a few days and think of the customers who have not bought exactly as you think they should have done, and you will discover that you did some very foolish things. Don't you remember the farmer who wanted a new suit and a pair of shoes—he who insisted on buying patent leather shoes and a suit that you knew would fill with dust and hold it the first time it was worn out on a country road? Well, don't you remember how you endeavored to explain that to him and how, when he still persisted in wanting the goods, you became lukewarm and almost had a pout, like a little kid who couldn't have his own way? In fact, didn't you almost get angry because the man wouldn't follow your advice? It was the same way with the woman who bought an

organdie when you knew a more serviceable wash goods was the thing she needed. You didn't think you were doing anything out of the way, but if you could have stood near and listened and watched you would have seen that you were not pursuing the right course to please and satisfy your customer.

It is all right to have a mind of your own about goods and their uses, but it is not all right to think you have the right to thrust your opinions upon other people in contradistinction to theirs. It is your business to sell the goods as people prefer to buy them and not as you prefer them to be bought. Thrusting yourself forward against good common business sense will not improve your worth as a present salesman or a future merchant. Treat goods and customers with fairness and good judgment.—Drygoodsman.

### Even a Floorwalker Can Learn Something.

On Tuesday of last week one of the floorwalkers in a big department store took a stroll past the glove counter. While there he noticed that all the chairs and stools in that section of the store were occupied by women who were trying on gloves. "What are those women doing?" he said to a clerk.

"Trying on gloves," was the reply. "Why don't they have it done here at the counter?"

"Because they are dollar gloves," said the girl, "and we are not allowed to fit a pair of cheap gloves."

"Then, why don't those women go home and put them on?" continued the floorwalker. "It doesn't look well to see so many of them wrestling with new gloves in public this way."

"They used to take them home," said the clerk, "but they seem to have come to the conclusion that this way saves time. You see, that last batch of dollar gloves we got in is not up to the mark. Almost every pair is a misfit, the seams pull out and the fingers are too short."

"As a rule our dollar gloves have been gilt-edged in quality and fit, and old customers who were used to buying them took these on faith just as they had taken the others. It was quite a blow to find they could not wear the gloves. Of course, the things had to be exchanged."

"But that wasn't the worst of it. Half the time the second pair was no better than the first, and had to be changed again. After two such trials most of the women got wise. They have adopted the expedient of trying on the gloves here."

The floorwalker looked disapprovingly at the row of amateur glove fitters. "If there are any more of those freak gloves left," he said, "chuck them. I can't have this."—New York Times.

### Big Drop.

"What's that racket down there?" shouted the old gentleman from the head of the stairs.

"I think," promptly replied his up-to-date daughter, "that it was Bob dropping his voice when he proposed to me."



### Window Trimming as an Aid to Salesmanship.

First of all, it is absolutely necessary to have everything neat and well balanced. You will notice in a great many displays a very uneven appearance. All the small goods will be on one side of the window, and the larger ones on the other side, where if they were distributed it would give the display a more even and attractive appearance.

Another fault to be avoided is the crowding of a window—putting too much into it. When a window is crowded one article detracts from another; consequently when a passerby stops to look he sees so much that he does not remember anything he has seen after leaving. You perhaps have noticed in certain sections of the city, the merchants have not enough room in their windows, but hang a few articles on the outside.

Any woman will stop and look at a dry goods display, and nine out of ten men will stop and look at a clothing or furnishing goods window, but not so with all windows. They must have something to attract attention, and cause people to stop, and if you want to hold them you must have something there to impress them. Therefore, I say the window made up entirely of one line of goods is by far the best window, as it is impressive.

My reason for favoring this window is: We will say that for a stationery store you have a display of ink stands—nothing else. There is nothing there to see but ink stands. The chances are that before the observer leaves the window he has viewed every different style of stand in the display. Perhaps he does not want an ink stand to-day, but he will later on. You have gained your point, for just as sure as he wants an article he has seen displayed in this manner, or hears the article mentioned, his mind will immediately go back to that window; it has impressed itself on his mind and he will not forget what he saw, or where he saw it. He will naturally suppose you carry the largest and best line, and he is justified in thinking so. The merchant across the street may carry a larger line than yours; he has displayed one or two of the same articles with a varied assortment of other goods; no one has seen it, or if they have it was only a passing glance, which was soon forgotten, consequently you get the business.

There is one more point I wish to mention, that is in regard to signs in the window. I do not approve of great, large signs in a show window for this reason: They take up too much room, and very often hide the display and spoil the effect. A small sign, or even a typewritten letter, is, to my idea, far better, as it will attract more attention. One must stop to read it, and you will find that two-thirds of the people will stop and read it.

E. M. Joel.

If you would get ahead stop looking behind. Nobody cares what you've done, but what you're doing.

### Hardware Price Current

AMMUNITION				
Caps				
G. D., full count, per m.....				40
Hicks' Waterproof, per m.....				50
Musket, per m.....				75
Ely's Waterproof, per m.....				60
Cartridges				
No. 22 short, per m.....			2	50
No. 22 long, per m.....			3	00
No. 32 short, per m.....			5	00
No. 32 long, per m.....			5	75
Primers				
No. 2 U. M. C. boxes 250, per m.....			1	60
No. 2 Winchester boxes 250, per m.....			1	60
Gun Wads				
Black edge, Nos. 11 & 12 U. M. C.....				60
Black edge, Nos. 9 & 10, per m.....				70
Black edge, No. 7, per m.....				80
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of	oz. of	Size	Per
	Powder	Shot	Shot	Gauge
120	4	1 1/4	10	10
129	4	1 1/4	9	10
128	4	1 1/4	8	10
126	4	1 1/4	6	10
135	4 1/4	1 1/4	5	10
154	4 1/4	1 1/4	4	10
200	3	1	10	12
208	3	1	8	12
236	3 1/4	1 1/4	6	12
265	3 1/4	1 1/4	5	12
264	3 1/4	1 1/4	4	12
Discount 40 per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100..				72
No. 12, pasteboard boxes 100, per 100..				64
Gunpowder				
Kegs, 25 lbs., per keg.....				4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.....				2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.....				1 60
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.....				1 75
Augurs and Bits				
Snell's.....				60
Jennings' genuine.....				25
Jennings' imitation.....				50
Axes				
First Quality, S. B. Bronze.....				6 50
First Quality, D. B. Bronze.....				9 00
First Quality, S. B. 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.....	1/4 in.	5-16 in.	3/4 in.	1/4 in.
BB.....	7 c.	6 c.	6 c.	4 c.
BBB.....	3 1/2 c.	7 c.	6 c.	6 c.
	8 c.	7 c.	6 c.	6 c.
Crowbars				
Cast Steel, per lb.....				5
Chisels				
Socket Firmer.....				65
Socket Framing.....				65
Socket Corner.....				65
Socket Slicks.....				65
Elbows				
Com. 4 piece, 6 in., per doz.....			net	75
Corrugated, per doz.....				1 25
Adjustable.....			dis.	40 & 10
Expansive Bits				
Clark's small, \$18; large, \$26.....				40
Ives' 1, \$18; 2, \$24; 3, \$30.....				25
Files—New List				
New American.....				70 & 10
Nicholson's.....				70
Heller's Horse Rasps.....				70
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List 12 13 14 15 16 17				
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s.....				60 & 10
Glass				
Single Strength, by box.....			dis.	90
Double Strength, by box.....			dis.	90
By the Light.....			dis.	90
Hammers				
Maydole & Co.'s, new list.....			dis.	33 1/4
Yerkes & Plumb's.....				40 & 10
Mason's Solid Cast Steel.....			30c list	70
Hinges				
Gate, Clark's 1, 2, 3.....			dis.	60 & 10
Hollow Ware				
Pots.....				50 & 10
Kettles.....				50 & 10
Spiders.....				50 & 10
Horse Nails				
Au Sable.....			dis.	40 & 10
House Furnishing Goods				
Stamped Tinware, new list.....				70
Japanned Tinware.....				30 & 10

Iron		2 25 c rates	3 c rates
Nobs—New List		75	85
Door, mineral, jap. trimmings			
Door, porcelain, jap. trimmings			
Levels			
Stanley Rule and Level Co.'s	dis		
Metals—Zinc		7 1/2	8
600 pound casks			
Per pound			
Miscellaneous			
Bird Cages	40		
Pumps, Cistern	75		
Screws, New List	85		
Castors, Bed and Plate	50 & 10 & 10		
Dampers, American	50		
Molasses Gates		60 & 10	30
Stebbin's Pattern			
Enterprise, self-measuring			
Pans		60 & 10 & 10	70 & 10
Fry, Acme			
Common, polished			
Patent Planished Iron		10 80	9 80
"A" Wood's pat. plan'd, No. 24-27			
"B" Wood's pat. plan'd, No. 25-27			
Broken packages 1/2 c per lb. extra			
Planes		40	50
Ohio Tool Co.'s fancy			
Sciota Bench			
Sandusky Tool Co.'s fancy			
Bench, first quality			
Nails			
Advance over base, on both Steel & Wire			
Steel nails, base	2 75		
Wire nails, base	2 30		
20 to 60 advance			
10 to 16 advance			
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		
Barrel 1/2 advance	85		
Rivets			
Iron and Tinned	50		
Copper Rivets and Burs	45		
Roofing Plates			
14x20 IC, Charcoal, Dean	7 50		
14x20 IX, Charcoal, Dean	9 00		
20x28 IC, Charcoal, Dean	15 00		
14x20 IC, Charcoal, Allaway Grade	7 50		
14x20 IX, Charcoal, Allaway Grade	9 00		
20x28 IC, Charcoal, Allaway Grade	15 00		
20x28 IX, Charcoal, Allaway Grade	18 00		
Ropes			
Sisal, 1/2 inch and larger	10		
Sand Paper			
List acct. 19, '86	dis	50	
Sash Weights			
Solid Eyes, per ton	30 00		
Sheet Iron			
Nos. 10 to 14	\$3 60		
Nos. 15 to 17	3 70		
Nos. 18 to 21	3 90		
Nos. 22 to 24	4 10		
Nos. 25 to 26	4 20		
No. 27	4 30		
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.			
Shovels and Spades			
First Grade, Doz	6 00		
Second Grade, Doz	5 50		
Soldier		21	
1/4 @ 1/2			
The prices of the many other qualities of soldier in the market indicated by private brands vary according to composition.			
Squares		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.			
Solder 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	30-10		
Screw Eyes	30-10		
Hooks	30-10		
Gate Hooks and Eyes	30-10		
Wrenches			
Baxter's Adjustable, Nickeled	30		
Coe's Genuine	40		
Coe's Patent Agricultural, Wrought	70 & 10		

### Crockery and Glassware

STONEWARE		
Butters		
½ gal. per doz.	48	
1 to 6 gal. per doz.	6	
8 gal. each	52	
10 gal. each	66	
12 gal. each	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, ball per doz.	85	
1 gal. fireproof, ball per doz.	1 10	
Jugs		
½ gal. per doz.	60	
¼ 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		
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 Nacetas	9 00	
LANTERNS		
No. 0 Tubular, side lift	4 65	
No. 1 B Tubular	7 25	
No. 15 Tubular, dash	6 50	
No. 2 Cold Blast Lantern	7 75	
No. 12 Tubular, side lamp	12 60	
No. 3 Street lamp, each	3 50	
LANTERN GLOBES		
No. 0 Tub., cases 1 doz. each, bx, 10c.	50	
No. 0 Tub., cases 2 doz. each, bx, 15c.	50	
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25	
No. 0 Tub., Bull's eye, cases 1 dz. e'ch	1 25	
BEST WHITE COTTON WICKS		
Roll contains 32 yards in one piece.		
No. 0, ¾ in. wide, per gross or roll.	25	
No. 1, 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	00	
2000, any one denomination	5 00	
Steel punch	70	

## HARD WORK

## To Make the Public Part With Its Cash.

The business world has experienced several changes within the past three or four years, in customs and methods, of both the introduction and sale of manufactured products, and which at one time promised unheard of advantages, from a manufacturer's standpoint, in distributing and marketing goods, that before were never dreamed of as being possible.

When the enormous combinations of capital were proposed, and many of the largest concerns actually combined to reduce the cost of manufacturing and selling their products, all kinds of prophecies were made as to the fate of the army of salesmen and traveling representatives of the firms which would enter these combines.

At one time the conditions were such as to warrant the belief that, in a short time the species of the human race known as "drummers" would soon become extinct. But, like the proverbial poor, we still have them with us, and it has become evident that they are yet as necessary in promoting sales and bringing publicity to the manufacturers' output as are the newspapers and magazines.

The idea advanced by the promoters of these combinations was that of requiring one salesman to represent the output of the several factories in the combine, and to bring the goods into publicity through newspaper advertising. In short, to make paper, ink and type do what the salesmen had done, and by this means bring the manufacturer, instead of the salesman, into closer touch with his customers. But did this method prove to be a successful one in reaching the actual buyer?

The salesmen who were turned out to graze, or to get a living the best way they could, entered smaller concerns, which the combines either did not think worth buying or could not reach, and in many instances formed companies of their own. They had friendly relations with and the confidence of the retailer, and for years had been associated in the dealer's mind with certain lines of goods. These new firms, by extra inducements to hold their old trade as well as to secure new, soon became very unexpected and formidable competitors.

