

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, AUGUST 10, 1904

Number 1090

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

IF YOU HAVE MONEY

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EARN MORE MONEY,
write me for an investment
that will be guaranteed to
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Will pay your money back
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Battle Creek, Michigan

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

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WELL ATTENDED.

Annual Convention Michigan State Pharmaceutical Association.

The twenty-second annual convention of the Michigan State Pharmaceutical Association, which convened at St. Cecilia hall Tuesday afternoon, was the most largely attended of any annual meeting held during the past dozen years, due largely to the efforts of Secretary Burke and Local Secretary Kirchgessner.

The meeting was called to order by President Walker, when Mayor Sweet welcomed the visitors to Grand Rapids and Stanley E. Parkill responded in behalf of the Association.

President Walker then read his annual address, which is published in full elsewhere in this week's paper.

Secretary Burke then presented his annual report, as follows:

Another year has passed into history and this Association still shows as much vitality as we have been accustomed to expect. When we were here before, the dues were raised from \$1 to \$2 per year. It was generally predicted that we would lose a good many of our members. This prediction was true, but the action taken at that time must receive the sanction of the members, because it has placed our organization on a much firmer financial foundation.

It ought to be that pharmacists would seek to become members of the M. S. P. A. without solicitation on our part. It ought to be that all of our members would attend the annual meeting and do what was in their power to promote the interests and welfare of our calling; but things have never been what they ought to be and the prospects are that this desirable condition is still quite remote. The only practical plan is for us to go after them and go after them hard. Sometime in January President Walker appointed a Membership Committee of eight, which has brought in most of our new members. I firmly believe that this is the best way to get new members. Our organization is not as well advertised as it might be. There are still too many who do not realize that our State Association and our annual meeting are stimulants to pharmaceutical energy and ambition that they cannot afford to deny themselves.

The proceedings for 1903 were mailed to members, to the pharmaceutical press and to the secretaries of all State associations in November. The finances of the Association are in a satisfactory condition, the cash balance at the present time being \$262.50, against \$179.32 last year. All bills against us have been paid.

The active membership of the Association now is 236 against 225 last year. Dropped.

Walter N. Armstrong, Concord.
A. C. Bauer, Lansing.
Fred Brundage, Muskegon.
R. G. Burwell, 2339 Gratiot Ave., Port Huron.
Wm. R. Bacon, Sault Ste. Marie.
Frank W. Droelle, 271 Gratiot Ave., Detroit.
J. E. Ferris, care Peck Bros., Grand Rapids.
E. M. Goette, Orion.
Walter D. Hammond, Au Sable.
Frederick J. Henning, 691 Third Ave., Detroit.
Jos. Lohrstorfer, Port Huron.
Lasell W. Lyon, 722 St. Aubin, Detroit.
James I. Main, Tekonsha.
Jos. E. Moeller, 594 Gratiot Ave., Detroit.
G. H. McMullen, Ionia.
A. Patenaude, Norway.
Fred R. Price, Sault Ste. Marie.
H. W. Rodenbaugh, Breedsville.
Geo. S. Sharrard, Port Huron.
Chas. M. Smith, Pontiac.
Dr. F. D. Smith, Coopersville.
E. T. Yeomans, Ionia.
Simeon Zeller, Sault Ste. Marie.
Total 23.

One hundred and fifty members have paid dues in full. Fourteen are in arrears for three years, ten for two years and sixty-two for one year.

Cash Account.
Receipts as shown by cash book:
Dues, \$394.00
Advertisements, 320.00

Paid Treasurer.
Jan. 2, 1904, \$394.00
July 9, 1904, 315.00
Aug. 3, 1904, 34.00
Total \$714.00

Disbursed.
C. T. Mann, typewriting, etc., \$12.59
T. S. Vilt, N. A. R. D., 36.75
T. H. West, printing, 13.00
Stenographer, 8.00
A. H. Webber, expenses to N. A. R. D. convention, 25.00
W. H. Burke, postage and printing, 42.33
T. H. West, printing, 158.65
W. H. Burke, salary, 100.00
J. O. Schlotterbeck, Adulteration Committee, 25.00
W. H. Burke, salary, 50.00
W. H. Burke, salary, 75.00
J. J. E. Linton, typewriting, 4.00
W. H. Burke, postage and printing, 54.00
T. H. West, printing, 26.50

Balance in Treasurer's hands \$630.82
Total \$262.50

Treasurer Lemen reported total receipts of \$893.32 and disbursements of \$630.82, leaving a balance on hand of \$262.50.

Chairman Prescott presented the report of the Committee on Papers and Queries, as follows:

The duty of the Committee on Papers and Queries is, we take it, to produce papers and queries, and not to inflict a long committee report upon an unsuspecting audience. The present document will therefore have the quality of brevity, even if it is not that kind of brevity which is supposed to be the soul of wit. Two of the three members of the committee—Messrs. Prescott and Hall—have written papers for the meeting. The third member, the chairman, has contented himself with urging upon his fellow members and upon others a duty which he has gracefully escaped himself—that of contributing papers for the occasion. The full list of papers is as follows:

Dispensing Notes, by Wm. A. Hall.

A Talk On Advertising, by Owen Raymo.

Tooth Paste, Powder and Lotion, by W. C. Kirchgessner.

In addition to these papers we have thought it well to formulate a few queries which might be discussed in case time should present itself at any period during the meeting. These are:

In advertising your own prepara-

tions, spices or other suitable articles, have you sampled them, and, if so, has the practice paid?

Do you advertise much directly to the physician, and what methods have you employed?

How do you prevent "dead beats" from "getting in on you?"

Do you send monthly "statements" or other reminders to your debtors, or follow up your book accounts in other ways?

Do you go out collecting bills periodically?

W. A. Hall, of Detroit, read a paper on Dispensing Notes, which will appear verbatim in next week's paper.

John D. Muir, of Grand Rapids, read the annual report from the State Board of Pharmacy.

A. H. Webber, of Cadillac, delegate to last year's convention of the National Association of Retail Druggists at Washington, followed with an extended report of the work of that body.

Not It—But Something Just as Good was the title of a paper contributed by Treasurer Lemen, which appears elsewhere in this week's paper.

The meeting then adjourned to enable the members to get to Reed's Lake in time to take part in the complimentary banquet tendered the members by the Hazeltine & Perkins Drug Co., which proved to be one of the most enjoyable features of the convention. Henry B. Fairchild acted as master of ceremonies, introducing the toastmaster, Lee M. Hutchins, who cleverly introduced the various speakers, who responded to the following topics:

Our State Board—Arthur H. Webber, Cadillac.

The Pharmaceutical Press—Harry B. Mason, editor Bulletin of Pharmacy.

The Man Known All Over the State—Charles F. Mann, Detroit.

Educational Institutions—Dr. J. O. Schlotterbeck, Ann Arbor.

Rochester's Resources—Stanley E. Parkill, Owosso.

Our Local Association—Walter K. Schmidt, Grand Rapids.

Feeling tributes were paid the venerable Dr. Prescott by Messrs. Hutchins, Schmidt and Schlotterbeck, when the toastmaster brought the affair to a close in a few well-chosen remarks.

There will be sessions of the convention this forenoon and afternoon, full reports of which will appear in next week's issue of the Tradesman, including the response of Mr. Webber, at the banquet, which will appear verbatim.

If you would be a force you must lose your feelings.

Imitation may be either flattery or stupidity.

SUCCESSFUL RETAILING.**Some Features Which Contribute to That Result.***

To my notion one of the most important factors in retailing goods is cleanliness. "Cleanliness is next to Godliness." Comparatively few of us, perhaps, are godly, but with a little effort exercised daily and in many cases hourly, we can all be clean. To be neat and clean yourself and keep your stock neat, clean and orderly is a resource that is within the reach of every merchant; and to have your place of business open promptly and in shipshape, and be ready to meet every prospective buyer with a smile, will make a good start toward a day's business.

Too much stress can not be laid on cheerfulness, for it is "catching" and needs only a little good free open-hearted optimism to put everybody around you in good humor and in a mood to buy. You all recall the old quotation:

Laugh, and the world laughs with you;
Weep, and you weep alone;
This poor old earth must borrow its mirth,
For it has troubles enough of its own.

The sentiment of this little quotation is a good example of my idea of the correct way of doing business. If you have troubles—and we all have them—don't tell anybody about them and try to make them miserable, but if you have anything pleasant to offer, tell it and you will live in a congenial atmosphere and your business will improve and increase, for everyone enjoys looking into a pleasant, happy countenance.

Some might say that this is hard to do unless your disposition is sunny, and of the right sort, but I will give it as my opinion, based on experience, that this disposition can be successfully cultivated and made easy, even by the dyspeptic or the man with a torpid liver if he will try hard enough and long enough and "put his soul into the work."

Get control of yourself first, get happy, or get so you can impress others with the idea that you are full of good cheer and ready to meet every difficulty with a smile and as though you were aware that it was only another one of those incidents that go to make up a life and in the end is all for the best.

To this cheerful disposition I would add a thorough understanding of the business. Not only know the name, cost and selling price of every article in the store, but, so far as possible, know how and for what they are used, so that you can show a customer the particular application of the article for the purpose in hand and in this way make comparisons of utility and values and make many sales and some customers who will become a permanent resource to the business.

I always make it a point to keep posted, not only on the varying conditions of the market, but also to know the weight of sheet iron, zinc and bar iron; the weight, length and strength of rope, cordage and wire; to know the number of nails to the pound; the weight of staples needed to the 100 pounds of barbed wire,

smooth wire, American field fence, poultry netting, and many kindred things that an observing man can have at his tongue's end if he will pay close enough attention to his business day after day; as the Hebrew expresses it, "Sharge 'is mind mid ud."

It is a pleasure to me to make this fund of knowledge free to my friends and customers, very many of whom ask these questions, and I am glad to have them do it because if there is any new work in prospect it puts me next to the proposition and in a better position to get the business than I would otherwise be.

I have many customers who have traded with me so long that when an article of hardware is needed their first thought is of E. S., "the hardware man," and an enquiry usually results in a sale or an impression that leads up to one later on.

If we are successful hardware dealers we in a measure are deputized by our friends and customers as their buyers, and, as such, we must study every need and purse in order to please the varying notions, always selecting goods that have merit in proportion to their cost and keep a good assortment and a reasonable quantity on hand and ready for delivery at a moment's notice. I do not advocate the idea of buying six months' stock ahead, but I do believe that it pays to keep enough goods on hand at all times to supply any ordinary demand that would be likely to be made upon you, and, above all, keep plenty of the staple sizes and kinds of goods that are everyday sellers. One of the surest signs of weakness on the part of a merchant is to be habitually "just out" of staple stock.