The shaking up which the salesmen had, however, caused the weeding out of the incompetent ones, and resulted, naturally, in the survival of the fittest; but the other fellow, whose position depended upon a "pull," the man who knew it all, or could tell many good jokes but send in few orders, is laid aside and is the only one cursing his luck, and incidentally, the "trusts."

From these conditions has evolved the special salesman, or soliciting broker, who, ignoring all other mediums, by his individual efforts brings the manufacturer into direct contact with the retail trade. He works independently of the jobber's salesmen, but keeps in close touch with them

and their sales, especially in lines which he represents, and through the establishment of friendly relations with them, secures many special favors in having his goods recommended to the dealer when no preference is made for other goods of a similar nature.

The special salesman who for years has regularly solicited the retail trade on special lines in a certain territory understands thoroughly the conditions as they exist in each dealer's locality, and can influence more trade to the firm which he represents than it is possible to secure through any other mode of publicity. He must be a business man, however, as well as a salesman, for the dealer will judge the houses by the man they send out to represent them, and will frequently recommend goods to his customers because of the known integrity and business qualifications of the salesman.

He is in every sense a commercial specialist, working for and with non-competitive manufacturers, for the introduction and sale of their individual products, and in assisting the retailer to keep the goods they are offering to the public continually before the trade, and the dealers' shelves free from soiled and damaged stock. As he depends upon his commissions alone for remuneration, he is careful to see that the display advertising furnished by the manufacturer is not allowed to become misplaced or wasted, but always kept to the front and made to assist in bringing the goods to the attention of the public. Also that the jobber is prompt in delivering his goods to the dealer, if ordered through them.

The idea of advertising is to sell goods; to bring seller and buyer together; but too much faith in this one method alone, accomplishing that end, has caused the loss of thousands of manufacturers. Under the caption, "The Expensive Misfits of Advertising," The Grocery World of May 23 says, editorially: "There's an astounding lot of money wasted in advertising. I believe it's a fact in physics that 90 per cent. of all the energy developed by coal, when used to generate steam, is wasted. Probably all of 95 per cent. of all advertising energy is wasted."

Just think of that; and still some advertising agents will tell us that if they handle our business they will put the goods in every retail store without the aid of a salesman. The manufacturer makes the appropriation, and sits back wondering why his goods do not move faster.

It is true that through newspaper and magazine publicity, a greater number of consumers may become familiar with the name of a brand of a manufacturer's goods, which he is offering to the public; but there are other manufacturers doing the same thing, and with just as much persistency. Every jobber may be carrying several brands of the same line of goods, but the retailer must be reckoned with to have him recommend any one or more of these brands to his trade.

It is just here that the special salesman gets in his work, and be-

## BUBBLES

## IN THE GLASS

There's a difference, even in double strength glass. Some is very wavy, some is "wry," some is full of bubbles.

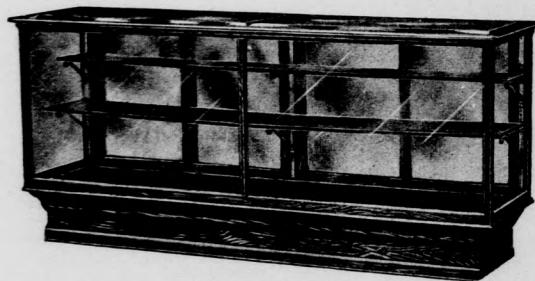
Occasionally a manufacturer will say that he uses glass without a wave or ripple—don't you believe it, as all sheet glass is affected with waves to some degree.

We use extra thick glass without a bubble and as free from waves as it is possible for glass to be. It is all highest grade double strength and costs twice as much as the ordinary, unselected glass used in the "buy today, regret tomorrow" kind.

### We'd Like to Send You a Sample of this Glass

EVEN IN THE DOORS and ends of our cases, we use this same grade of glass. There's no economy—to you—in cheap glass—you want a SHOW CASE, not a make-believe.

Ask for more information.



No. 63 Best combination case on the market, 26 inches wide, 42 inches high, adjustable shelves. Shipped knocked down. Glass, finish and workmanship of the highest grade.

## Grand Rapids Fixtures Co.

Grand Rapids, Michigan

New York:  
724 Broadway

Boston:  
125 Summer St.

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



comes of vital importance, in fact, the connecting link between the manufacturer and the consumer. He is not satisfied if the jobber or retailer shows unconcern, or lets the consumer take just whatever is desired; he goes to the retailer's customers and sees that they know where his goods can be found, and at all times will push the goods he represents ahead of those of other manufacturers. On the other hand, the jobber can not push any one brand to the detriment of another, but must send the retailer what he asks for, often because the latter can sell at a larger profit.

Some of the largest advertisers have recognized this and the National Biscuit Company, which not only spends thousands of dollars in advertising, but has salesmen in all the largest cities who visit the smallest dealers as often as twice each week. If a manufacturer has his goods "trade marked," the visit of a special salesman representing the goods will recall that line to the mind of the

easy access to machinery, raw material and labor; easier by far than it is to sell them, and while printer's ink is a good and reliable assistant, it takes something else to induce the public to believe that there are not others. The manufacturer must of necessity get nearer his real customers in order to succeed, and this can only be accomplished through the efforts of a persistent and reliable salesman.

The mail order houses are trying to get near the customer by offering to "sell direct," urging people to "buy from first hands," etc., even although the goods they sell are handled through the jobbing trade, and are having some success.

Science may have a place in salesmanship; psychology and suggestion also, but it takes hard work, work all the time, backed up by a full understanding of human nature, as well as the defects in the other fellow's goods, to make the public part with their cash. Especially is this so if they are induced to believe that the

#### A STRIKE BULLETIN.

Me fadder struck, away las' June, an' hasn't turned a lick—  
He hasn't even cleaned the clay dat wuz stuck ter his pick.  
He didn't like the wages dat dey chucked inter his mitt—  
I guess dat's what de trouble wuz, but anyhow, he quit.  
But, say, I guess de fambly's in the biggest kind of luck—  
De ole man's in the walkout, but me mudder hasn't struck.

Me sister she wuz workin' in a place dat sells quick lunch,  
De boss, he makes some kicks, an' dat starts trouble wid de bunch.  
Dey all goes out an' won't go back—you oughter talk ter Liz—  
She's makin' speeches ever'where about de strikin' biz.  
Dat's all she does—just chews de rag about de money duck,  
But still we're eatin' reglar, cause me mudder hasn't struck.

Me brudder Bill—he's strikin', too—ben out sence May de first,  
Dey wants him back, but, no, b'gee! He says dat he won't stand,  
Fer workin' dere, unless de boss will fire some udder man.  
I'm strikin', too. I hops de bells, an' wants anudder buck.  
But dere at home we's eatin', 'cause me mudder hasn't struck.

Well, say! Now, on de square, it's fun ter hear me brudder Bill  
An' sister Liz an' de old man start up a-talkin' mill,  
About how dey've stopped workin' jest ter teach de udder dubs.  
An' all de time me mudder keeps a hustlin' at de tubs.  
I likes de ole man's backbone, but likes me mudder's pluck—  
I guess we'd all be hungry if me mudder's gone an' struck.

retailer immediately, and will not confuse it with the general lines, such as sugar, coffee, lard and molasses, as is the case when a jobber's salesman calls.

The manufacturer must wait a long time to induce enough calls for his goods at the retailer's, to secure an order from him by newspaper publicity alone; and especially is this true when the dealer has other goods that he wishes to push out. but a salesman, through his personality and constant efforts, and methods which are pleasing to the retailer, can often succeed in getting quick and permanent results. He becomes identified with his goods, and if they are a quality to instill confidence and enthusiasm into his work, he virtually works on the co-operative plan with the manufacturers in order to succeed, and this can terests are his interests, and he is always on the alert to push business at the least possible expense.

It is an easy matter to manufacture goods ready for market, with an

something else which the other fellow has is just as good as yours.  
N. T. Green.

#### Some of Them Accounted For.

"What," asked the female suffrage advocate with the square chin, "has become of our manly men?"

"Some of them," replied the meek and lowly citizen, "have married womanly women and are now engaged in raising childish children."

#### What He Required.

"Give me a theme," said the poet with the unbarbered hair, "and I will do my part."

"In order to do your part," rejoined his matter-of-fact friend, "all you need is a comb."

#### Her Trouble.

First Boarding House Mistress—  
I've seen it figured out that people can live on 12 cents a day.

Second Boarding House Mistress—  
Ah! but you can't get them to do it.

Sow a sin and reap a sorrow.

## 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

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

## \$500 Given Away

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

### Alabastine

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

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

## The Old National Bank

GRAND RAPIDS, MICHIGAN

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

3%

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

The Largest Bank in Western  
Michigan

Assets, \$6,646,322.40

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

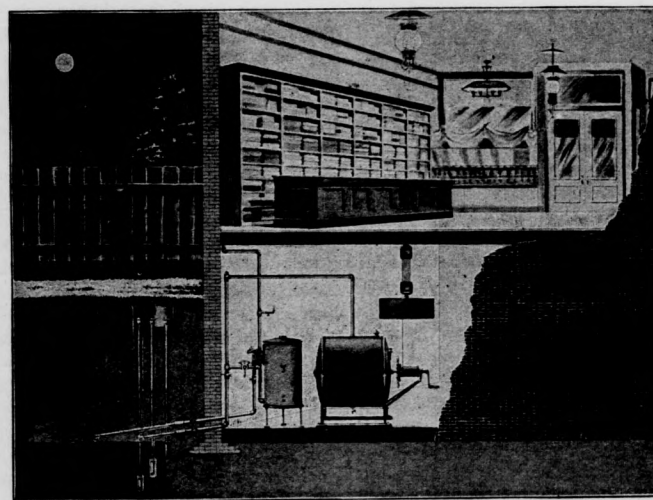
1232 Majestic Building, Detroit, Mich.

### AUTOMOBILE BARGAINS

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

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

## Improvement is the Order of the Age



Do not be satisfied but look for something better. The

### Michigan Gas Machine

is the best artificial lighting machine ever invented. Send for  
our catalogue and prices.

## Michigan Gas Machine Co.

Morenci, Michigan

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



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

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

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

### How To Handle Two Types of Merchants.

I derived so much benefit from the letters recently published in the Tradesman, sent in reply to the request of some agent as to how to handle the man who has "no demand," that I venture to ask through you what my brethren of the traveling fraternity would do with some types I meet on my territory, as follows:

1. The man who has bought a barrel on some deal, who is perfectly satisfied in every way, with whom the goods have moved off quickly, who indeed is holding Sunshine baking powder, for instance, as a leader, but who will not order in barrel lots again, claiming there is not enough difference in price or that he can not afford to tie up the money or he has not the room. Now, what do you do with him? It is such a dangerous thing to allow him to relapse into case buying that I would like to know what methods others have adopted to keep him in line. This refers especially to a man who has bought a barrel on some deal.

2. When you reach a town in which you considered Sunshine well established and find that some price cutters have played havoc and the dealers are all disgruntled, what do you do? What do you say to the man who says, "I have thrown out Sunshine because Brown is selling it at less than I can buy it." And what to the man who says, "Since the price is no longer maintained, I sell no more than I have to. A dozen brands yield me a better profit, even Royal. Why should I sell Sunshine? It was I who worked up the trade on it because it then made me a legitimate profit, but at the price now offered by Brown and Jones there is nothing in it. Hence I shall work it out."

Fellow workers, will you please come over into Macedonia and help?

#### Answer One.

Your request for what to say and how to handle a dealer who says he will throw out Sunshine because the price is cut by some dealer received. In reply will say this situation generally happens where there is fairly good demand for Sunshine. In the writer's opinion the best way is to bluff the dealer good and hard. Do not try to sell him in a direct way. Ask him if he stops selling his wares because some other dealers cut on this and that article—that the other fellow cuts the price on purpose to bring about the very thing he says he will do and thus can reach his trade. Tell him if he won't handle Sunshine you will sell just as much Sunshine as they will purchase of the other dealer and something else beside. Tell him that this customer probably never bought a cent's worth in the other fellow's store until they were forced to buy Sunshine and naturally the other fellow will try and sell them all he can and you not only lost your sale on Sunshine, but on

other trade as well. Tell him not to cut the price on any goods, because it doesn't pay. Ask him if he ever saw a cutter that made a win? Tell him the best dealers never pay attention to the cutter, but talk of the quality they sell. Tell him we do not sell to cutters and that this class of dealers generally purchase off-quantity goods and perhaps his Sunshine is from fire sales, etc. On no account allow the dealer to think for one moment that he hurts you by not selling Sunshine; that you are sorry that he is losing so much of his trade by the other fellow securing it by unfair methods. In fact, the writer wishes that this was the only stumbling block to contend with in selling Sunshine.

#### Answer Two.

While I have never met a grocer who takes the position mentioned in first question, I think if I did I would handle his case along this line: "You say Sunshine is moving nicely and is your leading seller. These facts alone are reasons sufficient why you should buy it in quantities. You say there is not enough difference between the case price and in barrels. Have you ever stopped to figure it? Well, there is an average difference of 6 to 10 per cent., according to the assortment you take. If you only sold one barrel (10 dozen 1 pound) cans in a whole year—and that is an exceptionally small amount for you—you would save 10 per cent. Where could you invest \$22.50 and get as good a rate of interest on your money? Why, it would almost pay you to go out and borrow the money at 6 per cent. and buy it in barrel lots and then make 4 per cent. in addition to your regular profit, to say nothing about the saving of freight, which you must always pay when buying in small lots. Have you ever noticed that the successful merchants everywhere are those who buy their goods in quantities, thereby having the advantage of the smaller dealer, because they save the discounts in addition to the regular profits? Just by way of illustration as to what can be made by buying in quantity, I will cite you a grocer acquaintance of mine in a town of 5,000, who started in a small way about ten years ago and who to-day does the largest business in that city. Last year this man was able to pay the wages of all of his help and all expenses connected with his business out of the money saved as discounts on quantity purchases. This same grocer buys Sunshine in two barrel lots several times a year and if he could obtain any better price by buying five barrels than two he would not hesitate to buy them. Of course, if a dealer is buying from a jobber, say at \$2.50 or \$2.25 per dozen, there really is no reason why he should buy in barrel lots. I do, however, say to him, if your jobber makes you such a concession on single dozen lots he certainly would do equally well in a barrel, and as the jobber does not carry barrels of our goods in stock, you could give me the order at the regular price and ar-

range the prices with your jobber representative later."

About the only thing you can say to a grocer who takes the stand mentioned in question 2 is: It has always been and is now the policy of the Sunshine Powder Co. to maintain the retail selling price and eliminate all price cutters from their customers' list. The salesmen are much to blame for these conditions existing in their territory. Their great desire to make sales causes them to wink at the price cutter booking his order, knowing that he will not maintain the price. Such salesmen are not working for the best interests of the house and will sooner or later be up against it good and hard. A permanently good article depends for its quality not so much on the ability of its maker as upon his disposition to stick to a principle.

#### Answer Three.

In regard to questions sent me will give my answers as follows:

1. This is a hard man to handle and one must use great care and judgment in the way you handle him. If he claims there is not enough difference in price, and I think it possible for him to use two barrels, I talk a direct shipment and the discounts on same, the short space of time it will take to sell that amount if he will just push it and the large profit he will derive from a little extra work. When he does not want to tie up that amount of money in Sunshine or an assortment of that kind I argue that it is an investment of only a small amount and the difference in price pays him a better percentage than on any other standard article he has in his store and buys in larger amounts day by day and thinks nothing of it. I also state that if he does not want to use his own money that he can borrow money from any bank for 6 per cent. and save 8 per cent. on this purchase, thus leaving him 2 per cent. clear, besides a large profit on the powder. "Have not the room" is a daily story. Just tell him that if he will clean out the old boxes, swelled canned goods and other stuff that is fit for nothing from under the counter he will have room for twice as much.

2. This is one of the most injurious circumstances we come in contact with and compels a salesman to talk and think both at the same time. I

tell the man that is complaining about the price cutter that the firm does not uphold a man of that kind and try to show him how that man has bought the goods and why he has cut the price. I state that he has bought that amount for about 16 cents, but when he runs out he will have to buy from the jobber and pay jobbers' prices for it. Sometimes I tell them that if they were hustling for business they would not have time to bother or worry about their neighbors and the way they conduct their business. I name over things, including Royal, also some cheap powder that I find on his shelf, cereals, sugar and other things and ask him why he doesn't quit handling them? I also ask him if he ever buys of a jobber who sells to a cut rate store and tell him that they buy from all the jobbers so as to get best prices and keep up to date.

"One of the worst predicaments a man can get into on the road," said a salesman, "is to be caught hundreds of miles from home without a cent of money. Some firms are careless about sending remittances to their men on the road, and the result is very bad. There are occasions when it looks bad for a salesman to borrow money from a customer, and I have known men to be hungry, unshaved and thoroughly disgusted because they were 'broke' and their checks had not arrived."

A man does not have to have a frozen heart in order to have a firm will.

LIVINGSTON HOTEL



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

## GOLD IS WHERE YOU FIND IT

### The "IDEAL" has it

(In the Rainy River District, Ontario)

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

**J. A. ZAHN**

1318 MAJESTIC BUILDING  
DETROIT, MICH.



**The Human Hog in the Street Car.**

A traveling salesman sends the Tradesman the following observations from Rochester, N. Y.

I am sorry to observe that Rochester, too, is cursed with the "end seat hog," and it is the first city where I have seen one of the species get "all that was coming" to him. It was on a Main street car going west. At University avenue a neatly-dressed young lady stepped carefully over the purposely sprawled-out legs and feet, while the "hog" stared brazenly into her modest face. A few squares further down the car stopped and an old lady crawled feebly and painfully over the selfish mass of humanity. At Front street stood a substantial looking woman, on whose arm was a well filled market basket. "Would ye move over, plaze?" she said, but the "hog" was deaf. He did not move the least out of the way. The car could not wait, and bravely the good woman strove to climb in. The car started with a jerk, the basket swung around, knocking off the "hog's" hat, and the bloody neck of a recently decapitated chicken protruding over the edge of the basket made a greasy red mark across his face. With a blistering curse the "hog" sprang off the car after his hat, the woman settled comfortably into the vacant place, and the passengers laughed heartily as the car sped onward.

Coming up Lake avenue the other day I met a female of the same species. The car was crowded and I sat near the rear door. A well-dressed middle-aged woman pushed her way into the car and stopped directly in front of me. I immediately arose and gave her my seat. With scarce a look of thanks she settled into the vacant space. A little farther down street a lady sitting next left the car. In an instant the woman to whom I had given up my seat shook out her skirts and spread out over the entire space, as calmly as though there was not a passenger standing in the car! And yet any woman can have my seat in a crowded car, just the same.

Truly I believe that a traveler who does not become disgusted with his race after long years of journeying is an optimist indeed. I have seen a well-dressed, apparently respectable young woman occupy two seats with herself, her books, papers and wraps, while a tired young mother with a babe in her arms, or gray-haired old woman, stood looking longingly at one of the seats. And if looks could kill, the conductor would have fallen dead when he insisted on her giving up one of the seats.

I have also seen a woman scatter two or three children along, one in a seat, and frown and glare as a tired person sat down by the side of one of the children.

I have seen a traveling man (usually a beginner, be it said to the credit of the profession) fling his grip into one end of a seat, his overcoat into the other, seat himself in the end of the second seat, elevate his feet opposite himself, and scowl so fiercely that a man would rather

stand than ask him for any part of the seat. I have seen this same "fresh first-tripper" fall all over himself in his haste to remove his "traps" that a well-dressed lady might occupy a part of one seat, then, forgetting that he has a mother, sister or wife at home, force his attentions upon the lady, very much to her plainly-seen disapproval and disgust, and yet which he is too conceited a jackass to discover. How welcome would be the "fool-killer" on such occasions!

And the pity of it all is that I am not able to tell a hundredth part of the unmanly and unwomanly things people seem to feel themselves privileged to do when they travel. I can understand the feelings of the blunt old freight conductor when asked if he would not prefer a passenger train to the live stock one he had in charge. "No," said he; "the cattle I am handling are bad enough, but when any of them get too ornery I can use a club on them!"

**The Boys Behind the Counter.**

Albion—Harry Wallsdorf, formerly of Hastings, is now connected with C. S. Tucker's, where he will have charge of the second floor of the establishment, carpets, draperies and ready made garments.

Sturgis—Martin Waterstraut, for the past two and one-half years with John Tripp & Co., has taken the management of Garter & Himebaugh's clothing store at Burr Oak, and will go there to begin business September 1. He is well and favorably known here.

Charlotte—G. D. and H. D. Clintman, of Grand Rapids, have been engaged by R. C. Jones as salesmen. G. D. Clintman comes from the Herpolsheimer store in Grand Rapids and has had a considerable experience in dry goods. The other gentleman makes a specialty of the dress goods department.

**Hides, Pelts, Tallow and Wool.**

The hide market is strong at advanced prices, which are too high for tanners to get a new dollar back. They buy only as they are obliged to have them at the price. Stocks of all grades are in small supply. The country towns are drummed for all they can produce at prices that leave no margin for the dealer. A lower market price is looked for any day, as tanners are curtailing their working-in and laying off all the men possible.

Pelts are in light offerings and bring good values. The demand is fully up to or above the supply.

Tallow is a shade higher, with little trading done. Off grades are more plenty, yet not ample enough for any extra demand. Soapers were well supplied, but have consumed much of their holdings. An advance is looked for.

Wool is firm, with a slight advance in Eastern markets and large sales are taking all offerings. The situation seems to be a strong one.

Wm. T. Hess.

Always speak well of the "boss." Surely a kind word isn't much to give in return for a week's pay.

**Recent Business Changes Among Indiana Merchants.**

Richmond—The Nixon Bag & Paper Co. authorizes the Tradesman to deny the report that it has been succeeded by the Richmond Paper Mills.

Bluffton—Bernice McDowell succeeds to the millinery business of D. McDowell.

Kokomo—The coal and lime business conducted by Geo. D. Tate will be conducted in the future under the style of Geo. D. Tate & Son.

Lafayette—John G. Brown has purchased the grocery stock of Fred Meyer.

Poseyville—Mr. Engbers has withdrawn his interest from the general store formerly conducted by Heiman & Engbers.

Rockville—Marks & Butler have purchased the clothing stock of Overman & Co.

Auburn—The business of Crew & Koons, cigar manufacturers, has been closed under a chattel mortgage.

Indianapolis—Fisher & Sappell, retail cigar dealers, have given a chattel mortgage for \$250.

Indianapolis—H. H. Hammer & Co., retail grocers, have uttered a chattel mortgage of \$600 on their stock.

Luther—M. L. Pray, who has been conducting a general store, has filed a petition in bankruptcy.

Madison—John Adams, hardware dealer, has given a mortgage for \$3,000.

Muncie—Suit has been instituted against G. F. Hafkemeyer, who conducts a retail grocery store, to collect \$1,318.

**Harbor Springs Business Men in Line.**

Harbor Springs, Aug. 1—A largely attended meeting of the Harbor Springs Business Men's Association was the result of the call sent out last week by those who undertook the work.

The purpose of the meeting was to reorganize the existing Association and to take the initial steps toward improving and developing the town. To this end the officers of the old organization were re-elected, as follows: M. J. Erwin, President; A. B. Backus, Vice-President; H. S. Babcock, Secretary, Thomas Kneale, Treasurer.

A committee, consisting of E. G. Carey, L. Shay and A. B. Backus, was instructed to investigate a proposition to issue \$10,000 in bonds to put the Association on a solid financial footing.

A proposition for the establishment of a woodenware factory here was laid before the Association by John Starr. It was referred to the Committee on Manufactures, with instruction to report at the next meeting on Aug. 5, to which date the meeting was then adjourned.

**Says White Oleo Is Wanted.**

The Capital City Dairy Co., Columbus, Ohio, reports that at least 90 per cent. of the Ohio retail dealers in oleomargarine will renew their Government license promptly on July 1, and this in the face of the fact that

not for many years has the supply of butter been so abundant or the price so low. They cite this as proof that a demand is being established with the consumer for the uncolored article, as sold upon its merits, and while the present volume of business is not more than one-third of what it was formerly, they feel encouraged to hope that the demand will constantly increase as the public becomes more familiar with the uncolored product.

**Concerning Patents on Spring Balance Scales.**

The Computing Scale Co., of Dayton, Ohio, has won a signal victory against Kincheloe & Co. in the United States Circuit Court for the Eastern District of Michigan. The opinion of the Court, which was handed down July 7, sustains the validity of patent No. 702,020, which was assigned to the Computing Scale Co. by James L. Mauldin June 10, 1902, and also holds that Mauldin was the original inventor of the improvements in spring balance scales described in said patent. This decision will enable the Computing Scale Co. to proceed against other companies which are manufacturing infringing machines.

It would seem that the cause of education has more faddists and men who have "an idea to advance" than any other interest in the world, and yet there is no cause to which sane leadership and mature judgment are so vital. If all the things which are now advocated as essential to a well-rounded education were adopted and made the part of an educational course, it is safe to say that such a course could not be completed within the limits of the longest lifetime. Changed conditions develop new ideals of education and every so often there comes a time when the term should be defined and interpreted, and the most essential course adopted. Crowding the curriculum with minor things seems to be one of the dangers of the times. The average lifetime is too short for the acquisition of every accomplishment, and it should be the duty of educators to provide a course that will give the individual a good foundation.

Escanaba—I. N. Bushong, President of the Northwestern Cooperaage & Lumber Co., is in Denver, Col., and it is not known yet if the plant at Escanaba will be rebuilt. The fire destroyed the stake and hoop factory, causing a loss of \$25,000, with \$10,000 insurance. The \$75,000 stock of hoops and staves was saved after hard work on the part of the firemen, as a high wind was blowing. Over 100 men are idle.

Carlshead—The Mangold Co., a copartnership engaged in manufacturing lumber and handling general merchandise, has merged its business into a stock company under the same style. The capital stock is \$10,000, all paid in in property, divided among Cecil H., Peare M., Edward L. and M. Ernest Manigold in equal amounts.

If a man doesn't do right he is apt to get left.