The size of the town and the surroundings, the size of a man's capital and the breadth of his lines of goods should make it clear to a careful man about the proper amount of stock to carry; but it is my opinion that one of our commonest weaknesses is a disposition to buy too much and allow our stocks to gradually increase from year to year, and in this way keep our profits tied up in merchandise and often prevent our taking a pleasure trip that would repay us several times the cost by giving a change and rest that every human being demands, to say nothing of the pleasure that we and our families might enjoy. So, I say, keep good assortments, buy often, but keep your stock down and your bank account and promises to pay will be up.

Profit is a point on which many of us would differ, but we will all agree that this important factor is the only thing that keeps us behind the counter or in the office from early morning until late at night six days out of the week, and sometimes seven, and this is the only reason why details annoy and make black hair gray. We know that it costs about 10 per cent. to do business, and to this must be added 1 per cent. for bad debts, 2 per cent. for accidents and things unlooked for, and you find that about 13 per cent. is absorbed in marketing hardware under ordinary conditions, and this

must be paid before there is any actual profit in sight, so that on general principles 20 per cent. is as little as goods can be sold and leave a fair return for the money and labor employed. If we can turn the stock three times in a year, this would net about 20 per cent. on the investment which, with the risk of loss by fire and other ways, is plenty small enough.

The great diversity of lines handled in a hardware store naturally puts us in competition with a great variety of businesses, and to meet these different competitors correctly is a problem. Grocers and bazaar stores perhaps handle more goods in direct competition with the regular line of hardware than any other class of trade, and while they handle cheap goods, as a rule, yet this country demands a certain percentage of cheap goods, and the only reason that a hardware store does not get this class of trade is simply because the dealer, as a rule, doesn't have the class of goods carried by his competitor in the cheaper lines. Butler Brothers issued a little pamphlet recently that was aimed directly at the catalogue houses, in which they give some pretty good pointers to a good many of us, especially those of us who class as old timers and who have been accustomed to sell nothing but goods that represent a high standard of quality. They think that the large business of the catalogue houses and the 99 cent stores, bazaars, etc., could be shared liberally with the legitimate hardware stores, and at no extra expense to them, by simply putting in a line of the cheaper quality of goods and selling them for what they are worth and for just what they are, and I believe they are right. They say that there is no legitimate reason why a man should pay any more for an article because he buys it from a hardware store than he would if he bought it from a racket or a bazaar store, and without the cheap article for comparison it is hard to show them the difference.

It appeals to me as perfectly rational that if we cater to this cheaper trade, we not only increase our own business and profits, but we steal the thunder, to quite an extent, of the cheap stores and catalogue houses and gradually stop this evil of sending away for supplies, by giving them the same goods at the same prices at home, where exchanges and returns can be made without cost to any one. I have not yet tried the experiment, but I mean to do it very soon. I noticed an article on this subject in the last issue of the National Hardware Bulletin, which I think is perfectly correct, under the title, Meet the Price.

We know that it is pretty hard to put up much of a fight without soldiers, and so it is to try to become competitors in a class of goods which we do not keep, and consequently have no means of even making comparisons. The Nimble Nickel is the correct principle of merchandising, and, with Grover Cleveland, we must admit that it is a condition and not a theory that confronts us, and if

we meet these changed conditions in this way I believe we will all be benefited directly and indirectly.

It has been my policy for a good many years to make good every promise to a customer as to quality and all kinds of guarantees, and to meet and satisfy every grievance that a customer might have, either real or imaginary, for the goodwill of a customer is usually worth much more than the cost to keep him in that frame of mind. I would never haggle or chew the rag with a customer, but redeem every pledge freely and promptly and make it appear to him that it was a pleasure to make him happy.

In conclusion I might summarize and say:

Keep clean; keep your stock clean and orderly and properly displayed; know your business and be prepared to meet all kinds of competition; practice eternal vigilance, for we know that keeping everlastingly at it brings success. And remember: Wives and daughters all remind us, We must make our little pile, And departing leave behind us Cash to keep them all in style.

Crude Rubber Now at High Water Mark.

The manufacturers of rubber shoes are now entering the market for crude rubber, and they are finding that prices are higher than ever before in the history of the trade. The prevailing quotations for the better grades of rubber in New York are now from \$1.16 to \$1.20 a pound, and the prices still show a tendency to advance. The highest price at which crude rubber was ever held in this market prior to the present advance was \$1.11, which figure was quoted early in 1900.

There was an advance in rubber last fall which caused much comment in the trade and came near reaching the high water mark of 1900, but it fell short of it by one cent a pound, the price beginning to decline after \$1.10 was reached. This decline continued until January of this year, when the price was only 98 cents a pound. Since the beginning of the present year values have steadily advanced until all former records have been broken. It has been exceptionally unfortunate for the shoe manufacturers who are forced to stock up now in order that they may have their shoes ready for the fall and winter trade. Naturally these manufacturers will have to advance the price of their product.

Failed to Make Good.

Miles—Did you ever read that wonderful book "How to Live a Hundred Years?"

Giles—Yes; the author was an old school mate of mine.

Miles—Indeed! Where is he now?

Giles—He died at the age of 37.

Failure may make a good foundation for success.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

*Paper read by E. S. Roe, of Buchanan, at ninth annual convention Michigan Hardware Dealers' Association.

INSIDE INFORMATION.

Rise and Fall of the Household Furniture Co.

Grand Rapids, August 8—I feel that in justice to myself, my family, my many friends and acquaintances, I should accept your kind offer to reply to the statement in your last issue of the Tradesman, that I am a "bad man to have at large" and "should be behind the bars," and gladly write you the facts relative to my connection with the affairs of the Household Furniture Co., whose officers are now attempting to save it from absolute failure.

About the middle of June, 1903, I was approached by E. G. Fairbairn with a proposition to start a furniture mail order house, he proposing to interest a number of men with money to establish such a business. When he first presented his plan, I did not take kindly to connecting myself with the proposition, as during my nearly twenty-six years' connection with the Bell Telephone Co.'s interests, I had never branched out into the field of investments, although I had been urged several times to become interested in scores of stock companies. After much urging, I finally consented to connect myself, money and influence with the mail order business, provided I should be made Treasurer of the company so as to enable me to watch the expenditures and keep in touch with the finances of the company. This was with the express understanding that my interests in the Household Furniture Co. should not interfere with my duties as Manager of the Michigan Telephone Co.

Not being familiar with the organization of stock companies, we were in doubt as to the method to adopt in order to start the company, and having been introduced to M. B. Martin, who was then known generally as a successful business man and who had started several companies that were at this time, to all outward appearances, doing a successful business, we consulted Mr. Martin and he immediately consented to organize the company, which was, that it should be capitalized at \$100,000 with \$75,000 common and \$25,000 preferred stock at \$10 (par value) per share; 4,800 shares of the 7,500 shares of common stock were divided equally between Mr. Martin, E. G. Fairbairn and myself, the balance being left in the treasury; 1,000 shares of the preferred stock were sold to 10 different people, they paying \$100 each and signing a receipt for the balance for services rendered; afterward the 4,800 shares of common stock were divided among several of the officers of the company. The preferred stock was then all sold for par to the amount of \$3,800 and with the first thousand, making a total of \$4,800. Mr. Martin and Mr. Fairbairn took the articles of corporation to Lansing to interview the Secretary of State, as the first articles were defective and had been returned, and on the return of Mr. Martin and Mr. Fairbairn, they reported that the articles as last drawn were acceptable. I then affixed my signature to the papers. Matters went along without any great interruption, except the deposing of Secretary Martin from office for cause, until some time in November, 1903. General Manager Fairbairn reported to me that he was having great trouble in getting his holiday orders filled, as at that time we were getting a large number of enquiries for catalogues in reply to our advertising in the magazines. It was suggested by Mr. Fairbairn that the company branch out and open a retail furniture store, he promising to make profits at the store to cover all the expenses, which promise he fulfilled, the Federal Audit Co.'s figures showing a net profit of a trifle over \$700 from February 1, 1904, to

July 16, 1904. The cause of the deficit of something over \$4,000 from July 5, 1903, to February 1, 1904, was on account of the expense incident to starting a mail order business, it being a well-established fact that for the first two years, at least, it is a constant putting in of money by selling stock or otherwise before the returns for sales are sufficient to show a balance on the right side of the ledger.

On June 15, 1904, on account of business cares and so forth, I tendered my resignation as Secretary and Treasurer of the Household Furniture Co. and it was accepted, with the understanding that I should remain a director in the company, which I agreed to do.

I am informed that after June 15, the General Manager of the company so neglected his duties that drafts went to protest, notes were neglected and no attention whatever was paid to the company's correspondence. Creditors then commenced to force payment of their claims and the General Manager, Mr. Fairbairn, having left for parts unknown, a meeting of the directors was called and a committee was appointed to take charge of affairs with myself as chairman. I found it necessary to send a special letter to all creditors, explaining matters to them and asking 30 days' extension on their claims, which was granted by a number, and with others I arranged to cover the claims with the company's notes to the amount of several thousand dollars. Several suits were begun and, with the assistance of Attorney Chas. E. Temple, we were able to arrange some of these suits, but by unfair advice of one of the creditor's attorneys, bankruptcy proceedings were commenced and the matter is now in the courts. Previous to the company being charged with being insolvent, a trust mortgage was filed to protect the creditors and is now in force with W. A. Compton as trustee, he selling the furniture and furnishings at a small margin above cost price at the company's store, 83 South Division street.

I have recently been served with a capias on account of claims that I induced a certain gentleman to buy \$200 worth of preferred stock of the Household Furniture Co. with a bonus of \$100 worth of the company's common stock. I desire to say that I have never by any word or statements intended to deceive a person as to the value of stock in the Household Furniture Co., and further, it is my judgment, if the mail order part of the company's business had not been neglected, and had the affairs of the company been properly managed, the company would have succeeded very nicely, there being between four and five hundred requests for catalogues unanswered.

The trustee reports a good business since taking charge of the company's store and expresses himself to the effect that if the creditors could be taken care of, the business would pan out all right.

Finally, I do not wish to have it understood that I am trying to shift the responsibility as to the present financial condition of the Household Furniture Co. I will leave that to the persons who are familiar with the company's affairs. What I have tried to show and emphasize is the fact that I am not a dangerous man to have at large, and am surely not a candidate for a position behind the bars, and I wish to here publicly thank my many true friends for their many kind words to me during this disturbance, and I wish it understood that I sever my connection with Bell Telephone Co.'s interests with the most pleasant feelings, knowing surely that it would be unfair for me to expect to continue as their Local Manager in Grand Rapids after this very unpleasant notoriety.