#### 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.

#### Prospect of a Good Attendance Next Week.

Every indication points to a large attendance at the annual meeting of the Michigan State Pharmaceutical Association, which will be held here Tuesday and Wednesday of next week. In a letter to Local Secretary Kirchgessner, Secretary Burke writes as follows from Detroit under date of Aug. 1:

Prospects for a good attendance at our meeting in your city on the 9th and 10th are very flattering and we will let you know in three or four days just how many have promised to come. We are very much in hopes of securing the attendance of thirty members from Detroit. We will leave Detroit at 8.20 a. m., Aug. 9, over the Pere Marquette and arrive in Grand Rapids at 1.15 in the afternoon. I think that we will get our lunch on the train, so that we will be already for business at 2 o'clock. We will have to hurry things up if we get through with all of our business in three sessions. We have had quite a number of criticisms about the qualification requirements for the new law and also some about the restricting of narcotics.

Secretary Burke has sent out another suggestive notice to the drug trade that something will be doing, as follows:

Do You Think the members of the Pharmacy Board ought to be appointed by the Governor, or do you think that it would be better to divide the State into five districts, and allow each district to elect its own member? Do you think that it would be well to give the Pharmacy Board a good deal of power and discretion in regard to regulating pharmacy, and hold them responsible for results, or do you think we can do better by restricting them to certain limits?

We would like to hear from you on these questions, and hope to see you at Grand Rapids August 9 and 10.

The completed programme for the meeting is as follows:

#### 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 Lotion, W. C. Kirchgessner, Grand Rapids.

Election of officers.  
Selecting place of next meeting.  
Installation of officers.  
Unfinished business.

#### How Papain Is Prepared.

Prof. Henry says: Cut the fruit and allow the juice to exude spontaneously, scraping it off from time to time. Dissolve this in water and allow it to stand a short time. After drawing off the clear portion, add to it sufficient 94 per cent. alcohol to precipitate the ferment; this usually requires about five volumes. The precipitated ferment should be removed from contact with the alcohol as soon as practicable, as it will be destroyed if allowed to remain too long. If it is not feasible to dissolve and precipitate the fresh juice, it can be spread on glass plates and dried in the air. This crude product is subsequently purified by dissolving in water and precipitating with alcohol.

On the preparation of commercial papain from the fruits, the Hon. F. Watts gives the following description of the process adopted in the West Indies, and remarks that the preparation of crude papain is a comparatively easy matter, provided that attention is paid to certain details. In collecting the juice he observes that after a time the flow diminishes from the incision, the liquid coagulating around it, and this is carefully removed with the knife and placed in the cup with the milk. The fruit is not removed from the tree, and may be subjected to the operation of tapping several times at intervals of two or three days. It is essential that no iron knife or iron utensil should be brought in contact with the milk; wood or bone should be employed, and the milk should be collected in earthenware basins or cups, or in glass vessels—not in tins, which are sure to blacken it. After collecting, the juice soon becomes coagulated, and it should then be in the form of a snow-white curd possessing a somewhat pungent but not putrid smell. It speedily decomposes if not rapidly dried, and when decomposing it emits a most unpleasant odor; consequently, the drying should be effected as speedily as possible.

When considerable quantities are being prepared the juice or milk should be collected in the early morning, and the drying should begin before midday. This insures that by evening the material is in a sufficiently dry condition to keep without deterioration until the following

morning, when the drying can be completed. This may be effected in several ways. In dry, hot weather the coagulated milk may be placed in thin layers on sheet of glass exposed to the sun. This plan, however, is rarely satisfactory on a large scale, and it is best to adopt some form of drying apparatus. Drying is effected by spreading the coagulated milk on drying frames made by stretching brown linen on light wooden frames somewhat like those used for framing school slates. These frames may be of any suitable size to fit the drying apparatus employed. A small fruit dryer answers very well, or a drying stove may be constructed by building in brick a chamber about 3 feet high, 3 feet wide and 6 feet long. These dimensions can, however, be changed to any size in accordance with the quantity of material to be dealt with. Wm. Mixton.

#### Odor of Ambergris.

The druggist held in his hand a lump of grey substance like putty. It was smaller than a baseball and as light as cork. Through it, here and there, ran streaks of yellow and black.

"This is a lump of ambergris," the druggist said. "It is worth about \$500, I judge. Smell it."

The patron put his nose to the ambergris. Then he said, surprised. "Why, it has no smell."

The druggist, smiling, rubbed it with his sleeve, and immediately a powerful musklike odor filled the air.

"Crude ambergris," he said, "never smells until you warm it or rub it. This chunk of ambergris here smells like musk. That is because it is crude. The odor of prepared ambergris has not the least resemblance to musk."

He rubbed his hand over his sleeve. "From handling this," he said, "my coat will smell till the autumn. My hands, no matter how I wash them, will smell for several days."

#### The Drug Market.

Opium—Is firmer and has advanced.

Morphine—Is unchanged.

Quinine—At the Amsterdam sale of bark last Thursday nearly all offerings were sold and at a very slight reduction over last sale. It is thought that there will not be a further decline in the price of quinine.

Carbolic Acid—Has declined 1c per pound.

Menthol—Has again declined.

Oils Anise and Cassia—Are very firm and advancing, on account of conditions in the Far East.

Gum Camphor—Is very firm and an advance is looked for.

Goldenseal Root—Fall dug has advanced and is tending higher.

Canary Seed—Continues to advance on account of very small crop.

#### Color of the Eye Changed.

An operation recently performed at the Massachusetts Eye and Ear Infirmary has demonstrated the fact that the color of a person's eye can be changed. The patient operated on

was a young man, one of whose eyes contained a white streak extending almost entirely around the pupil. The instrument used consisted of five ordinary cambric needles placed side by side, with the eye ends inserted in a handle. The needle points were then inserted into the sclerotic coating to a depth of not more than a sixty-fourth of an inch, making five tiny holes. A solution of India ink, previously shaded to match the eyes as nearly as possible, was then rubbed in with a finger, and worked into each of the holes made by the needle points.

Doing one's duty means more than merely working a given number of hours every day. A mule does that.

## 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.

## ALSATIAN ROSES

the

### Perfume

that has an exact odor of the Rose.

With each pint bottle

**Alsatian  
Roses.**

we are giving

**FREE**

**16 Rose Art Plates**

by Paul de Longpre

Samples in each packer.

**The JENNINGS PERFUMERY Co.**

Grand Rapids, Mich.

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



## WHOLESALE DRUG PRICE CURRENT

Advanced—  
Declined—

Acidum			
Aceticum	60	8	
Benzolium, Ger.	70	75	
Boricum	17		
Carbolicum	25	28	
Citricum	38	40	
Hydrochlor	30	5	
Nitrosum	80	10	
Oxalicum	12	14	
Phosphoricum, dil.	15		
Salicylicum	42	45	
Sulphuricum	13	14	
Tannicum	110	120	
Tartaricum	38	40	

Aqua			
Aqua, 12 deg.	40	6	
Aqua, 20 deg.	60	8	
Carbonas	13	15	
Chloridum	12	14	

Black			
Black	200	225	
Brown	80	100	
Red	45	50	
Yellow	250	300	

Cubebae			
Cubebae	22	24	
Juniperus	50	6	
Xanthoxylum	30	35	

Cubebae			
Cubebae	12	15	
Peru	150		
Terabin, Canada	60	65	
Tolutan	45	50	

Cortex			
Abies, Canadian	18		
Cassiae	18		
Cinchona Flava	20		
Euonymus atro.	20		
Myrica Cerifera	20		
Prunus Virgin.	12		
Quillaja, gr'd.	12		
Sassafras, po. 18	14		
Ulmus, gr'd.	45		

Extractum			
Glycyrrhiza Gla.	24	30	
Glycyrrhiza, po.	28	30	
Haematox	110	12	
Haematox, is.	130	14	
Haematox, 1/4s.	140	15	
Haematox, 1/4s.	160	17	

Ferru			
Carbonate Precip.	15		
Citrate and Quinia	225		
Citrate Soluble	75		
Ferrocyanidum S.	40		
Solut. Chloride	15		
Sulphate, com'l.	3		
Sulphate, com'l. by	9		
bbl, per cwt.	90		
Sulphate, pure	7		

Flora			
Arnica	15	18	
Anthemum	22	25	
Matricaria	30	35	

Folia			
Barosma	30	33	
Cassia Acutifol.	20	25	
Tinnevely	20	25	
Cassia, Acutifol.	25	30	
Salvia officinalis	12	20	
1/4s and 1/4s.	80	10	
Uva Ursi	80	10	

Gummi			
Acacia, 1st pkd.	65		
Acacia, 2d pkd.	45		
Acacia, 3d pkd.	35		
Acacia, sifted sts.	45	65	
Acacia, po.	12	14	
Aloe, Barb.	60		
Aloe, Cape	60		
Aloe, Socotri	60		
Ammoniac	55	60	
Assafoetida	35	40	
Benzoinum	50	55	
Catechu, is.	13		
Catechu, 1/4s.	14		
Catechu, 1/4s.	16		
Camphorae	75	80	
Euphorbium	40		
Galbanum	100		
Gamboge, po.	125	135	
Guaiacum, po. 35	60		
Kino, po. 75c	60		
Mastic	60		
Myrrh, po. 50	40		
Opil	300	310	
Shellac	60	65	
Shellac, bleached	65	70	
Tragacanth	70	100	

Herba			
Absinthium, oz pk	25		
Eupatorium, oz pk	20		
Lobelia, oz pk	20		
Majorum, oz pk	25		
Mentha Pip oz pk	23		
Mentha Vir oz pk	25		
Rue, oz pk	39		
Tanacetum V.	22		
Thymus V. oz pk	25		

Magnesia			
Calcined, Pat.	55	60	
Carbonate, Pat.	18	20	
Carbonate K-M.	18	20	
Carbonate	18	20	

Oleum			
Absinthium	300	325	
Amygdalae, Dulc.	50	60	
Amygdalae Ama.	80	85	
Anisi	175	185	
Aurant Cortex	220	240	
Bergamit	235	255	
Calicut	110	115	
Caryophylli	150	160	
Cedar	35	70	
Chenopadi	20		
Cinnamonil	110	120	
Citronella	40	45	
Conium Mac.	80	90	
Copaiba	115	125	
Cubebae	180	185	

Semen			
Anisum, po. 20	13	15	
Apium (gravel's)	40	6	
Blrd, is	100	11	
Cardamom	70	80	
Cardamom	80	100	
Coriandrum	70	80	
Cannabis Sativa	70	80	
Cydontium	75	100	
Chenopodium	25	30	
Dipterix Odorate	80	100	
Foeniculum	18		
Foenugreek, po	70	9	
Lini, gr'd	40	6	
Lobelia	75	80	
Pharlaris Canan.	80	9	
Rapa	50	6	
Sinapis Alba	70	9	
Sinapis Nigra	90	10	

Spiritus			
Frumentum W.D.	200	250	
Frumentum	125	150	
Juniperis Co O.T.	165	200	
Juniperis Co	175	230	
Saccharum N.E.	190	210	
Spt Vini Galli	175	650	
Vini Oporto	125	200	
Vini Alba	125	200	

Sponges			
Florida sheeps' wl	250	275	
carriage	250	275	
Nassau sheeps' wl	250	275	
carriage	250	275	
Velvet extra shps'	150		
wool, carriage	150		
Extra yellow shps'	125		
wool, carriage	125		
Grass sheeps' wl	100		
carriage	100		
Hard, slate use	100		
Yellow Reef, for	140		
slate use	140		

Syrups			
Acacia	50		
Aurant Cortex	50		
Zingiber	50		
Ipecac	50		
Ferri Iod	50		
Rhei Arom	50		
Smilax Off's	50		
Senega	50		
Scilla	50		
Scilla Co	50		
Tolutan	50		
Prunus virg	50		

Tinctures			
Aconitum Nap's R	50		
Aconitum Nap's F	50		
Aloes	50		
Aloes & Myrrh	50		
Arnica	50		
Assafoetida	50		
Atrope Belladonna	50		
Aurant Cortex	50		
Piper Nigra	50		
Piper Alba	50		
Piper Nigra	50		
Piper Alba	50		
Pulvis Ip'c et Opil	100	150	
Pyrethrum, bxs H	75		
& P.D. Co. doz.	75		
Pyrethrum, pv	100		
Quassia	50		
Quinia, S.P. & W.	50		
Quinia, S Ger.	50		
Quinia, N.Y.	50		
Rubia Tincturum	50		
Saccharum La's	50		
Salacin	50		
Sanguis Drac's	50		
Sapo, W	50		