Wm. H. Lincoln.

Salmon Pack Much Below Normal.

Telegrams from the Pacific coast report the salmon pack in Alaska as practically closed. The total pack of the eleven canneries of the Alaska Packers' Association is 521,000 cases. The other fifteen canneries on Bristol Bay put up 280,000 cases. Last year the total was 1,187,000 cases.

The Central and Southeastern Alaska pack will not be over 750,000 cases. In Northern British Columbia there was a fair run. The thirty canneries on the Frazer River have packed 16,000 cases to date. The British Columbia pack is 150,000 cases, against 475,000 cases last year. The Puget Sound pack is a failure.

All canneries have packed to date 29,000 cases, compared with 465,000 cases last year. The pack on the Columbia River to Aug. 1 was 125,000 cases, against 230,000 cases to the same date last year. The total Pacific coast pack will not exceed 2,250,000 cases, against 3,600,000 cases.

The Drug Market.

Opium—Is firm but unchanged.

Morphine—Is steady.

Quinine—Is unchanged.

Glycerine—Has declined $\frac{1}{2}$ c per pound on account of lower price for crude.

Oil Anise—Is steadily advancing.

American Saffron—Continues high and no present prospect of lower prices.

Gum Camphor—Is in a very firm position and an advance is expected on account of scarcity of crude.

Canary Seed—Has again advanced and is tending higher.



Jennings Flavoring Extracts

have become standard and
are known by the

Fruit

The LEMON is made Terpeneless and contains only the *concentrated* flavor of the fruit.

The VANILLA is made from *Mexican Vanilla Beans*, and the flavor is that delicious aroma so much desired.

Specify Jennings in your orders.

JENNINGS
FLAVORING EXTRACT CO.

Grand Rapids

Three of a Kind

The Butcher, the Grocer and
the Miller

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

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

VOIGT'S BEST BY TEST

CRESCENT

"The Flour Everybody Likes"

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

Voigt Milling Co.

Grand Rapids, Mich.

AROUND THE STATE

Movements of Merchants.

Alpena—Cornelius Cronk has sold his grocery stock to A. J. Cameron.

Shepherd—H. Tiffany has purchased the bazaar stock of Eugene Shaul.

Morenci—W. R. Gates has sold his jewelry stock to Marion A. Deline.

Detroit—Cronin Bros., clothiers, have sold their stock to John A. Kay.

St. Charles—John A. Becker & Co., clothiers and tailors, are closing out their stock.

Marshall—Mrs. Addie Weiland has sold her millinery stock to Miss Eliza Hoffman.

Ortonville—Lamb & Clark, men's furnishing dealers, are succeeded by W. B. Clark.

Calumet—Anton Bychinski has purchased the grocery stock of L. Garberek & Co.

Banfield—Edmunds & Schumaker have purchased the general stock of L. N. Mosher.

Rochester—I. S. Lomason is disposing of his general stock and will move to Toledo.

St. Louis—Bryant & Wilson succeeded O. F. Jackson & Co. in the hardware business.

Millington—Clawson & Co. have purchased the jewelry stock of Edward H. Diamond.

Alma—Miller & McCarty, grocery and shoe dealers, are succeeded by J. L. Miller & Son.

Bayport—R. L. Gillingham Co., wholesale fish dealer, is succeeded by R. L. Gillingham Fish Co.

Melvin—A. E. McDonald & Co., grocers and hardware dealers, are succeeded by Mills & Mattison.

Lambertville—Hotchkiss Bros., hardware and implement dealers, will be succeeded by Hugh Hotchkiss.

Alpena—John Worniak has purchased the clothing and shoe stock of Anthony F. Kendzierski & Co.

Owosso—Louis Dingler has purchased the interest of John Graham in the Graham & Siess cigar business.

Hillsdale—M. E. Hall's clothing store will be conducted in the future under the style of the Hall-Perry Clothing Co.

Petoskey—The Beese & Porter dry goods store is being extended forty feet in the rear, giving the firm much needed floor space.

Cadillac—Gust Palm has sold his grocery stock to Andrew Lindstrom, who will continue the business at the same location.

Caro—Fred Purdy is in Cass City invoicing the hardware stock of J. L. Hitchcock & Son, who are about to dissolve partnership.

Manistique—D. A. McMillan, of Munising, has purchased a half interest in the grocery and feed store owned by Allan Stewart.

Lansing—Samuel Kelso and William Bartell have established themselves in the grocery business at 1126 Washington avenue south.

Vriesland—Henry Roek has purchased the general stock of Kroodsm

& DeHoop and will continue the business at the same location.

Boyne—Israel Nurko will conduct the dry goods, clothing and boot and shoe store formerly conducted under the style of Nurko & Frazer.

Three Rivers—Chas. Doolittle's meat market has been purchased by Jacoby & Meyers, who will continue to do business at the old stand.

Cheboygan—Isadore Frazer will conduct the dry goods, clothing and boot and shoe store formerly conducted under the style of Nurko & Frazer.

Albion—Mort Snyder, city weighmaster during the past year, has bought the Vincent meat market at the corner of Superior street and Michigan avenue.

Sault Ste. Marie—H. M. Sitherwood is now the sole proprietor of the business of the Soo Furniture Co., Mrs. Mamie Freedman having retired from the firm.

Cadillac—J. E. Decker has sold his interest in the grocery firm of J. E. Decker & Co. to his partner, who will continue the business under the style of A. M. Gingrich.

Lapeer—D. D. Oviatt has brought the interest of his brother, Will, in the Oviatt Bros. bakery, and the latter has gone to Imlay City. The firm name will continue the same.

White Pigeon—Mrs. E. J. Stover has removed her stock of bazaar goods to Three Rivers, where she will consolidate it with another stock purchased in Three Rivers.

Constantine—J. W. Comstock & Co. have engaged in the grocery business. Mr. Comstock was formerly a member of the firm of Cruse & Comstock, general dealers at Honor.

Sault Ste. Marie—Charles Schillery has purchased the interest of Frank Chapel in the C. C. S. cigar store and factory and the firm name will be known hereafter as Cohen & Schillery.

St. Ignace—M. Bloom, the dry goods merchant, will occupy the bank's former quarters and the adjoining portion of the same building—the Wilber drug store—throwing both into one.

Bad Axe—W. H. Comfort has resigned his position as general manager of the Comfort Produce Co. and the directors of the company have appointed Mr. Nelson, of Detroit, to fill the vacancy.

Marine City—Creditors of F. C. Schriener have filed a petition against him in bankruptcy. It is claimed he owes \$12,000 and has transferred his interest in the Marine City Creamery Co. to his wife.

Gladwin—James Marshal, late of West Branch, has begun the excavation for a brick block, 20x70 feet, two stories and basement, adjoining Tyler's store. This when completed will be occupied as a general store.

Jackson—Thomas D. Grant, for several years connected with the McQuillan & Harrison clothing store, announces that about Sept. 1 he, in partnership with Frank Eggleston, an old clothing man well known in this city, will open a clothing and hat store at the old Harris store, 124 N. Mechanic street, near Legg's grocery.

Muskegon—The Palmer-Herrenden Co. has donated to the committee that is arranging for the Business Men's picnic a children's playhouse, to be given as one of the children's prizes in one of the guessing contests. It is the house that was displayed in the labor day parade last year. It is made of sheet iron and the committee will have it painted and will display it at Lake Michigan Park on the day of the picnic.

Midland—The Gates Company, with a capital stock of \$4,000, and Midland as place of business, has been incorporated by Walter S. Gates and H. H. Dow, Midland; Albert W. Smith, Cleveland; Stanford T. Crapo, Detroit, and George B. Morley, Saginaw, the purpose being to experiment along the line of processes for the separation of metals from ores. It is understood that bromine is an important agent in the proposed process and this locality is accordingly especially adapted to the work of experimentation.

Manufacturing Matters.

Detroit—J. Friedman, proprietor of the Progressive Knitting Mills, gloves and mittens, has established a branch mill in which only negro girls are employed. This is in the nature of an experiment, owing to the objection of the white employees of the knitting mills to working with negroes. The negro girls, Mr. Friedman says, make good operatives, and to overcome the difficulty it occurred to him to start the branch mill and employ colored girls only in it. So far he has twenty-five girls at work in the new mill, and is gradually increasing the force.

Bay City—The new box factory being erected by F. G. Eddy & Co. is nearly finished and will be a model plant.

Frederic—The Ward estate, which is operating camps near this place, is erecting a steam loader which handles 250,000 feet of logs a day. Camp 8 is running a crew of 135 men and thirty-nine horses.

Highwood—The shingle and tie mill of the Highwood Manufacturing Co., of which W. B. Tubbs is manager, was destroyed by fire July 31. The loss is estimated at \$2,500.

Nahma—The Bay de Noque Lumber Co.'s mill is running full blast. This season's cut will be nearly 16,000,000 feet.

Ontonagon—C. V. McMillan & Bro. are operating their sawmill at this place with a full crew of men. Sufficient logs were put in last winter to keep the plant running until logging operations shall begin next season.

Kenton—The Sparrow-Kroll Lumber Co.'s sawmill is running steadily and will have turned out a large cut by the end of the season.

Bay City—The M. Garland Co. is building a band sawmill outfit which is to go into the old Detroit mill here, now operated by Frank Buell. The mill is running with a single band saw, the circular and gang having been taken out a couple of years ago and put into the mill E. Hall built at Sarnia. The new band to be put

in will more than double the capacity of the mill.

Bergland—G. A. Bergland has a number of men working in the woods near Lake Gogebic getting out logs for his mill at this place.

Manistique—The Weston Lumber Co. has won the suit brought by the Union Mutual Fire Ins. Co., of Cincinnati, to recover \$600, which the insurance company claimed the lumber company should pay for assessments in winding up the business of the concern which failed. In rendering his decision, Judge Steere held that the insurance company violated the laws of Michigan in attempting to do business in this State without obtaining permission of the Insurance Commissioner, and that under the law it could not bring such action as was instituted.

Wellington—The D. M. Fuller Lumber Co. has secured an injunction in the Circuit Court at Bessemer restraining James S. McNamara, who owns and operates a sawmill here, from disposing of the cut at the mill until the claim of the lumber company, amounting to \$79,000, has been satisfied. The plaintiff sold to McNamara on contract 1,000,000 feet of timber, and it now alleges that the cut of the mill shows a discrepancy of more than 400,000 feet of lumber. The Fuller company claims, that the cut should overrun the estimate and is suing to recover the amount alleged to be due on the contract.