Miscellaneous			
Aether, Spts Nit 3	30	35	
Aether, Spts Nit 4	30	35	
Alumen, gr'd po 7	30	4	
Annatto	40	50	
Antimony, po	40	50	
Antimony et Po T	40	50	
Antipyrin	40	50	
Antifebrin	40	50	
Argent Nitras, oz	40	48	
Arsenicum	10	12	
Balm Gilead buds	40	50	
Bismuth S N	20	230	
Calcium Chlor, is	40	9	
Calcium Chlor, 1/4s	40	10	
Calcium Chlor, 1/4s	40	12	
Cantharides, Rus.	40	120	
Capici Fruc's af.	40	20	
Capici Fruc's po.	40	22	
Cap'i Fruc's B po.	40	15	
Caryophyllus	25	28	
Carmin, No 40	30	300	
Cera Alba	50	55	
Cera Flava	40	42	
Crocus	135	145	
Cassia Fructus	30	35	
Centraria	40	10	
Cetaceum	40	45	
Chloroform	55	60	
Chloro'm, Squibbs	110		
Chloral Hyd Crst.	135	160	
Chondrus	20	25	
Cinchonidine P-W	38	48	
Cinchonid'e Germ	38	48	
Cocaine	405	425	
Corks list d p ct.	40	45	
Creosotum	40	45	
Creta, prep	40	45	
Creta, precip	90	11	
Creta, Rubra	40	8	
Crocus	175	180	
Cudbear	40	24	
Cupri Sulph	40	8	
Dextrine	70	10	
Ether Sulph	78	92	
Emery, all Nos.	40	8	
Emery, po	40	6	
Ergota	85	90	
Flake White	12	15	
Galla	20	23	
Gambler	80	9	
Gelatin, Cooper	60	60	
Gelatin, French	35	60	
Glassware, fit box	75	5	
Less than box	70		
Glue, brown	11	13	
Glue, white	15	25	
Glycerina	17	25	
Grana Paradisi	25	25	
Humulus	25	55	
Hydrarg Ch Mt.	90	95	
Hydrarg Ch Cor	90	90	
Hydrarg Ox Ru'm	90	95	
Hydrarg Ammo'l.	90	115	
Hydrarg Ungue'm	50	60	
Hydrargyrum	50	75	
Ichthyobolla, Am.	90	100	
Indigo	75	100	
Iodide, Resubl	85	100	
Iodoform	10	20	
Lupulin	50	50	
Lycopodium	85	90	
Macis	65	75	
Liquor Arsen et	25		
Hydrarg Iod	10	12	
Liq Potass Arsnit	20	3	
Magnesia, Sulph.	20	3	
Magnesia, Sulh bbl	14		

Mannia, S F	75	80	
Mentha	50	50	
Morphia, S P & W.	35	260	
Morphia, S N Y Q.	35	260	
Morphia, Mal	35	260	
Moschus Canton	40		
Myristica, No. 1.	38	40	
Nux Vomica, po 15	10		
Os Sepia	25	28	
Pepsin Saac, H &	100		
P D Co. doz.	100		
Picis Liq N N 1/4	100		
gal doz	100		
Picis Liq, qts.	100		
Picis Liq, pints.	100		
Pil Hydrarg. po 80	100		
Piper Nigra. po 22	100		
Piper Alba. po 35	100		
Plix Burgun	100		
Plumbi Acet	100		
Pulvis Ip'c et Opil	100		
Pyrethrum, bxs H	100		
& P D Co. doz.	100		
Pyrethrum, pv	100		
Quassia	100		
Quinia, S P & W.	100		
Quinia, S Ger.	100		
Quinia, N Y	100		
Rubia Tincturum	100		
Saccharum La's	100		
Salacin	100		
Sanguis Drac's	100		
Sapo, W	100		

Sapo, M	10	12	
Sapo, G	10	12	
Selditz Mixture	20	22	
Sinapis	10	12	
Sinapis, opt	10	12	
Snuff, Maccaboy	10	12	
De Voes	10	12	
Snuff, S'h De Vo's	10	12	
Soda, Boras	10	12	
Soda, Boras, po.	10	12	
Soda et Pot's Tart	10	12	
Soda, Carb	10	12	
Soda, Bi-Carb	10	12	
Soda, Ash	10	12	
Soda, Sulphas	10	12	
Spts, Cologne	10	12	
Spts, Ether Co.	10	12	
Spts, Myrcia Dom	10	12	
Spts, Vini Rect bbl	10	12	
Spts, Vini Rect 1/2 b	10	12	
Spts, Vini R't 10 gl	10	12	
Spts, Vini R't 5 gal	10	12	
Strychnia, Crystal	10	12	
Sulphur, Subl	10	12	
Sulphur, Roll	10	12	
Tamarinds	10	12	
Terebenth Venice	10	12	
Theobromae	10	12	
Vanilla	10	12	
Zinci Sulph	10	12	

Prespm Saac, H & C		Soda et Pot's Tart	28	30
P D Co	21 00	Soda, Carb	1 1/2	2
Picls Liq N N 1/2		Soda, Bi-Carb	3	5
gal doz	2 00	Soda, Ash	3 1/2	4
Picls Liq, qts....	1 00	Soda, Sulphas	@	2
	85			
		Putty, comm'r 1.24	2 1/2	3
		Putty, strictly pr. 3 1/2	2 1/2	3
		Vermillion, Prime		
		American	12	15
		Vermillion Eng	70	75

## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		1	
Axle Grease		AXLE GREASE	
B		2	
C		3	
D		4	
E		5	
F		6	
G		7	
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Y		25	
Z		26	
AA		27	
AB		28	
AC		29	
AD		30	
AE		31	
AF		32	
AG		33	
AH		34	
AI		35	
AJ		36	
AK		37	
AL		38	
AM		39	
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AO		41	
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SO		509	
SP		510	
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SR		512	
SS		513	
ST		51	



6	7	8	9	10	11
<b>MOLASSES</b> New Orleans Fancy Open Kettle . . . 40 Choice . . . 35 Fair . . . 26 Good . . . 22 Half barrels 2c extra <b>MINCE MEAT</b> Columbia, per case. . . 2 75 <b>MUSTARD</b> Horse Radish, 1 dz . . 1 75 Horse Radish, 2 dz . . 3 50 Bayle's Celery, 1 dz . . 3 50 <b>OLIVES</b> Bulk, 1 gal. kegs . . . 1 00 Bulk, 3 gal. kegs . . . 95 Bulk, 5 gal. kegs . . . 90 Manzanilla, 7 oz . . . 80 Queen, pints . . . 2 35 Queen, 19 oz . . . 4 50 Queen, 28 oz . . . 7 00 Stuffed, 5 oz . . . 1 45 Stuffed, 8 oz . . . 1 45 Stuffed, 10 oz . . . 2 30 <b>PIPES</b> Clay, No. 216 . . . 1 70 Clay, T. D., full count . . 65 Cob, "o. 3 . . . 85 <b>PICKLES</b> Medium Barrels, 1,200 count . . 7 75 Half bbls, 600 count . . 4 50 Small Half bbls, 1,200 count . . 5 50 Barrels, 2,400 count . . 9 50 <b>PLAYING CARDS</b> No. 90, Steamboat . . . 85 No. 15, Rival, assorted . . 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 . . 2 25 <b>POTASH</b> 48 cans in case . . . 4 00 Penna Salt Co.'s . . . 3 00 <b>PROVISIONS</b> <b>Barreled Pork</b> Mess . . . 14 00 Back fat . . . 14 50 Fat Back . . . 14 50 Short Cut . . . 13 50 Pig . . . 12 50 Bean . . . 12 50 Brisket . . . 16 00 Clear Family . . . 13 00 <b>Dry Salt Meats</b> Bellies . . . 9 1/2 S P Bellies . . . 10 1/2 Extra Shorts . . . 9 <b>Smoked Meats</b> Hams, 12 lb. average . . 12 Hams, 14 lb. average . . 12 Hams, 16 lb. average . . 12 Hams, 20 lb. average . . 11 1/2 Skinned Hams . . . 14 Ham, dried beef sets . . 14 Shoulders, (N. Y. cut) . . 12 1/2 Bacon, clear . . . 11 1/2 @ 12 1/2 California Hams . . . 9 1/2 Boiled Hams . . . 19 Picnic Boned Ham . . . 15 Berlin Ham pr's'd . . . 10 Mince Ham . . . 10 <b>Lard</b> Compound . . . 6 1/2 Pure . . . 8 60 lb. tubs, advance . . 1 1/2 40 lb. tubs, advance . . 1 1/2 20 lb. tubs, advance . . 1 1/2 10 lb. tubs, advance . . 1 1/2 5 lb. tubs, advance . . 1 3 lb. tubs, advance . . 1 <b>Sausages</b> Bologna . . . 6 Liver . . . 6 1/2 Frankfort . . . 8 Pork . . . 8 1/2 Veal . . . 8 Tongue . . . 9 1/2 Headcheese . . . 6 1/2 <b>Beef</b> Extra Mess . . . 10 50 Boneless . . . 10 50 Rump, new . . . 10 50 <b>Pig's Feet</b> 1/4 bbls. . . 1 10 1/4 bbls., 40 lbs. . . 1 10 1/4 bbls., 40 lbs. . . 1 10 1 bbl. . . 1 <b>Tripe</b> Kits, 15 lbs . . . 70 1/4 bbls., 40 lbs . . . 1 25 1/4 bbls., 80 lbs . . . 2 60 <b>Casings</b> Hogs, per lb. . . 26 Beef rounds, set . . . 15 Beef middles, set . . . 45 Sheep, per bundle . . . 70 <b>Uncolored Butterine</b> Solid, dairy . . . 9 1/2 @ 10 Rolls, dairy . . . 10 1/2 @ 11 1/2 <b>Canned Meats</b> Corned beef, 2 . . . 2 50 Corned beef, 14 . . . 17 50 Roast beef, 20 . . . 2 50 Potted ham, 1/4s . . . 45 Potted ham, 1/2s . . . 45 Deviled ham, 1/4s . . . 45 Deviled ham, 1/2s . . . 45 Potted tongue, 1/4s . . . 45 Potted tongue, 1/2s . . . 45 <b>RICE</b> Screenings . . . @ 2 1/4 Fair Japan . . . @ 3 1/4 Choice Japan . . . @ 4 Imported Japan . . . @ 4 1/2 Fair Louisiana hd. . . @ 3 1/4 Choice La. hd. . . @ 4 1/2 Fancy La. hd. . . @ 5 1/2 Carolina ex. fancy . . @ 6 1/2	<b>SALAD DRESSING</b> Columbia, 1/2 pint . . . 2 40 Columbia, 1 pint . . . 4 25 Durkee's, large, 1 doz. . . 4 50 Durkee's, small, 2 doz. . . 5 25 Snider's, large, 1 doz. . . 2 35 Snider's, small, 2 doz. . . 1 35 <b>SALERATUS</b> Packed 60 lbs. in box Arm and Hammer . . . 3 15 Deland's . . . 3 00 Dwight's Cow . . . 3 15 Emblem . . . 2 00 L. P. . . . 3 00 Wyandotte, 100 %s . . . 3 00 <b>SAL SODA</b> Granulated, bbls . . . 85 Granulated, 100lb cases . 1 00 Lump, bbls . . . 75 Lump, 145lb. kegs . . . 95 <b>SALT</b> <b>Diamond Crystal</b> 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 <b>Butter</b> Barrels, 320 lb. bulk . . 2 65 Barrels, 20 14lb. bags . . 2 85 Sacks, 28 lbs . . . 27 Sacks, 56 lbs. . . . 67 <b>Shaker</b> Boxes, 24 2lb. . . . 1 50 <b>Butter</b> 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 <b>Cheese</b> Bbls., 280 lb. bulk . . . 2 40 5 barrel lots, 5 per cent. discount. 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. <b>Common Grades</b> 100 3lb. sacks . . . 1 90 60 5lb. sacks . . . 1 80 28 10lb. sacks . . . 1 70 56 lb. sacks . . . 30 28 lb. sacks . . . 15 <b>Warsaw</b> 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 56 lb. sacks . . . 22 <b>Common</b> Granulated, fine . . . 80 Medium Fine . . . 90 <b>SALT FISH</b> <b>Cod</b> Large Whole . . . @ 6 Small Whole . . . @ 5 1/2 Strips or brisks, 7 1/2 @ 10 Pollock . . . @ 3 1/2 <b>Halibut</b> Strips . . . 14 1/2 Chunks . . . 15 <b>Herring</b> <b>Holland</b> White Hoop, barrels . . 3 25 White hoops, 1/2 bbl. . . 4 50 White hoops keg. . . 60 @ 65 White hoops mchs . . . 75 Norwegian . . . 3 60 Round, 100 lbs . . . 3 60 Round, 50 lbs . . . 2 10 Scaled . . . 18 <b>Trout</b> No. 1, 100 lbs. . . . 6 50 No. 1, 40 lbs. . . . 2 75 No. 1, 10 lbs. . . . 30 No. 1, 8 lbs. . . . 68 <b>Mackerel</b> Mess, 100 lbs. . . . 13 50 Mess, 50 lbs. . . . 7 25 Mess, 10 lbs. . . . 1 65 Mess, 8 lbs. . . . 1 40 No. 1, 100 lbs. . . . 12 00 No. 1, 50 lbs. . . . 6 50 No. 1, 10 lbs. . . . 1 55 No. 1, 8 lbs. . . . 1 30 <b>Whitefish</b> No. 1 No. 2 Fam . . . 3 50 100 lbs. . . . 4 50 50 lbs. . . . 2 10 10 lbs. . . . 1 00 8 lbs. . . . 82 44 <b>SEEDS</b> Anise . . . 15 Canary, Smyrna . . . 8 Caraway . . . 8 Cardamon, Malabar . . 1 00 Celery . . . 10 Hemp, Russian . . . 4 Mixed Bird . . . 4 Mustard, white . . . 8 Poppy . . . 8 Rape . . . 4 1/2 Cattle Bone . . . 25 <b>SHOE BLACKING</b> Handy Box, large, 3 ds. 2 50 Handy Box, small . . . 1 25 Bixby's Royal Polish . . 85 Miller's Crown Polish . . 85 <b>SNUFF</b> Scotch, in bladders . . 37 Maccaboy, in jars . . . 4 French Rapsie, in jars . 4	<b>SOAP</b> 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 . . . 2 85 Calumet Family . . . 2 75 Scotch Family . . . 2 85 Cuba . . . 2 85 J. S. Kirk & Co. brands American Family . . . 4 05 Dusky Diamond, 50 box . 2 80 Dusky D'nd., 100 box . . 3 80 Jap Rose . . . 3 75 Savon Imperial . . . 3 10 White Russian . . . 3 10 Domet, oval bars . . . 2 85 Satinet, oval . . . 2 15 White Cloud . . . 4 00 Lautz Bros. & Co. brands Big Acme . . . 4 00 Acme, 100-1/2 lb. bars . . 3 10 Big Master . . . 4 00 Snow Boy P'dr. 100 pk. . 4 00 Marselles . . . 4 00 Proctor & Gamble brands Lenox . . . 2 85 Ivory, 6 oz . . . 4 00 Ivory, 10 oz . . . 6 75 Star . . . 3 10 A. B. Wisley brands Good Cheer . . . 4 00 Old Country . . . 3 40 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots . . . 9 00 Sapolio, half gross lots . 5 50 Sapolio, single boxes . . 2 25 Sapolio, hand . . . 2 25 <b>SODA</b> Boxes, English . . . 5 1/2 Kegs, English . . . 4 1/2 <b>SOUPS</b> Columbia . . . 3 80 Red Letter . . . 90 <b>SPICES</b> <b>Whole Spices</b> Allspice . . . 12 Cassia, China in mats. . 12 Cassia, Batavia, bund. . 12 Cassia, Saigon, broken. . 40 Cassia, Saigon, in rolls. . 55 Cloves, Amboyna . . . 23 Cloves, Zanzibar . . . 20 Mace . . . 50 Nutmegs, 75-80 . . . 45 Nutmegs, 105-10 . . . 35 Nutmegs, 115-20 . . . 30 Pepper, Singapore, blk. . 15 Pepper, Singp. white . . 25 Pepper, shot . . . 17 <b>Pure Ground in Bulk</b> Allspice . . . 16 Cassia, Batavia . . . 28 Cassia, Saigon . . . 45 Cloves, Zanzibar . . . 22 Ginger, African . . . 15 Ginger, Cochin . . . 18 Ginger, Jamaica . . . 25 Mace . . . 65 Mustard . . . 18 Pepper, Singapore, blk. . 17 Pepper, Singp. white . . 28 Pepper, Cayenne . . . 20 Sage . . . 20 <b>STARCH</b> <b>Common Gloss</b> 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 <b>Common Corn</b> 20 lb. packages . . . 5 40 lb. packages . . . 4 @ 7 <b>SYRUPS</b> <b>Corn</b> Barrels . . . 23 Half barrels . . . 25 20 lb cans 1/2 dz in case . 1 60 10 lb cans 1/2 dz in case . 1 60 5 lb. cans, 1 dz in case . 1 85 2 1/2 lb cans 2 dz in case . 1 85 <b>Pure Cane</b> Fair . . . 16 Good . . . 20 Choice . . . 25 <b>TEA</b> <b>Japan</b> Sundried, medium . . . 24 Sundried, choice . . . 32 Sundried, fancy . . . 36 Regular, medium . . . 24 Regular, choice . . . 32 Regular, fancy . . . 36 Basket-fired, medium . . 31 Basket-fired, choice . . . 38 Basket-fired, fancy . . . 43 Nibs . . . 22 @ 24 Siftings . . . 9 @ 11 Fannings . . . 12 @ 14 <b>Gunpowder</b> Moyune, medium . . . 30 Moyune, choice . . . 32 Moyune, fancy . . . 30 Pingsuey, medium . . . 30 Pingsuey, choice . . . 30 Pingsuey, fancy . . . 40 <b>Young Hyson</b> Choice . . . 30 Fancy . . . 36 <b>Oolong</b> Formosa, fancy . . . 42 Amoy, medium . . . 25 Amoy, choice . . . 32	<b>English Breakfast</b> Medium . . . 20 Choice . . . 30 Fancy . . . 40 <b>India</b> Ceylon, choice . . . 32 Pussur . . . 48 <b>TOBACCO</b> <b>Fine Cut</b> Cadillac . . . 54 Sweet Loma . . . 33 Hiawatha, 5lb. pails . . 56 Hiawatha, 10lb. pails . . 54 Telegram . . . 29 Pay Car . . . 31 Prairie Rose . . . 49 Protection . . . 40 Sweet Burley . . . 42 Tiger . . . 40 <b>Plug</b> Red Cross . . . 31 Palo . . . 32 Kyo . . . 35 Hiawatha . . . 41 Battle Ax . . . 37 American Eagle . . . 33 Standard Navy . . . 37 Spear Head 7 oz . . . 22 Spear Head 14 2-3 oz . . 44 Nobby Twist . . . 55 Jolly Tar . . . 39 Old Honesty . . . 43 Today . . . 34 T. T. . . . 37 Piper Heidsieck . . . 30 Boot Jack . . . 30 Honey Dip Twist . . . 40 Black Standard . . . 38 Cadillac . . . 38 Forge . . . 30 Nickel Twist . . . 50 <b>Smoking</b> Sweet Core . . . 34 Flat Car . . . 32 Great Navy . . . 34 Warpath . . . 26 Bamboo, 16 oz. . . . 25 I X L, 5 lb. . . . 27 I X L, 16 oz. pails . . . 31 Honey Dew . . . 40 Gold Block . . . 40 Flagman . . . 40 Chips . . . 33 Kiln Dried . . . 21 Duke's Mixture . . . 39 Duke's Cameo . . . 43 Myrtle Navy . . . 44 Yum Yum, 1 2-3 oz. . . 39 Yum Yum, 1lb. pails . . 40 Cream . . . 38 Corn Cake, 1/2 oz. . . 24 Corn Cake, 1lb. . . . 22 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 <b>TWINE</b> Cotton, 3 ply . . . 23 Cotton, 4 ply . . . 23 Jute, 2 ply . . . 14 Hemp, 6 ply . . . 13 Flax, medium . . . 20 Wool, 1lb. balls . . . 6 1/2 <b>VINEGAR</b> Malt White Wine, 40 gr. . 8 Malt White Wine, 80 gr. . 11 Pure Cider, B & B . . . 11 Pure Cider, Red Star . . 11 Pure Cider, Robinson . . 10 Pure Cider, Silver . . . 10 <b>WASHING POWDER</b> Diamond Flake . . . 2 75 Gold Brick . . . 3 50 Gold Dust, 24 large . . 4 25 Gold Dust, 100-50 . . . 4 00 Kirkline, 24 4lb. . . . 3 90 Pearline . . . 3 75 Soapine . . . 4 10 Babbitt's 1776 . . . 2 75 Roseine . . . 3 50 Armour's . . . 3 70 Nine O'clock . . . 3 35 Wisdom . . . 3 80 Scourine . . . 3 50 Rub-No-More . . . 3 75 <b>WICKING</b> No. 0 per gross . . . 30 No. 1 per gross . . . 40 No. 2 per gross . . . 50 No. 3 per gross . . . 75 <b>WOODENWARE</b> <b>Baskets</b> Bushels . . . 1 60 Bushels, wide band . . . 1 25 Market . . . 35 Splint, large . . . 6 00 Splint, medium . . . 5 00 Splint, small . . . 4 00 Willow, Clothes, large . . 7 25 Willow Clothes, med'm . . 6 00 Willow Clothes, small . . 5 50 <b>Bradley Butter Boxes</b> 2lb. size, 24 in case . . 72 3lb. size, 16 in case . . 63 5lb. size, 12 in case . . 68 10lb. size, 6 in case . . 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate . 40 No. 2 Oval, 250 in crate . 45 No. 3 Oval, 250 in crate . 50 No. 5 Oval, 250 in crate . 60	<b>Churns</b> Barrel, 5 gal., each . . . 2 40 Barrel, 10 gal., each . . . 2 55 Barrel, 15 gal., each . . . 2 70 <b>Clothes Pins</b> Round head, 5 gross bx. . 55 Round head, 10 gross bx. 75 <b>Egg Crates</b> Humpty Dumpty . . . 2 40 No. 1, complete . . . 32 No. 2, complete . . . 18 <b>Faucets</b> Cork lined, 8 in . . . 65 Cork lined, 9 in . . . 75 Cork lined, 10 in . . . 85 Cedar, 8 in. . . . 55 <b>Mop Sticks</b> Trojan spring . . . 90 Eclipse patent spring . . 85 No. 1 common . . . 75 No. 2 pat. brush holder . . 85 12lb. cotton mop heads . 125 Ideal No. 7 . . . 90 <b>Pails</b> 2-hoop Standard . . . 1 60 3-hoop Standard . . . 1 75 2-wire, Cable . . . 1 70 3-wire, Cable . . . 1 90 Cedar, all red, brass . . . 1 25 Paper, Eureka . . . 2 25 Fibre . . . 2 70 <b>Toothpicks</b> Hardwood . . . 2 50 Softwood . . . 2 75 Banquet . . . 1 50 Ideal . . . 1 50 <b>Traps</b> Mouse, wood, 2 holes . . 22 Mouse, wood, 4 holes . . 45 Mouse, wood, 6 holes . . 70 Mouse, tin, 5 holes . . . 65 Rat, wood . . . 80 Rat, spring . . . 75 <b>Tubs</b> 20-in. Standard, No. 1 . . 1 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 65 <b>Wash Boards</b> Bronze Globe . . . 2 50 Dewey . . . 1 75 Double Acme . . . 2 75 Single Acme . . . 2 25 Double Peerless . . . 2 25 Single Peerless . . . 2 50 Northern Queen . . . 2 50 Double Duplex . . . 3 00 Good Luck . . . 2 75 Universal . . . 2 25 <b>Window Cleaners</b> 12 in. . . . 1 65 14 in. . . . 1 85 16 in. . . . 2 30 <b>Wood Bowls</b> 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 <b>WRAPPING PAPER</b> Common Straw . . . 1 1/2 Fire Manila, white . . . 2 1/2 Fire Manila, colored . . . 4 No. 1 Manila . . . 4 Cream Manila . . . 3 Butcher's Manila . . . 2 1/2 Wax Butter, short c't. . . 13 Wax Butter, full count . . 20 Wax Butter, rolls . . . 15 <b>YEAST CAKE</b> Magic, 3 doz. . . . 1 15 Sunlight, 3 doz. . . . 1 50 Sunlight, 1 1/2 doz. . . . 50 Yeast Foam, 3 doz. . . . 1 15 Yeast Cream, 3 doz. . . . 1 00 Yeast Foam, 1 1/2 doz. . . 58 <b>FRESH FISH</b> Jumbo Whitefish . . . 11 @ 12 No. 1 Whitefish . . . 9 White fish . . . 10 @ 12 Trout . . . 7 @ 8 Black Bass . . . 10 @ 11 Halibut . . . 10 @ 11 Ciscos or Herring . . . 5 Bluefish . . . 11 @ 12 Live Lobster . . . 22 Boiled Lobster . . . 23 Cod . . . 12 @ 14 Haddock . . . 8 No. 1 Pickerel . . . 8 1/2 Pike . . . 7 Perch, dressed . . . 7 Smoked White . . . 12 1/2 Red Snapper . . . 6 Col. River Salmon . . . 15 @ 16 Mackerel . . . 14 @ 15 <b>OYSTERS</b> <b>Cans</b> F. H. Counts . . . 40 <b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1 . . . 8 Green No. 2 . . . 7 Cured No. 1 . . . 9 1/2 Cured No. 2 . . . 8 1/2 Calfskins, green No. 1 . . 11 Calfskins, green No. 2 . . 9 1/2 Calfskins, cured No. 1 . . 11 1/2 Calfskins, cured No. 2 . . 10 1/2 Steer Hides, 60lbs over . 10 <b>Pelts</b> Old Wool . . . 15 @ 1 50 Lamb . . . 25 @ 60 Shearlings . . . 25 @ 60 <b>Tallow</b> No. 1 . . . 4 1/4 No. 2 . . . 3 3/4 <b>Wool</b> Washed, fine . . . 22 Washed, medium . . . 25 Unwashed, fine . . . 14 @ 20 Unwashed, med. . . 21 @ 23 <b>CONFECTIONS</b> <b>Stick Candy</b> Standard . . . 7 1/2 Standard H. H. . . . 7 1/2 Standard Twist . . . 8 Cut Loaf . . . 9 <b>Jumbo, 32lb. cases</b> Extra H. H. . . . 9 Boston Cream . . . 10 Old Time Sugar stick . . 12 30 lb. case . . . 13 <b>Mixed Candy</b> Grocers . . . 6 Competition . . . 7 Special . . . 7 1/2 Conserve . . . 7 1/2 Royal . . . 8 1/2 Ribbon . . . 8 Broken . . . 8 Cut Loaf . . . 8 English Rock . . . 9 Kindergarten . . . 9 1/2 Bon Ton Cream . . . 8 1/2 French Cream . . . 9 Star . . . 11 Hand made Cream . . . 14 1/2 Premie Cream mixed . . 12 1/2 <b>Fancy-In Pails</b> O F Horehound Drop . . 10 Gypsy Hearts . . . 14 Coco Bon Bons . . . 12 Fudge Squares . . . 12 Peanut Squares . . . 12 Sugared Peanuts . . . 11 Salted Peanuts . . . 12 Starlight Kisses . . . 10 San Blas Goodies . . . 12 Lozenges, plain . . . 9 Lozenges, printed . . . 9 Champion Chocolate . . 11 Eclipse Chocolate . . . 12 Quintette Chocolates . . 12 Champion Gum Drops . . 9 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 <b>Fancy-In 5lb. Boxes</b> Lemon Sours . . . 50 Peppermint Drops . . . 60 Chocolate Drops . . . 60 H. M. Choc. Drops . . . 85 H. M. Choc. Lt. and . . . 1 00 Dark No. 12 . . . 1 00 Brilliant Gums, Crys. . . 60 O. F. Licorice Drops . . . 80 Lozenges, plain . . . 55 Lozenges, printed . . . 60 Imperials . . . 55 Mottos . . . 60 Cream Bar . . . 55 Molasses Bar . . . 55 Hand Made Crms. . . 80 @ 90 Cream Buttons, Pep. . . 60 and Wintergreen . . . 65 String Rock . . . 60 Wintergreen Berries . . 55 Old Time Assorted, 25 lb. case . 2 50 Buster Brown Goodies . . 35 Up-to-Date Assmt, 32 lb. case . 3 50 <b>Pop Corn</b> Dandy Smack, 24s . . . 65 Dandy Smack, 100s . . . 3 75 Pop Corn Fritters, 100s . . 50 Pop Corn Toast, 100s . . 50 Cracker Jack . . . 3 00 Pop Corn Balls . . . 1 30 <b>NUTS</b> <b>Whole</b> Almonds, Tarragona . . . 16 Almonds, Ivica . . . 16 Almonds, California sft. shelled, new . . 14 @ 16 Brazil . . . 10 Filberts . . . 11 Walnuts, French . . . 13 Walnuts, soft shelled . . 14 @ 15 Cal. No. 1 . . . 14 @ 15 Table Nuts, fancy . . . 13 Pecans, Med. . . . 9 Pecans, Ex. Large . . . 10 Pecans, Jumbos . . . 11 Hickory Nuts per bu. . . 1 75 Ohio new . . . 1 75 Cocomuts, per bu. . . 4 Chestnuts, per bu. . . 4 <b>Shelled</b> Spanish Peanuts, 7 1/2 @ 8 Pecan Halves . . . 38 Walnut Halves . . . 38 Filbert Meats . . . 25 Alcantre Almonds . . . 36 Jordan Almonds . . . 47 <b>Peanuts</b> Fancy, H. P. Suns. 6 1/2 @ 7 Fancy, H. P. Suns. . . 7 1/2 @ 8 Roasted, H. P. Jumbos . . 8 1/2 Choice, H. P. J'b. . . 8 1/2 Choice, H. P. Jumbos, Roasted . 9 @ 9 1/2	