West Bay City—The German-American Sugar Co. has under construction an additional warehouse, 160x116 feet, which will be completed by the time the campaign opens for this season. With the new warehouse the company will have storage capacity for fully half of its annual output, placing it in a position to hold sugar for better market conditions than prevail during the months when the sugar factories are all in operation.

Lansing—The Circuit Court has issued a temporary injunction against the Peninsular Bookcase Co., which was organized last week. The injunction is issued in favor of Edward H. Humphrey and Charles H. Dickinson, of Detroit, who contend that the Peninsular Co. has no right to use the name.

Detroit—John M. Clifford has filed a petition in the United States Court asking that the J. M. Clifford Lumber Co., which existed in 1896-98, be declared a bankrupt. The firm was composed of the petitioner, Eugene J. Peltier and William Swallowell. The liabilities are scheduled at \$8,556.79, with no assets.

Don E. Minor

Attorney-at-Law

Republican Candidate for Nomination for Prosecuting Attorney

MY PLATFORM

Reduce our county expenses and thus reduce our taxes.

Practice the same economy and business principles in public as in private affairs.

Primaries September 13.



The Grocery Market.

Sugar (W. H. Edgar & Son)—Since we wrote you on Aug. 2 there has been further development along the line of our intimations. The advances in the market for sugar of all descriptions have been both rapid and substantial. Raw sugars have sold at 4½¢ spot, all offerings being taken at this price. All available Javas afloat have been absorbed at a shade higher basis. In addition to this it is reported that the principal refiner purchased the entire stock of sugar remaining in Cuba at equal to 4½¢@4¼¢, duty paid. Meantime purchases have been made from Europe at 4.11@4.15¢ or more, parity with centrifugals. The long-continued drought in Europe has had a marked effect on prices during the past week, the present quotation being on a parity of about 4.20¢ with centrifugals. Unless Europe is favored with ideal weather during the remainder of the growing season we are likely to see radical advances all along the line. Refined sugar advanced 10¢ per hundred to 5.05¢ net basis for granulated on Aug. 3, with all refiners uniform at this price. Today we have a further advance of five points to 5.10¢, net basis for granulated. As already intimated, our market must follow Europe closely and the advances recorded are likely to be followed by others on any improvement in the general situation. The demand continues large, with no apparent improvement in the matter of deliveries. We are now within two weeks of the heaviest demand of the season, when exceedingly long delays will attend all shipments. With an almost unprecedented fruit crop added to the stimulus of an advancing market, we look for the heaviest distribution in refined sugar that has been seen in years. At this writing we bid fair to enter the new crop year in October with prices well sustained at about the present level—possibly higher. Dealers taking advantage of the present comparatively slight delays to accumulate liberal supplies will have reason to congratulate themselves during the period of heaviest demand.

Teas—The situation has so far been discouraging from a shipper's standpoint and consignments to the United States have fallen off considerably with the result that the market has been strengthened and the outlook for fall trade points to higher level of values in consequence of depleted supplies. As yet the market is steady at current prices.

Coffee—Heavy receipts are to be expected at this time, and partly for that reason they have no effect upon the market. The fact that the market has held up so well under prevailing conditions certainly points to a radical advance as soon as the receipts begin to fall off. Cables from Colombia and Venezuela received during the week report prospects for

the new crop as very poor. Exporters from these countries have sent estimates to their New York correspondents which show a radical decrease in the quantity, both for Colombia and Venezuela. Values in this country have stiffened up on account of these reports and are now very firm. Mochas are firmer and higher. Javas are firm without quotable change.

Canned Goods—There is a firm tone noted on spot offerings in all varieties of peaches, sellers holding closely to quotations in most cases. Here and there a little business is reported in pies, 3s and gallons, in Southern pack, at inside figures. For futures there is practically nothing offered in California packing. Southern yellows in 3s standards and gallon pies call for a little buying in some quarters, but the interest is not general. Standard yellows in 3s are quoted at \$1.35 f. o. b. factory. Spot blueberries show an easy tone. Futures are somewhat neglected and the tone is easy. Offerings are quoted freely at \$4.25 f. o. b. factory for gallons. Pineapple is dull, but at packing points a little firmness is noted on grated and sliced in fancy pack.

Dried Fruits—The collapse of the Raisin Association has been told. The raisin situation is very depressed. A further cut in all grades of old raisins was made during the week in order to move the enormous unsold surplus and this has done some business. The effect of the abandonment of the Association on the market remains to be seen. It will be a free-for-all competition now, but rather than endure such prices as were made last week by the Association, packers would probably sell all of their product which they could to the wineries as grapes. This may relieve the oversupply of raisins, and if it does it will steady the market. Apricots are quiet and unchanged. Spot stocks are light. The coast market for new apricots is firmer. Peaches are scarce on spot, but sales to arrive have been good. Prices are unchanged. Currants are quiet. On the other side the market is about ¼¢ higher, owing to a crop scare.

Molasses and Syrups—With the exception of a slightly betted demand as the season advances conditions are unchanged. Offerings are moderate and values well sustained with holders looking for higher figures. The sugar syrup market is moderately active.

Provisions—With the exception of bellies and bacon the provision market is unchanged for the week. The two lines named are the scarcest on the list and have advanced ½¢ during the week. All grades of hams are unchanged and normally active. There is no speculative flavor to the market at all, as far as can be seen. The strike is making the supply short, but without advance in price. Both pure and compound lard are unchanged and in fair demand. Barrel pork is unchanged and fairly active. Pork is relatively very cheap. Dried beef is unchanged and in fair demand. Canned meats are wanted to some extent at unchanged prices.

Fish—The mackerel situation is very strong. Sales are slow. Sardines are still in the position reported last week. One or two firms are delivering a few, but the majority report inability to do so because none are being packed. Several packers who are not tied up with contracts have advanced quarters 15¢ per case. The demand would be good for sardines if there were any to be had. Cod, hake and haddock are quiet and prices are easy. The general expectation is that prices will be lower. Salmon is in fair demand at unchanged prices. The packers of sockeye refuse to sell any more for future delivery.

The Produce Market.

Apples—All of the early varieties are coming in freely, commanding \$2.25@2.75 per bbl.

Bananas—\$1@1.25 for small bunches; \$1.50@2 for Jumbos.

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

Beets—15¢ per doz. bunches.

Blackberries—\$1.35 per crate of 16 qts.

Butter—Receipts are large and the quality has been much improved by the recent rains and the cooler weather. Creamery is steady at 18¢ for choice and 19¢ for fancy; No. 1 dairy is strong at 13¢@15¢, while packing stock is decidedly in evidence at 9¢@10¢.

Cabbage—60¢ per doz. for home-grown.

Carrots—15¢ per doz. bunches.

Celery—18¢ per doz. bunches.

Cucumbers—18¢ per doz. for home grown.

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

Eggs—Receipts are liberal and the quality is greatly improved. The prospects are for higher prices, as the supply will fall off from now on, and the shortage will have to be made up from storage stocks. This will prevent the advance, if it comes, from coming rapidly. Dealers pay 16½¢@17¢ on track, case count, holding candle at 18¢@18½¢.

Green Corn—12¢ per doz.

Green Onions—Silver Skins, 18¢ per doz. bunches.

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

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

Lemons—Messinas and Californias are weak at \$4 per box.

Lettuce—65¢ per bu. for outdoor grown.

Musk Melons—\$2 per crate of 1½ bu. Texas grown; \$4 per crate of 45 for Rockyfords; Gems, 50¢ 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—Late Valencias command \$4.50 per box.

Parsley—25¢ per doz. bunches.

Peaches—Six basket crate of Georgia Albertas commands \$1.75. Home grown Hale's Early are still in plentiful supply, but are not hardy enough to stand shipping any considerable distance.

Pears—Small sugar command \$1.25; Flemish Beauties fetch \$1.50.

Plums—Burbanks are the only variety now in market. They are fair sized and good quality and meet with active demand at \$1.25@1.50.

Potatoes—The market is steady on the basis of 50¢ per bu.

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

Poultry—Spring chickens, 13¢@14¢; fall chicks, 9¢@10¢; fowls, 8¢@9¢; No. 1 turkeys, 10¢@11¢; No. 2 turkeys, 9¢@10¢; spring ducks, 12¢@13¢; Nester squabs, \$1.50 per doz.

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

Raspberries—\$1.75 per crate of 16 qts. for red; \$1.60 per crate of 16 qts. for black.

Squash—50¢ per box for summer.

Tomatoes—75¢ per 4 basket crate for Southern grown. Home grown fetch \$1.75 per ½ bu. basket. A few warm nights will send the price downward.

Watermelons—20¢@30¢ apiece for Georgia.

Wax Beans—75¢ per bu.

Whortleberries—\$1.25 per 16 qt. case; \$2 per bu.

Turn Cold Shoulder on Trading Stamps.

Ypsilanti, Aug. 8—For the past few weeks representatives of Shelley Hutchinson's new trading stamp deal have been at work among the merchants of Ypsilanti trying to induce them to embark in the scheme. They have met with indifferent success so far, but they claim that within ten days they will have the scheme working and in good order.

The plan is an elaborate one and includes the publishing of a daily paper in Detroit, similar to the dailies now printed there. When a person buys \$5 worth of goods from one of the merchants he gets one of these papers, and forty discounts, which is to be the name of the new fangled trading stamp or coupon. Each of these is good for a copy of the paper.

Four or five years ago every merchant in Ypsilanti was giving trading stamps or coupons, greatly to their loss and inconvenience. Finally the Business Men's Association took hold of the matter, with the result that they have been kept out of Ypsilanti.

C. N. Rapp, formerly engaged in the fruit and produce business here, but for the past half dozen years engaged in the commission business at Buffalo, has returned to Grand Rapids the fruit and produce business here, under the style of C. N. Rapp & Co.

Walter French will engage in the glass and paint business on his own account as soon as he can find a suitable location. The business will be conducted under the style of the Walter French Glass Co.

The November meeting of the State Board of Pharmacy, which has heretofore been held at Lansing, will hereafter be held in Grand Rapids. The dates for this year's meeting are Nov. 1 and 2.

F. E. Holt has purchased the grocery stock of W. D. Wade, 291 North Ottawa street, and will continue the business at the same location.



Local Windows Endeavor to Combat Seasonable Dulness.

Trade in all the stores is characterized by the usual midsummer dulness, which all are trying hard to counteract by alluring displays of seasonable goods calculated to catch economical buyers who are ever on the lookout for bargains which are such in fact as well as name.