## SPECIAL PRICE CURRENT

## AXLE GREASE



Mica, tin boxes .75 9 00  
Paragon .55 6 00

## BAKING POWDER

Jaxon Brand

## JAXON

1/4 lb. cans, 4 doz. case 45  
1/4 lb. cans, 4 doz. case 85  
1 lb. cans, 2 doz. case 60

## Royal



10c size. 90  
1/4 lb. cans 135  
6 oz. cans 190  
1/4 lb. cans 250  
1/4 lb. cans 375  
1 lb. cans 480  
3 lb. cans 1200  
5 lb. cans 2150

## BLUING

Arctic 4 oz. ovals, p gro 4 00  
Arctic 8 oz. ovals, p gro 6 00  
Arctic 16 oz. ro'd, p gro 9 00

## BREAKFAST FOOD

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  
35 1/2 lb. pkg. per case. 2 60  
16 1/4 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  
Rounds . . . . . 7 1/2 @ 8 1/2  
Chucks . . . . . 7 @ 6  
Plates . . . . . 4 @ 4

## Pork

Dressed . . . . . @ 7  
Loins . . . . . @ 12 1/2  
Boston Butts . . . . . @ 11  
Shoulders . . . . . @ 10  
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 84  
12 25c cans . . . . . 2 30  
6 50c cans . . . . . 2 30

## COFFEE

Roasted  
Dwinell-Wright Co.'s Bds.



White House, 1 lb. . . . .  
White House, 2 lb. . . . .  
Excelsior, M & J, 1 lb. . . . .  
Excelsior, M & J, 2 lb. . . . .  
Tip Top, M & J, 1 lb. . . . .  
Royal Java and Mocha . . . . .  
Java and Mocha Blend . . . . .  
Boston Combination . . . . .  
Distributed by Judson  
Grocer Co., Grand Rapids;  
National Grocer Co., De-  
troit and Jackson; F. Saun-  
ders & Co., Port Huron;  
Symons Bros. & Co., Sag-  
inaw; Meisel & Goeschel,  
Bay City; Godsmark, Du-  
rand & Co., Battle Creek;  
Fielbach Co., Toledo.

## COFFEE SUBSTITUTE

## Javril



2 doz. in case. . . . . 4 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 35  
Peerless Evap'd Cream 4 00

## SAFES



Full line of the celebrated  
Diebold fire and burglar  
proof safes kept in stock  
by the Tradesman Com-  
pany. Twenty different  
sizes on hand at all times  
—twice as many safes as  
are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

## STOCK FOOD.

Superior Stock Food Co.,  
Ltd.

\$ .50 carton, 36 in box. 10.80  
1.00 carton, 18 in box. 10.80  
12 1/2 lb. cloth sacks. . . . . 84  
25 lb. cloth sacks. . . . . 1.65  
50 lb. cloth sacks. . . . . 3.15  
100 lb. cloth sacks. . . . . 6.00  
Peck measure . . . . . .90  
1/2 bu. measure. . . . . 1.80  
12 1/2 lb. sack Cal meal . . . . . 39  
25 lb. sack Cal meal. . . . . 75  
F. O. B. Plainwel, Mich.

## SOAP

Beaver Soap Co.'s Brands



100 cakes, large size. 6 50  
50 cakes, large size. 3 25  
100 cakes, small size. 3 85  
50 cakes, small size. 1 95

Tradesman Co.'s Brand



Black Hawk, one box. 2 50  
Black Hawk, five bxs. 2 40  
Black Hawk, ten bxs. 2 25

## TABLE SAUCES

Halford, 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

A Catalogue That  
Is Without a Rival

There are something like 85,000 com-  
mercial institutions in the country that  
issue catalogues of some sort. They are  
all trade-getters—some of them are success-  
ful and some are not.

Ours is a successful one. In fact it is  
THE successful one.

It sells more goods than any other three  
catalogues or any 400 traveling salesmen  
in the country.

It lists the largest line of general mer-  
chandise in the world.

It is the most concise and best illustrated  
catalogue gotten up by any American  
wholesale house.

It is the only representative of the larg-  
est house in the world that does business  
entirely by catalogue.

It quotes but one price to all and that is  
the lowest.

Its prices are guaranteed and do not  
change until another catalogue is issued.

It never misrepresents. You can bank  
on what it tells you about the goods it  
offers—our reputation is back of it.

It enables you to select your goods  
according to your own best judgment and  
with much more satisfaction than you can  
from the flesh-and-blood salesman, who  
is always endeavoring to pad his orders  
and work off his firm's dead stock.

Ask for catalogue J.

## BUTLER BROTHERS

Wholesalers of Everything—  
By Catalogue Only.

New York Chicago St. Louis

## HARNESS

We make Harness from  
extra selected Oak Lea-  
ther, hand made, and  
guarantee absolute satis-  
faction. We solicit your  
orders. \* \* \* \* \*

## Sherwood Hall Co.

Limited

Grand Rapids, Michigan

## This Stamp



Stands

for

Integrity

Reliability

Responsibility

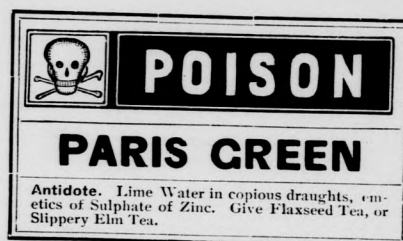
Redeemable

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.

Attention, For Sale—Flour, feed, buck-wheat mills and elevator at Wayland; one of the finest mills of its size in the State; elevator and feed mill at Hopkins Station and Bradley, Mich.; will sell together or separate; all are first-class paying businesses, and buildings and machinery in first-class condition; our fast-increasing business in this city is the reason we want to dispose of our outside mills at a bargain. Henderson & Sons Milling Co., Grand Rapids, Mich. 735

The Memphis Paper Box Co. is an old established, fine-paying business; will sell the business for what it involves; proprietor is old and in feeble health. Address Jack W. James, 51 Madison St., Memphis, Tenn. 736

For Sale—I wish to sell my grocery business. P. W. Holland, Ovid, Mich. 737

Wanted—To buy a part interest in a good drug business by registered pharmacist. Experienced in both city and country trade. Best of references. Address No. 738, care Michigan Tradesman. 738

Wanted—To buy part interest in a produce business. Experienced manager and good book-keeper. Address No. 739, care Michigan Tradesman. 739

White Oak Timber for Sale—In Louisiana; 1,000 acres at \$10 per acre; one-half exchange in grocery stock or country stock of general merchandise; 1,800 acres at \$14 per acre; 1,840 acres at \$7.50 per acre; 2,680 acres at \$7.50 per acre; 900 acres at \$20 per acre. For particulars address No. 741, care Michigan Tradesman. 741

For Sale Cheap—Bakery and restaurant for sale at a price. Good business in the liveliest little town in Michigan. Poor health reason for selling. Address M. W. E., care Michigan Tradesman. 742

For Sale—236 acre farm adjoining Salem. Address J. B. Bickler, Salem, Ia. 723

For Sale Cheap—A Toledo Computing Butchers' Scale. Good as new. Address Boston Market Co., Des Moines, Ia. 724

Hubbard Portable Oven, No. 3, including pyrometer, steam attachments and boiler; also bakeshop outfit, whole or part, mostly new; all in good working order; no machinery. Inventory furnished. Also inventory of restaurant, catering and ice cream fixtures and utensils as desired. Edward R. Burt, 152 W. University Ave., St. Paul, Minn. 725

Merchants—Are you desirous of closing out your stock or having a reduction sale? We positively guarantee a profit on all reduction sales and 100 cents on the dollar above expenses on a closing-out sale. We can furnish you with references from hundreds of merchants and the largest wholesale houses in the West. Write us to-day for further information. J. H. Hart & Co., 242 Market St., Chicago, Ill. 728

For Sale—A general stock of merchandise. Snap. C. L. Yost & Co., Carson City, Mich. 729

For Sale—Meat market doing cash business \$1,000 month. None but a competent meat market man need apply. Address No. 730, care Michigan Tradesman. 730

For Sale—Good clean stock of general hardware and farm implements; store building; good business. Located in thriving manufacturing city in Central Michigan; will inventory about \$3,500. Address No. 731, care Michigan Tradesman. 731

Farm for Sale—Ten dollars per acre; easy terms; a farm of 1,600 acres between Gladstone and Taylor; two miles from the former and four from the latter place; having the station of Knowlton in the middle. There are two good springs of running water, four (4) wells of good water, two good houses and two barns; 300 acres under cultivation and about 400 fenced in. Thos. Evans, Dickinson, N. D. 732

For Sale—\$5,000 stock of general merchandise in live town of 3,000. Two railroads; large manufacturing plant; established trade of eight years. Full particulars via mail. Harry Chapple, Mitchell, Ind. 733

\$1,500 will buy a large and first-class drug stock with good trade in thriving manufacturing city in Central Michigan; no encumbrance; will give time to responsible party; an excellent opening for a hustling druggist with a little money. Address Lock Box No. 25, Marshall, Mich. 734

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

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; shelf-stocks, slow-sellers and undesirable goods given special attention; our salesmen are experts. Address Rapid Sales Co., 609, 175 Dearborn street, Chicago, Ill. 721

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

Wanted Immediately—\$1,500 modern stock general merchandise; spot cash; 75 per cent. for right thing. Give particulars, description and reasons. No others answered. Be quick. Box 55, 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; the house in rear, with kitchen 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-sheathed, 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

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. Waggon can be run in connection with store to advantage. Will sell for cash only. Address No. 687, care Michigan Tradesman. 687

Restaurant—Finest stand in Northern Ohio; doing a \$28,000 to \$30,000 business each year; 40 years' standing. Will take farm or good city property for part payment. Jule Magnee, Findlay, Ohio. 666

For Sale—Excellent stock general merchandise; inventories \$6,000; sickness reason for selling. Address Lock Box 6, Mantion, 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. 667

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—My interest in a clean stock of general merchandise. Good reason for selling. Address R. J. W., Box 37, Lone Tree, Ia. 659

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—Bargains in dirt—five farms, 160, 303, 105, 205 and 3,860 improved, unimproved. If you are honest in your intentions come South and buy. Write me for particulars. M. C. Wade, Texarkana, Texas. 678