Such an one argues somewhat after this wise when she is tempted to invest big money in an article when it is first put out for public eyes. We will call it a dress. Saith she:

"Now, that dress is just exactly what I want. And I not only want it—I need it. I will ascertain, by enquiry, the size and price and I will carefully examine the details as to quality, style, etc. I may even ask to be allowed to try the garment on. I have never seen the storepeople yet who refused such a request—indeed, the offer is usually made before one has a chance to ask it as a favor. I will try on the dress, as I say, and I will know everything about it. Then I will keep a sharp eye on that particular suit until the midseason sales begin. If it has not been sold by that time, and if my fairy god-mother has replenished my ever-shrinking portemonnaie, and if the dress drops to a reasonable figure, I shall soon be calling it my very own. Of course, in the nature of things, I have to run the risk that some well-to-do woman, one so well supplied with shekels that with her 'money is no object,' will also take a fancy to the article of my desire and snap it up without waiting for any special or later sale. In that case I can only gather up the pieces of my shattered idol and throw them on the ash-heap.

"But if I am lucky—ah, if I am lucky—I shall rejoice in a dream of a gown that I have longed with exceeding great longing to possess."

Needless to say that such conclusions on the part of many reasonably-affluent women work hardship to the merchants. I have heard more than one of them complain bitterly of this growing tendency of the able-to-afford classes. Many of the latter have become confirmed "waiters," and some dealers who have made a brave fight against inevitable failure attribute their downfall to no other cause than this prevailing fault on the part of certain prosperous women.

This habit upon which I have dwelt is responsible for many of the truly elegant garments—suits, cloaks, party dresses, etc.—which one is now able to pick up by "shopping around" a bit. Sometimes a third has been lopped off of the original price, which latter might have been considered by the careful buyer as, to say the least, excessive; perhaps a half has been thrown off. At any rate the "is" price is a "peacherina," and the marked down price is too attractive to go begging very long, so if one expects to avail herself of these gen-

uine bargains she must accelerate her pace—in other words, "step lively!"

* * *

Both the Monroe and the Canal street stores are resorting now to all sorts of odd devices and uniquely-worded placards to secure the interest of the careless—or otherwise—pedestrian.

* * *

Peck Bros., the wholesale and retail druggists at the head of the former-mentioned thoroughfare, have a spread-eagle (so-to-speak) display in each compartment of their immense windows. The good-sized cakes of toilet soap in the bent-glass corner window, hundreds of which are heaped up on the floor, bearing the pleasing price of 1c per, will find ready purchasers. These drug windows are all remarkably good this week and deserve more extended mention.

* * *

Friedman has resorted to the trick (somewhat old but always eye-catching) of hanging goods on a slack clothesline, with real old-fashioned wooden clothespins. The sagging line and the conspicuous pins first attract a woman's notice, even a block away, and she is induced to cross the street for a nearer inspection. The accompanying wash-day utensils are hardly in harmony with the rich mahogany background, but the average window-gazer is not particular as to details, and is sufficiently amused at the display to carry the impression home with him and is quite likely to bring the subject up next mealtime, for the benefit of the stay-at-home bodies or the unfortunate shut-ins. Of course, the latter two classes are, probably, not extensive purchasers, but they are not the only ones to whom the clothesline window is apt to be referred to. Women, as a rule, speak of windows to each other when meeting casually on the street. It's, "Did you notice such-and-such an exhibit as you came downtown?" or, "Don't fail to notice So-and-So's handsome display of underwear—such lovely embroidered petticoats and such darling little lace marguerites!" etc., etc.

* * *

I inadvertently skipped the Miles Hardware Company. Their tool exhibit in the east window has a decidedly new arrangement, and yet so simple of construction that a child could compass it. Just four boards covered with dark blue cloth and set slanting in the window, the lower end resting against the glass, these having small hardware supplies deftly attached, other and larger articles covering the floor, even close under the boards. Naturally one's curiosity impels him to try to find out what is half concealed underneath, and the householder is inclined to remember the hidden plane the next time he finds himself needing such an article at his home, and if he purchases one he would not go farther down the pike.

* * *

The Giant Clothing Co. certainly is located at the best point in the city for a popular-priced establishment, and when times are good there is no reason in the world why they

She's Back to Lily White

One of "the best cooks," who lives in the Hill region, thought she'd try something besides Lily White.

She'd heard there were other flours made, so she was curious to find out what they were like.

She knows now.

At least she knows what kind of bread they make, and now—

She's using Lily White again.

The "trying something else habit" is a good thing after all, for how would we ever sell so much Lily White if no one would try it in the first place?

And if the people who use Lily White never had tried anything else, they wouldn't realize how good it is.

Lily White

"The Flour the Best Cooks Use."

Is made for people who realize that "reliability" is one of the cardinal virtues in flour, and that to have good bread all the time is better than to have it good only once in a while.

And they're right. Poor bread means waste, and some bread is so bad that it injures the health.

Every one can afford good bread.

No one can afford the other kind.

Lily White is good flour to sell.

Valley City Milling Co.
Grand Rapids, Mich.

shouldn't make heaps of shining ducats that maketh the mare to travel along. Their windows are generally models of up-to-date arrangement. Sometimes they are a trifle too crowded with goods to suit me, but they probably know their business better than I. I like the way they have of always having price cards accompany articles on exhibit, and these cards are always up-to-the-second as to chronology—always something pertaining to local or National events of interest to the majority. Last week many of the placards in the window immediately at the right of the large entrance were "horsey" in phraseology, each one having a catchy hit at the races. If a person read one he would peruse 'em all. The cards were all in plain sight from the front, making them easily readable by the window-gazer.

"Yes," said the Giant Manager, "such special announcement cards do nicely for a change, and we traced considerable trade to their use. The window was not in any sense spectacular, but it drew many inside who are not our regular customers. Our trimmer executed the hand-printed cards. Yes, a windowman, nowadays, must be an expert card-writer as well as be able to do good work in the store-front."

The following (ten) are the cards mentioned, the window being continued to yesterday. I give the wording for the benefit of country dealers, who may make use of them during the fall races. I wish I might present them as to actuality and not in mere cold type:

At the "quarter."
This is quarter neckwear,
but you'd think
it was 50c
unless we told you.

It's safe to play
"solid colors"
against the "whole field."
50c

After the "last heat"
you for one of these
cool mohair shirts.

"First under the wire!"
Our dollar shirts
"win in a walk."

"Distanced!"
We've got 'em all
"skinned"
on
\$1.50 shirts.

If you
"follow the races"
you'll need a sweater.
\$1.50@2.50

"In the stretch"
is where our
50c
suspenders
excel.

"In the lead—"
Soft-collared negligees.
\$2

"A fast goer—"
Blue flannel.
\$1.50

If the "track's dusty"
turn on our hose.
50c

Formulas for Tooth Paste, Powder and Lotion.*

In making a tooth preparation three points must be taken into consideration: First, and most important, it must be harmless to the teeth and combine with the tartar forming on same. Second, it must be palatable. Third, it must be of an antiseptic nature. In presenting these formulas I think I cover all three points. In making a tooth paste you must have a "mass solution" that will not harden with age and will keep the powder of such a consistence that it can easily be squeezed from the tube. The following formula answers the purpose:

Mass Solution.

Gelatine, cut in small pieces, 30.0.
Castile soap (moist), 60.0.
Water, 1,000 C. C.
Saccharine, 8.0.
Menthol, 8.0.
Oil Eucalyptus, 8 C. C.
Oil wintergreen or cassia, 22 C. C.
Glycerine, 1,000 C. C.
Soak gelatine in 500 C. C. water over night. Dissolve soap and saccharine in 500 C. C. hot water. Mix the two solutions and add the glycerine previously mixed with the menthol, eucalyptus and wintergreen. Let stand twenty-four to forty-eight hours before using.

Tooth Paste.

Mass solution, 600 C. C.
Precipitated chalk, 500.0.
Mix and put in collapsable tubes at once with a spatula.

This is very soft and will come off the spatula very easily. Take a little at a time and give the tube a jar on the counter, which forces it to the other end. It is not necessary to have a machine to fill tubes with, although a machine will do it quicker. After filling the tube, pinch the end tightly, over-lapping at least twice. Let stand in tube a few days before selling so as to give the gelatine and calcium (chalk) time to harden, a change that takes place between the two and makes a nice paste. The cost will not be more than five cents.

For flat opal boxes use:

Mass solution, 360 C. C.
Precip. chalk, 500 C. C.
Mix thoroughly.

This is preferred by some people to tube paste.

Tooth Powder.

Precipitated chalk500.0
Menthol 0.5
Oil eucalyptus 0.5
Oil wintergreen or cassia.. 4.0
Saccharine 1.0
Po. castile soap..... 4.0

Mix menthol and oils before adding the other ingredients. Color with carmine 2.0 to 500.0 of chalk if desired of a pink color. Put up in regular tooth powder style. Costs from five to ten cents, according to size of bottle.

Tooth Lotion.

Menthol 0.5 C. C.
Oil eucalyptus 0.5 C. C.
Oil wintergreen or cassia. 1.0 C. C.
Saccharine 1.0
Liq. potassa, U. S. P..... 16 C. C.
Alcohol120 C. C.

*Paper read by W. C. Kirchgessner at annual convention Michigan State Pharmaceutical Association.

Borax 8.0
Water, Q. S.....500 C. C.

Dissolve menthol and oils in alcohol. Dissolve borax in water with the liquid potassa and saccharine. Color with Tr. Cudbear Co. if desired and filter and bottle. Size of Rubifoam bottles cost above 5 cents per bottle.

Labor Leaders Establish Parry Thesis on a Sound Basis.

When Mr. Parry and those who associated themselves with him took the ground that the tendencies of the labor movement are all wrong, that labor has derived no advantage from organization, and that in the interest of the wage-earner as in that of all connected with productive and distributive industry it was the duty of the good citizen to aid in breaking up the trades unions, there was a general expression of doubt and dissent. Most thoughtful people considered that he had gone much too far and refused to follow him. Of late the leaders of labor have apparently devoted their ingenuity and their energies to establishing the Parry thesis on a solid basis. As the result they are strengthening the forces leagued for the disruption of the unions by making it apparent that in no other way can labor be saved from self-destruction. It is now doing the Samson act. In its eagerness to pull down the Palace of Industry it is apparently indifferent to the fact that the structure must fall upon its own head and that the more complete the ruin it effects the worse for itself. By this course it is discouraging its friends and greatly encouraging those who are rated its enemies. Current events in more than a dozen cities illustrate the utter fatuity of union management. The prevalence of sympathetic strikes, the conflicts arising from the jealousies and rivalries of competing unions, the futile effort all along the line to compel employers to do for the unions what they were never able to do for themselves and are still less able to do now than in times of greater prosperity, the violence which maintains the condition of civil war wherever strikes are resisted by employers, are all features of a madness which has broken out among the unions and which will not subside until their power is broken, their membership scattered, and their leaders are relegated to wage earning.

Step by step we are nearing the crisis of the supreme and decisive struggle which will end the present phase of trades union development in the United States. The open shop is an established principle in indus-

trial organization. This means the recognition of the right of every man to earn his living with or without a union card. This stage has been reached in the building trades lock-out in New York. Its immediate effect upon some 50,000 men is deplorable, of course, but in no other way could the employers correct conditions which had become intolerable. The unions have destroyed all basis of confidence in their honesty of purpose, their respect for agreements, or their willingness to abide by the results of impartial arbitration. If the first step is not drastic enough to bring the union leaders to their senses, the next is likely to be discrimination against union partisans and the refusal to re-engage any man who does not present himself independent of any obligation of loyalty save to the employer who pays him. If this shall come about, organized labor will have only itself to blame for the result. It is imminent in New York. Once establish the fact that organized labor can not be trusted to abide by its contracts and agreements and that its assent to arbitration is without binding force, and the most radical declaration which Mr. Parry could formulate will find employers ready to adopt and sustain it. Public patience is being stretched beyond its elastic limit. If it breaks, no cement of pacific negotiation will mend it.—New York Times.

Abandoned All Attempts to Control Trade.

It has been officially announced that the California Raisin Growers' Association will not continue business another year. The directors have abandoned all efforts to secure signatures to the contracts, and during the present year at least the growers will have to sell their raisins individually for what they will bring.

The Association ceases to exist through the failure to reach an agreement with the packers, and the impossibility of getting growers to sign. It is believed that the result will be the failure of many growers. The Association has been in existence six years, and has handled about \$3,000,000 worth a year, representing the product of 75,000 acres of grape land. The downfall was caused by the low price of raisins, which the growers charged to the officers.

At the beginning of this season there remained on hand 2,000 cases of last year's crop. Up to the abandonment of the project 23,700 acres out of 75,000 had signed. The directors cut prices on holdover stock from 1 to 1½ cents a pound to clear out what remains.

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E. A. STOWE, Editor.

WEDNESDAY - AUGUST 10, 1904

THE MODERN ROME.

The great problem of statesmanship is how to enrich a nation, or more properly, how to enable its people to become prosperous and contented, if not actually wealthy.

This object was accomplished in the nations of antiquity by means of wars of conquest and invasion. Wholesale robbery and plunder were the object of the wars.

The powerful empires of Babylonia and Persia were the earliest examples of which we have any particular account. The Babylonians robbed all the nations around them, and, hearing of the great wealth of Jerusalem, they conquered and sacked it and carried away enormous spoils, including the gold vessels that were used in the sacred services of the temple which Solomon built. Afterwards Rome became the most powerful nation upon the earth, and it carried on its system of conquest and spoilation from the Atlantic coasts of Spain to India, far eastward in Asia, and from the Rhine and the Danube in Europe to the confines of the great Sahara Desert in Africa. The Romans never penetrated very far into Germany or into what is now Russia, because those countries were thickly settled by barbarous tribes which had neither built cities nor accumulated wealth enough to make their conquest worth the trouble. In fact, any country which had not in it a large accumulated wealth was safe from the robber Romans.

No modern nation has yet reached the summit of power enjoyed for centuries by ancient Rome, and it has been only in a smaller way that Roman methods have been imitated by later nations. The Spaniards were the first that undertook such an enterprise on a considerable scale. Their discovery of the Western Hemisphere of our globe, with its extraordinary treasures of the precious metals, started other nations on voyages of exploration and colonization. The Portuguese sailed around the entire continent of Africa to plant colonies on the coasts of Asia, an enterprise in which they were quickly followed by the Dutch.

It is remarkable that the Spaniards never permanently occupied any part of the New World that was not found

to be rich in gold and silver, and it was for this reason that so little of the country east of the Mississippi River was acceptable to them, although it was explored by De Soto and Ponce de Leon. They had a slice along the Gulf coast, which is now Florida, and that was about all. But they held Mexico, Texas, New Mexico, Colorado, California, Nevada and Arizona, because they were known to contain veins of gold and silver. The Spaniards were the most enterprising and successful gold hunters of their time, a talent they had inherited from earlier generations, Spain having once possessed rich mines of the precious metals which were worked so energetically that they were exhausted soon after Julius Caesar's time.

The English took up that part of North America which the Spaniards had rejected, but their chief occupation was in piracies upon the treasure-laden Spanish galleons carrying gold and silver from Mexico and Peru. England started out as a robber nation, but found her greatest profit in commerce and manufactures after getting, by piracy, enough Spanish treasure to make a start in the more peaceful industries.

The time has come when the business of plundering nations has become much more difficult than formerly, or, rather, any nation which should attempt to engage in such an undertaking upon ancient lines would soon find itself compelled to fight a powerful coalition or combination of other powers, and thus it is that the highway robbery act on the part of nations, in order to be successful, requires a nationality possessing extraordinary powers and resources.

Russia has been trying that rôle to some extent in Asia, but has at last met with more than a match in Japan, and is about to be driven out of the Chinese territory that had been recently seized. China yet remains to offer temptations to the European powers, but while they all covet her territory, they are seeking to secure slices of it by cunning rather than force.

In the meantime the world's greatest statesmen are addressing themselves by peaceful arts to increase the wealth of the people of their respective countries, by developing the home resources, multiplying the production of articles of use, and extending their commerce. All the enlightened nations are engaged in competition in commerce and industries and in opening new and wider markets for their products. It is, so far as it avoids war, a peaceful and a friendly competition, but it is also extremely strenuous, and it is likely, sooner or later, to bring on conditions that may even result in bloody war.

We have a vast country possessing in unlimited amount every material resource that can contribute to wealth, industry and commerce, with a great population intelligent, energetic and vigorous to an extraordinary degree, fully organized for all arts of peace and war, and it is such a power that the nations of Europe must compete and contest for com-

mercial supremacy, or for a share of it. To the statesmen of Europe it presents a tremendous problem.

To what extent that competition and contest are to be carried it is useless to speculate, but it may be to the extent of war if the Great Republic shall be found able to win and virtually monopolize the markets of the world. The old Rome that conquered with sword and spear may find its parallel in the modern nation that can conquer with the plow and the wheel, with steam and electricity, upon the land and the sea. The problem of nations is to keep their people busy and self-sustaining. How will it be when Europe is forced to buy its food from the New World, and to find the fires of its furnaces extinguished and the wheels of its factories stilled because coal is more abundant and food is cheaper and the ability to produce articles of use and necessity is greatly superior on the Western Hemisphere?

Before the end of the twentieth century the vast riches of North America will have been enormously developed, while South America, as to such portions as are properly habitable by the white race, will be far on the road of progress, and the entire hemisphere will be largely peopled by the emigrants swarming hither from Europe. It is not too much to believe that the New World, with the great American Republic at the head of its mighty league of free nations, will dominate the balance of the inhabitants of our planet. That is the idea which European statesmen seem to forecast, and it is not too wild a dream of empire.

"Oom Paul" Kruger, the late President of the Transvaal, was not an eloquent man, but he excelled at brief and pithy sayings, many of which, like the saying about waiting for the tortoise to stick out his head, have passed into the language of nations. His answer to a nephew who petitioned for a government appointment has often been quoted: "My dear boy, I can do nothing for you. You are not clever enough for a subordinate position, and all the higher offices are filled."

Everything the Japanese have thus far done in the war is said to have been pre-arranged. They have anticipated everything that has happened or that is likely to happen. For instance, it is reported that they have already drawn up the regulations which are to govern the operation of the Port Arthur Railway. They have designed and printed the tickets; they have cut the dies of the date stamps. The Japs are nothing if not forehanded.

One of the reasons for the success of the Japanese in the war is their thorough knowledge of explosives. The London Lancet declares that the Japanese chemist unites the power of originality of the English chemist with the practical intuition of the German. At the University of Tokio practical study is much favored, and splendid facilities for work are provided in the laboratories and workshops.

GENERAL TRADE REVIEW.

While stock market conditions have been without sensational features, with more than the usual degree of dulness, the fact that the general trend of prices is toward a higher level argues that the increasing conservatism in railway and industrial management is coming to assure fair returns for investments. Ordinarily the midsummer season, with frequent disquieting reports of political complications owing to the Eastern war, and with the advancing national campaign at home, withal, would be enough to cause reaction and disturbance, but there is more of real interest and effect in reports of crop conditions than in all other usual factors combined. As the season advances there is increasing assurance of more than an average in most crops. Even wheat, which has advanced above the dollar on reports of rust and other injury, is likely to furnish a good average, as these reports are generally found to affect small localities.

The labor situation continues the most serious problem in the general domestic field. Strikes and lock-outs are of increasing frequency and losses from suspension of wages and interruption of business are very serious. The three principal storm centers just now are the stock yards, the cotton manufacturers and the New York building trades. The first of these is apparently ending in failure for the strikers, and yet it is bringing in other branches of meat and provision distribution through sympathy to an extent which is almost alarming as to the local suffering likely to be caused. The second strike is likely to work out to the employers' advantage in that the curtailment of production in the fact of an assured record cotton yield must result in breaking down the long disparity between the factors of cost and the low selling price of products. This may result in better conditions for the workmen, but the price paid in the long loss of employment is a high one. The building lock-outs promise to be the most unfortunate. The iron and steel industries and the lumber trades are looking to the great centers for future assurance. The stoppage of operations in the great cities must result in great curtailment of output in many fields, which just now can hardly be afforded. But the conditions imposed by the assumptions of unionism are so intolerable that the lessening of business revival by it may not be too high a price to pay for restoring amity to this part of our industrial system.

General conditions are promising for the coming season's trade. With the unusual power of consumption on the part of the people everywhere stocks are generally depleted. This is shown by increasing liberality and confidence in placing orders, and in spite of political distraction the outlook for fall and winter trade is decidedly encouraging.

There doesn't seem to be very much efficacy in those ikons with which the Russian soldiers were so freely provided when they went forth against the Japanese.

OUR WESTERN BOUNDARY.

How Michigan Lost Much Valuable Territory.