Unusual Chance. Will sell cheap on account of other interests, finest meat market in Northern Michigan. J. K. Sharpe & Co., Big Rapids, Mich. 660

Bakery and confectionery for sale, doing good business; sickness reason; will sell cheap if taken at once. J. C. Eheke, 124 Territorial St., Benton Harbor, Mich. 701

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—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 \$300. 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. 669

A firm of old standing that has been in business for fifteen years and whose reputation as to integrity, business methods, etc., is positively established, desires a man who has \$5,000 to take an active part in the store. This store is a department store. Our last year's business was above \$60,000. The man must understand shoes, dry goods or groceries. The person who invests this money must be a man of integrity and ability. Address No. 571, care Michigan Tradesman. 571

For Sale—Farm implement business, established fifteen years. First-class location at Grand Rapids, Mich. Will take active part in store and basement brick building. Stock will inventory about \$10,000. Good reason for selling. No trades desired. Address No. 67, care Michigan Tradesman. 67

Cash for Your Stock—Or we will close out for you at your own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 677 West Forest Ave., Detroit, Mich. 2

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

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—Good shoemaker to do repairing. Address Shoemaker, care Tradesman. 720

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—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

## HELP WANTED.

Wanted—Salesmen everywhere to sell a new invention that will interest every grocer and fruit man in the U. S.; you represent the factory direct; send \$1 for outfit and go to work. Address W. B. White, Inventor and Mfr., 311 9th St., Des Moines, Iowa. 726

Wanted—Salesman to carry double tipped gloves as side line. Address Manufacturer, No. 51 E. Fulton St., Gloversville, N. Y. 727

Wanted—Young man with at least one year's experience in drug store. Must have recommendation. Address J. E. Paulson, Bloomingdale, 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

Merchants, Attention—Our method of closing out stocks of merchandise is one of the most profitable either at auction or at private sale. Our long experience and new methods are the only means, no matter how old your stock is. We employ no one but the best auctioneers and salespeople. Write for terms and date. The Globe Traders & Licensed Auctioneers, Office 431 E. Nelson St., Cadillac, Mich. 446

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash Ave., Chicago. (Reference, D. W. Mercantile Agency.) 872

## MISCELLANEOUS.

Merchants—Write to W. A. Anning, Aurora, Illinois, for list of references. Reduction sales and closing out sales is my business. I don't send out inexperienced salesmen, but conduct every sale personally. Quick results. 740

Buyers, Attention—I am making a specialty of hand-painted pillow tops in oil 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, Tyrone, 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

To Exchange—80 acre farm 3 1/2 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house, good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501



### The First Bargain Day an Unqualified Success.

Manistee, Aug. 1.—Bargain Day has come and with it has come a new impetus to merchandising in the city, for each merchant has found that only a meager amount of advertising rightly handled is sufficient to induce people to visit his store in great numbers and each store has had as great a rush during the day as is usual upon Saturday evenings, when the greatest amount of trading is done within the city. That the plan has proven a success is beyond peradventure and that the merchants will continue it indefinitely is a foregone conclusion.

From one end of River street to the other the merchants have been well pleased with the effort, and even although they did not realize any margin upon the goods sold they were satisfied that they had turned over a certain amount of stock which meant to them available cash, a necessary thing in the conduct of trade. Some merchants with large stocks gave several decided bargains, selling some goods below cost. In these instances they were largely summer goods, which it was desired to dispose of before another year, while some of them were staple articles.

The noon train on the M. & N. E. brought in several well-filled coaches, and during the morning a number arrived on the steamers Dewar and P. M. 3, besides many from the country district surrounding the city who came in by wagon road. All in all, it is safe to say that there were in the neighborhood of one thousand buyers in the city from the different points within a radius of twenty miles—quite a goodly sized crowd when one considers the limits of the attractions and the short time which was given for properly advertising the Bargain Day scheme in the rural districts. But it was not the residents of the rural districts which the merchants aimed to reach more than they did their home people, and of these latter there were certainly large numbers who partook of the offerings.

The scheme has proven a success, and with its successful termination has come a sense of unity among the merchants; a knitting together of ties which will bind them closer in all matters of merchandising, as well as in efforts of a progressive nature in the best interests of the city generally. Unity of action in a set purpose has accomplished more than any one of the number had anticipated. Unity of action in other fields will accomplish even more for the general good of the city.

### Failure of the Household Furniture Co.

The Household Furniture Co., which was promoted some months ago by Wm. H. Lincoln, local manager of the Michigan State (Bell) Telephone Co., is on the rocks and some of the stockholders assert that the disclosures of rottenness incident to the inception and management of the business plainly indicate that Mr. Lincoln should be behind the bars—that he is not a safe man

to be at large. It appears that he induced nine other gentlemen to subscribe for \$1,000 stock each, paying \$100 in cash and rendering bills to the company for \$900 each for alleged services to the corporation, which were purely fictitious. It is also charged that Lincoln induced other gentlemen to invest in stock in the concern by representing that the business was a prosperous one and that the other stockholders, including himself, had paid par for their stock, both of which statements are alleged to be false. Interesting developments are coming out at each meeting of the stockholders. Desperate efforts are being made by the original subscribers to induce the creditors to withdraw proceedings in bankruptcy, but without result, which affords reasonable assurance that the promoters will have to go down in their pockets for at least a portion of the \$900 they subscribed for but did not render an equivalent for. The list of creditors is as follows:

Grand Rapids.	
Grand Rapids National Bank	\$1,000 00
Grand Rapids Savings Bank	689 50
Commercial Credit Co.	28 00
Grand Rapids Fancy Grocer Co.	71 25
Grand Rapids Dry Goods Co.	36 64
Michigan Order Work Co.	280 05
C. S. Paine Co.	147 35
Standard Cabinet Co.	16 85
Sample Furn. Co.	100 00
Bodbyl Furn. Co.	17 33
Times	17 65
Winegar Furn. Co.	15 80
J. S. Crosby & Co.	12 50
Haney School Furn. Co.	154 90
Princess Furn. Co.	38 00
Detroit.	
American Go-Cart Co.	83 63
Safety Folding Bed. Co.	14 00
E. Deinzer & Sons	433 81
Holland.	
Bay View Furn. Co.	76 25
Ottawa Furn. Co.	895 95
Chicago.	
Chas. Emmerick & Co.	28 62
O. Gould & Co.	36 03
Luskey, White & Coolidge	74 14
Peck & Hill Furn. Co.	242 30
Downer's Grove Furn. Co.	96 00
Sheboygan.	
Crocker Chair Co.	22 00
George Spratt & Co.	143 90
Manistee Mfg. Co., Manistee	86 00
Crown Pottery Co., Evansville, Ind.	184 66
Arbenz Furn. Co., Chillicothe, Ohio	61 00
Stebbins Mfg. Co., Lakeview	65 00
Cockren Bros. Mfg. Co.	43 90
Gallopolis Furn. Co., Gallopolis, Ohio	43 90
Hagerstown Furn. Co., Hagerstown, Ind.	43 10
Logeman Furn. Co.	36 00
Dayton Felting Co., Dayton	55 73
Co-Operative Furn. Co., Rockford, Ill.	99 75
Falcon Mfg. Co., Big Rapids	97 80
Stenhouse Metallic Furn. Co., Battle Creek	97 37
National Carriage Co., Cincinnati	53 29
Mechanics Furn. Co., Rockford, Ill.	122 25
Michigan Furn. Co., Ann Arbor	153 90
Metropolitan Furn. Co., N. Y.	34 75
McElry-Schannon Furn. Co., Louisville	20 00
B. F. Marble Chair Co.	15 50
J. B. Ryer Son Co.	28 41
Snyder Mfg. Co., Hamilton, Ohio	14 50
Frank Schantz, Hamilton, Ohio	1,081 40
E. Wiener, Milwaukee	110 10
Webster Mfg. Co., Superior, Wis.	362 29
Cleveland Stove Co.	892 70
Ohio Table Co., Massillon, O.	250 00
Milwaukee Bedding Co., Milwaukee	91 45
E. Bement & Sons, Lansing	334 93
Williamsport Furn. Co., Williamsport, Pa.	95 50
Conewango Furn. Co., Warren, Pa.	400 75
National Adjustable Chair Co., Greenfield, Ind.	93 29
Corunna Furn. Co., Corunna	368 05

A high ideal is a good thing to harbor in your heart. It is doubtful if one achieves the best with no ideal. The high ideal serves its possessor well. It is the ikon which is worth while carrying into the conflict.

Try to put yourself in sympathy with the moods and personality of your customer.

### Detroit Shoe Dealers Condemn Trading Stamps.

Detroit, Aug. 2.—The board of directors of the Retail Shoe Dealers' Association, which was formed expressly to rid its members of the trading stamp grafters, held a meeting at the Hotel Normandie last evening and adopted strong resolutions reaffirming its position. A committee was appointed to wait upon President Hudson, of the Board of Commerce, and inform him that the Association was in hearty sympathy with the Board's crusade, and to give the eviction of the stamp further impetus a full meeting of the shoe dealers has been called at the Normandie Wednesday night.

One stamp ridden merchant who has had his surfeit of the pests is C. J. Merbach, 122 Gratiot avenue, who carries six varieties, of all the hues of the rainbow. He declares them to be an expense and a nuisance and would like to see the law enforced against them, so that there will be no possible danger of their cropping out again.

An Ypsilanti correspondent writes that for two weeks canvassers for a trading stamp scheme have been working that city, but that so far only two firms have been hoodwinked. The coal dealers were among those approached, but they gave the agents the cold shoulder. Ypsilanti had three such grafts in force at once a few years ago, and the merchants were so much to the bad on the deal that the Business Men's Association took action, and the whole business was thrown out. Nothing in the way of formal action on the new swindle has been taken, as it does not seem to be necessary.

### Battle Creek business Men Will Go To Detroit.

Battle Creek, Aug. 1.—The final arrangements have now been made for the excursion of the local Business Men's Association. It will take place on Thursday, Aug. 11, and will consist of a trip to Detroit.

Special trains will be provided for the crowd, and a fare of \$1.50 will be charged for the round trip. It is desired that every one who is interested in the Business Men's Association will attend this affair, and for that reason it is agreed to suspend business in general on that day.

This will give all the merchants and clerks a chance to take in this excursion, and will be a good thing for all concerned.

### Kalamazoo Grocer to Wed.

Kalamazoo, Aug. 1.—Walter Hipp, the well-known Kalamazoo grocerman, and Miss Meta Clapp, of Goshen, Ind., will be married at Otsego, August 10, at the home of the bride's grandparents, Mr. and Mrs. C. W. Clapp. They will be at home at 1310 East avenue, this city, after September 25. Mr. Hipp is one of Kalamazoo's most prominent grocermen and has a wide circle of friends. Miss Clapp formerly resided in this city and is well known here.

The fate of the Luce Furniture Co., which has been hanging in the balance for several months, has been assured by the reorganization of the company along conservative lines. The present stockholders have consented that their holdings shall be treated as common stock and \$100,000 in preferred stock has been authorized, which stock has all been subscribed at par by local and outside investors, including some of the old stockholders. The preferred stock is to receive cumulative dividends of 6 per cent., and after the common stock has received the same ratio of dividends, further dividend disbursements are to be computed on both classes of stock equally. Greg. M. Luce will continue as President, while Mark Norris will become Vice-President, A. S. Goodman will become Secretary and Treasurer and John Hoult will assume the superintendency of the factory. Messrs. Goodman and Hoult retire from the Gunn Furniture Co., with which they have been identified during the past sixteen years and with which they have both made splendid records as expert furniture makers and money makers in their respective lines. The fresh capital and new management are a guaranty that the career of the company from now on will be a prosperous one.

In order to care for the increasing business, the Sanita Comb Manufacturing Co. has admitted five new members. The co-partnership now consists of seven gentlemen—F. P. Bjorncrantz, O. D. Price, A. E. Howell, M. McLachlan, C. E. Pease, T. C. Price and J. P. Newhouse. They have elected M. McLachlan President, O. D. Price sales manager and A. E. Howell Secretary and Treasurer. The company is placing on the market the Sanita self-cleaning comb, of which Mr. Bjorncrantz is the patentee.

C. H. Marcellus and H. M. Reynolds, Jr., have formed a co-partnership under the style of the Marcellus-Reynolds Co. and engaged in the manufacture and sale of closet combinations originated and invented by Mr. Marcellus. The firm has leased the lower floor of the Ottawa building, 157 Ottawa street.

The Citizens Telephone Co. has purchased the West Michigan Telephone Co., which owns 83 miles of wire and 360 phones, including exchanges at Allegan, Otsego and Hopkins Station. The purchaser will expand the system and improve the service.

John Bruce has opened a grocery store at 129 West Broadway, corner Shawmut avenue. The Judson Grocer Company furnished the stock.

There is no protection in the life that is all policy.

### BUSINESS CHANCES.

For Sale—At a bargain if taken at once, stock of groceries, notions and jewelry. Poor health the cause. Address Lock Box 39, Lyons, Mich. 743

For Sale—Good up-to-date stock of general merchandise; store building; well established business. Stock will inventory \$5,000. Located in bustling Northern Michigan town. Address No. 744, care Michigan Tradesman. 744