Among the host of the pioneers of Michigan whom we all delight to honor the practical surveyors of the public domain stand pre-eminent. It was they who struck the blow that broke the wilderness and opened it for settlement. They were the pioneers of the pioneers. The roads they followed were the trails of the Indian or paths they were forced to make in order to reach their fields of operation. They were in small companies and exposed to assault by Indian and wolf and bear. They packed their way to their work, and the food they ate was that which had been carried from fifty to 150 miles on the backs of men. They encountered malaria, ague, homesickness and mosquitoes. Literally, they blazed the way for the advance of a coming civilization. They endured and we enjoy and so we delight to give them honor.

It is such thoughts as these that must furnish an apology, if one is needed, for this paper. Furthermore, it will soon become a matter of history how these boundary and division lines were made and who participated in the making of them. Again, it seems evident to the writer that through the unfortunate selection of the terminal point of the boundary line on the Montreal River the State of Michigan was made the loser of several hundred square miles of most valuable territory, as we shall expect to make appear in the progress of this article.

First of all, the writer desires to express a sense of gratitude for aid given him in the exhaustive paper by Anna May Soules on "Michigan Land Boundaries," published in Vol. 27 of the State Pioneer Collections, and also in the very able paper on the same subject read at the annual meeting of this Society in 1903 by Prof. Lazalier, of the Normal School at Mt. Pleasant.

These valuable papers, being of a more purely and direct historical nature, necessarily omit much of the narrative which I conceive to be of value and work no injury to the historical and, instead, should add thereto. So I may be pardoned if, in my paper, I strive to bring up much of this. Having this feature in view I have not only drawn freely from official sources, as well as from memoranda of reliable data, but have obtained through correspondence much of the history of the work in the field by one of the actual participants in the survey of the boundary line in question, who is still living and who kept a journal during the expedition.

The following is a copy of the act of Congress giving authority to proceed in the matter, entitled, An Act to Establish the Boundary Line between the State of Michigan and the Territory of Wisconsin:

Be it enacted that the Surveyor General of the States of Ohio, Indiana and Michigan and Wisconsin land district under the direction of the President of the United States be and is hereby authorized and required to cause to be surveyed,

marked and designated the boundary line between the State of Michigan and the Territory of Wisconsin agreeably to boundary as established by the act entitled: An act to establish the Northern boundary line of the State of Ohio and to provide for the admission of the State of Michigan into the Union upon the conditions therein expressed. Approved June 15, 1836, and to cause to be made a plat or plan of the boundary between the said State of Michigan and the said Territory of Wisconsin and return the same to Congress at its next annual session and that the sum of three thousand dollars be and the same is hereby appropriated to carry into effect this act provided that the whole expense of surveying, marking and designating the said boundary line shall not exceed that sum. Approved June 12, 1838.

This seems to have been the first attempt made in an official form looking to the establishing of the western boundary. The information available regarding the region of country through which the line was expected to pass was quite indefinite. Indeed, one might almost say there was no such information. It was known, however, as a vast wooded region, of which the maps of that date represent the boundary itself as being a water line. Leaving Lake Su-

perior. The Indian, with his light bark canoe, could with ease overcome, or by shouldering the boat make a portage around, the rapids or other obstructions frequently encountered and launch his boat in the quiet waters beyond. By such means it became possible to follow the windings of the streams to their sources. Indian trails of uncertain length and indefinite direction were frequently met and made contributory to the same end. The one leading from the head of Keweenaw Bay was of ancient date and was eighty miles in length. Over this Indian highway the warriors had traveled since the knowledge of the whites, and possibly hundreds of years before, on their way to Lake Desert and down the Wisconsin to the Mississippi. By means of these several routes, well known to the Indian, communication was maintained by some at least of the tribes with each other for purposes friendly or otherwise. Seventy years ago the region was thickly populated with these various tribes, who, while not openly hostile to the white settler, were a constant source of annoyance to the explorer. Several

country. The openings or clearings were confined to the immediate vicinity of the stations, and the roads leading from them reached no great distance into the interior.

Into this practically unknown and almost inaccessible region came Capt. Cram, of the Topographical Engineers in 1840, assigned by the War Department to the work of establishing Michigan's western boundary. The instructions to Capt. Cram, by which he was to be governed in his work, were issued by Col. J. J. Abert, of the Topographical Engineers, under date of July 30, 1840, and accompanied by a memorandum as follows:

The survey now committed to you is that of the boundary between the State of Michigan and the Territory of Wisconsin. The entire amount appropriated for the survey is \$3,000 but it is doubtful if this will be sufficient for the duty. Under which view of the case your attention will be directed in the first instance to those parts of the boundary destitute of a distinct physical character not easily mistaken. The boundary is described as follows (that is those parts of it necessary to be referred to in these instructions) "to the mouth of the Montreal River (of Lake Superior), thence through the middle of the channel of the said river, Montreal, to the middle of the Lake of the Desert, thence in a direct line to the nearest head of the Menominee, thence through the middle of that fork of said river first touched by the said line, down the center of the main channel of the same, to the center of the most usual ship channel of Green Bay to the middle of Lake Michigan, thence, etc."

The middle of rivers is not an unusual boundary between states. It is, however, always an imaginary one, as it cannot be distinctly marked out.

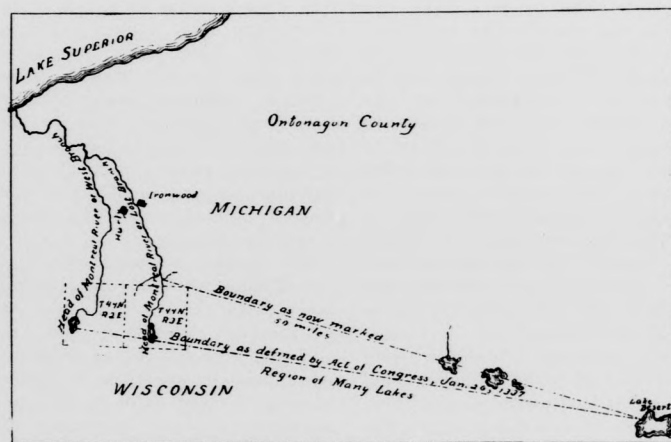
The boundary of a river is a distinct physical boundary not to be mistaken where the river is known. Although, therefore, rivers which form boundaries may be erroneously traced upon maps, they are easy to be found in nature, and their erroneous positions upon maps cannot lead to any error or mistakes of jurisdiction in the adjoining authorities.

There is no necessity, therefore, for surveying these, unless to have a correct delineation of the boundary. A desirable object without doubt, but yet not being absolutely necessary, it may be delayed without injurious consequences, and with great propriety where it is doubted if the amount appropriated will make the whole survey.

The line from the head of Montreal River to the head of the Menominee must also of necessity be surveyed as it is an undetermined line, without distinct physical characteristics. This line it is said must pass through Desert Lake. Recent information induces the belief that there are several lakes between the headwaters of these two rivers called, Lakes of the Desert.

They are so delineated and named on some maps of that locality which I have examined. The survey, however, will give correct information on this subject.

From the foregoing remarks you will require immediate surveys only of Green Bay and of the country between the headwaters of the Montreal and the Menominee through which the line is to be traced. And from the short reference which has been made to those two localities of the boundary, you will perceive that the necessity for the most immediate or first survey applies itself to the line between the headwaters of the two rivers named. You will therefore, in the first instance,



perior at the mouth of Montreal River and ascending that river to its source in the Lac Vieux Desert, from the other extremity of the lake a river was supposed to issue flowing into the Menominee River, which discharged its waters into Green Bay on Lake Michigan. Obviously, such a condition could not exist, yet it was entertained by map makers, if not by the law makers of that time, until an exploration of the field dispelled the illusion. In fact, the country through which the line was to pass was a vast plateau, heavily wooded and gemmed by numerous small lakes, which were the sources of many rivers, large and small. Of these we note only a few which seem of most importance: The Wisconsin, which empties into the Mississippi; the Menominee, with its branches; the Pine, Brule and Peshe-kame flowing into Green Bay, while the Montreal, Black, Presque Isle, Ontonagon and Sturgeon make their way to Lake Superior. All these were to some extent navigable by canoes or bateaux for considerable distances from their sources and thus became of use in the search into the

Indian villages were in the region, the largest and most important of which was situated at Lake Desert. In all this region there were but very few white settlers. A fringe of settlement far to the south in Wisconsin was slowly moving northward with greater speed along the rivers than in the interior, while in the Upper Peninsula of our State there were no settlements whatever.

On the shore of Lake Superior the Jesuit missions of La Pointe and Sault Ste. Marie were still occupied, and at the mouth of the Fox River was the mission of St. Francis Xavier on Green Bay and St. Ignace on the Straits of Mackinaw. At a subsequent date missionary stations had been established at or near the head of Keweenaw Bay, by Catholics and Protestants. There was also a small settlement of whites at the mouth of Menominee River. These were mere specks on the border of the wilderness, affording only a faint gleam of a civilization yet to come. These, however, served as a check upon the encroachments of the Indian and were an important aid in the exploration and settlement of the

apply your whole attention and your whole force to this part of the line, which you will complete if possible during the present season."

Thus the general features of the work to be accomplished were outlined in a somewhat indefinite manner; sufficient, however, to cover the field of operations, in which the Lake Desert, when located, would be an unmistakable point in the boundary line.

It would appear that this noted point on the line could be reached by the way of the Wisconsin River entirely by water, or by the Menominee and its branch, the Brule, to the lake of that name and thence by a portage of some fifteen miles overland to Lake Desert. Either route was tedious and difficult to the last degree, involving much toil and time, so that whichever way was chosen the explorer would wish he had taken the other. Capt. Cram came into the region by way of the Menominee and Brule Rivers to Lake Brule, where he commenced his operations.

In his report to the Department he says: "It takes fourteen days under the most favorable circumstances to reach the mouth of the Peshecumme, and the descent with canoes lightly loaded four days; to ascend the Brule in high water to its source six days, and three and one-half days to descend it. In low water its navigation would be impracticable.

In proceeding northwesterly towards Lake Desert, while triangulating a lake about midway distant, he was discovered by a party of Indians. He says, "Immediately on discovering the signal flags of the surveying party some of the principal men of the band assembled and came in a body to our camp and formally notified us to desist work, representing that the land upon which we were surveying the line did not belong to their great father, the President of the United States, but was their hunting ground, and that we were encroaching upon their rights, and that we could be allowed to proceed no farther towards the setting of the sun into the country of the Ka-ta-kit-ta-kon and that we must immediately return to the place whence we came." He farther adds, "That for some time serious apprehensions were entertained that all further work might be stopped and the party be compelled to retreat without reaching Lake Desert; but in an interview with Ca-sha-o-sha the next day all opposition was removed by amicable negotiation and purchase of the right of way through the country, with all other needful privileges, together with permission to pass all the way through to the Montreal River. Such were the conditions of the treaty between the chief of the Ka-ta-kit-ta-kon band and the chief of the surveying party, and finally, before leaving, such a friendly footing was established that the officer who may hereafter be sent out for the further prosecution of the survey need not fear any opposition from Ca-sha-o-sha's band, provided, that in the outfit of the party suitable presents be taken along and judiciously distributed among them on the principle of "quid pro quo." And

then he emphasizes his caution by saying that neglect of such precaution might be the cause of defeating a whole season's work. In connection with the foregoing report of his work in the field, in December, 1840, he submitted a report to the War Department, in which he discusses at length the impracticability of making the survey without further legislation, and that, "owing to the absence of all facilities in the wilderness like that through which the line of boundary is to pass, the cost of the necessary operations for establishing the boundary between the mouth of the Montreal River and Lake Desert will not be less than \$10,000."

Capt. Cram worked in this region until very late in the autumn and explored, surveyed and mapped hundreds of miles of that unsettled wilderness region, and his report thereon is of a most valuable and interesting character, giving, as it does, the first authentic information in regard to the country through which the boundary lay. It showed that the Montreal River did not flow from the Lake Desert, but that its head waters were fifty miles or more to the westward from that lake, so far, in fact, that it "takes an Indian eight days without a pack to pass from one point to the other." The Lake Desert he describes as a beautiful sheet of water, containing three islands, which may be designated as the North, Middle and South Islands. In reference to the Montreal River he says, "It is not of the importance that one would suppose from a mere inspection of its delineation upon a map," and in regard to its source says, "That it is also believed with much confidence that it does not head in a lake, but takes its rise in an extensive swamp."

This completed the season's operations and in the following summer of 1841 he returned to the Upper Peninsula and continued the explorations and survey westward towards the head waters of the Montreal River with a view to the completion of the survey. February 10, 1842, his final report was submitted to the Department. The work in the field had embraced a more extended portion of the region than lies between Lake Brule and the head waters of the Montreal River, and in this examination he found that his positive statements in regard to the Montreal River as to its source were erroneous, inasmuch as an exploration of the region had developed the fact that the east branch which he had found and supposed to be the Montreal River did head in a lake and did not have its source in a swamp. From a synopsis of this report we learn that the conclusion was drawn that there were not to be found in nature any conditions of a natural boundary between the head waters of the Montreal and Menominee Rivers, and, therefore, it became necessary to make a delineation of the country between those head waters and along the intended route of the boundary. Accordingly, the survey was commenced from the Lake Desert and continued westward, when, having at length reached the Montreal River,

he made some exploration of the region in the vicinity at a point on that river where a small stream comes in from the east, called the Balsam, while the larger river from this junction to its source in Twin Lake, some six miles farther south, is called Pine River. This is a stream of considerable size and flows from its lake in a good volume of water more than 20 feet wide, while its width is considerably more as it crosses the several lines of survey as one proceeds northward. The lake itself from which it issues is nearly two miles long and about a half a mile wide. Why it should not have been selected as the head waters of the Montreal River instead of the locality as marked on his map is certainly incomprehensible. If the confluence of two streams can in any sense be deemed the head waters of a river then the union of the east branch with the larger one, or Montreal River proper, would be the logical terminal point for the boundary line. The Montreal River is made up of two branches, which unite within a few miles of Lake Superior and flowing thence fall into that lake with a single bound of nearly sixty feet. The west branch on the real Montreal River also has its rise in a lake in township 44 N. ranges 1 and 22, Wisconsin. This river is very much larger than the east branch, carries a heavier volume of water and has many more branches. And the lake from which it flows should have been the boundary survey, inasmuch as the conditions existing would then comply with the enabling act of Congress in relation thereto.

This appears to have closed up Capt. Cram's work on the boundary survey, with the line yet to be run and marked. We opine that the conclusion can not be avoided that a grave mistake was made in locating the western terminus of the line, and that Congress should investigate the matter and cause a re-survey of that portion of the line to be made as lies between Lake Desert and the head waters of the Montreal River, inasmuch as the one now established does not comply with the enabling acts of Jan. 26, 1837. As it now stands the State of Michigan has been unfortunate in the matter of her exterior boundaries, having been wrongfully deprived of some 400 square miles along her southern border and several hundred or more from an error in the terminal point.

The several acts of Congress making appropriations for the western boundary survey were as follows: Act of June 12, 1838, appropriated \$3,000; the Act of March 3, 1841, \$6,000; the Act of May 18, 1842, \$7,000 and the Act of August 10, 1846, the sum of \$1,000. The reports indicate, however, that only \$7,613.97 were expended by Capt. Cram on that portion of the boundary between the mouth of the Menominee River and Lake Superior. Of the above appropriations, aside from the amount paid pertaining to the land boundary, including \$1,000 paid W. A. Bart, the balance appears to have been expended in determining the ship channel in Green Bay.

Further work on the boundary survey appears to have taken a rest until in the summer of 1846, when the matter came up and Congress passed an act appropriating \$1,000, requiring the speedy completion of the survey. Until this date the work had been carried on by the Topographical Engineers of the War Department. Although the Act of June 12, 1838, had authorized the work to be done by the Surveyor General northwest of the Ohio, and President Van Buren's order of January 27, 1841, required the Commissioner of the General Land Office to "take charge of the surveying and marking the line in question," it appears, however, that on account of the importance of the work to be accomplished that the order of the President, as well as the act of Congress, was not complied with for several years after, until the Commissioner of the General Land Office, under date of Sept. 15, 1846, instructed the Surveyor General as follows: "By the fourth section of the Act of Congress, approved 10th August, 1846, entitled, 'An Act Making Appropriations, etc.,' the Surveyor General northwest of the Ohio under the direction of the President be and hereby is required to cause to be surveyed, marked and designated so much of the line between Michigan and Wisconsin as lies between the source of the Brule River and the source of the Montreal River," as defined by the act to enable the people of Wisconsin Territory to form a constitution and State government and for the admission of said State into the Union; and the expense of such survey shall be paid upon the certificate of said Surveyor General out of any money in the Treasury not otherwise appropriated not exceeding one thousand dollars. The boundary is described as follows: "To the mouth of the Menominee River, thence up the channel of said river to the Brule River, thence up said last-mentioned river to Lake Brule, thence along the southern shore of Lake Brule in a direct line to the center of the channel between Middle and South Islands in the Lake of the Desert, thence in a direct line to the head waters of the Montreal River, as marked upon the survey made by Capt. Cram, thence down the main channel of the Montreal River to the middle of Lake Superior," etc., etc. The President directs that you will take immediate measures to have surveyed and designated that portion of the boundary specified in the fourth section of the Act of 10th August, 1846, above mentioned, that for this purpose you will employ one of your most experienced and competent deputies and instruct him to mark it in the most distinct and durable manner.

"The latitude and longitude should be ascertained of the various points at which the line strikes and leaves Lake Brule and the Lake of the Desert, and the point fixed as the head waters of Montreal River. These points should also be designated permanently by raising mounds and fixing large stones in them with proper marks and descriptions of the

points they indicate. When the survey is completed and approved you will please forward a plat of it to this office; one to the office of the Surveyor General at Du Buque and retain a copy for the records of your office."

It would appear that on account of the lateness of the season no attempt was made to undertake the field work that autumn. However, the following spring the Surveyor General selected Department Surveyor W. A. Bart, of Macomb county, Michigan, and issued to him instructions corresponding to those received from the Commissioner of the General Land Office. This officer, in the selection of Mr. Bart to do the work, made a wise choice. Mr. Bart was a man of unusual vigor and resolution, well acquainted with the work in all its details and inured to the hardship of the life in the woods—the inventor of the Solar compass, without which the work could scarcely have been done at all. And more than all else he had that in him that when he went to do a thing he did it. The Surveyor General's instructions to Mr. Bart were as follows, and give to the public a correct idea of how such work is done:

W. A. Bart, Dept. Surveyor.

Sir—On account of your great experience and ability in surveying you have been chosen to survey, designate and mark so much of the boundary line between Michigan and Wisconsin as lies between the source of the Brule River and the source of the Montreal River as defined by the act to enable the people of Wisconsin Territory to form a constitution and State government, approved the 6th of August, 1846. In the execution of this work you will be governed strictly by the instructions contained in a letter from the Commissioner of the General Land Office, dated the 15th of September, 1846, a copy of which is herewith enclosed.

In order to establish the boundary line correctly you will probably find it necessary to first run random lines to ascertain precisely the relative position of the different points named in the act above referred to. When this shall have been done the true line may be run, measured, marked and established either northwesterly from the source of the Brule River or southeasterly from the source of the Montreal River, as you may find most convenient, taking care to mark the end of every mile and half mile by setting posts and taking and noting in your field notes at least one bearing tie on each side of the line, to be marked with a notch and blaze facing toward the posts in the same manner as in the surveys of the public lands. They should also be marked with the number of miles and half miles each post is distant from the place of beginning, and the letter "M" to designate miles should likewise be marked to the right hand or below each number.

These facts may be measured to and their distances from the intersection of township and section lines noted by the surveyors, whose surveys may close on either side of this line, and thus an accurate connection

of the surveys in Michigan with those of Wisconsin can be obtained; while the boundary between the two States will be accurately defined at so many points that no dispute can ever arise concerning it.

It is important that the boundary be well and very distinctly marked and you will please pay particular attention to this as well as all the other requirements of the Commissioner's letter above mentioned.

That portion of the boundary which you are to survey and establish is described in the first section of the Act of the 6th of August, 1846, before mentioned, as follows, viz.: Beginning at the outlet of Brule River from Lake Brule, thence along the southern shore of Lake Brule in a direct line to the center of the channel between Middle and South Islands in Lake of the Desert, thence in a direct line to the head waters of Montreal River, as marked on the survey made by Capt. Cram.

Signed, Lucius Lyons,
Surveyor General.

Capt. Cram, as we have seen, had failed to establish the boundary line. Perhaps he thought it would be too expensive to go and meet the conditions of his own treaty with the Indians made seven years before. At least it now became imperative that the line should be run so that the lines of the approaching surveys of the Upper Peninsula now in progress could be closed thereon. Aside from the special work of the boundary survey Mr. Bart, in connection with two of his sons, had been awarded an extensive district to survey during that season embracing the entire western portion of the Upper Peninsula. So, selecting a party of some thirty men and a few pack horses and supplies for a whole season's work in the wilderness, the party embarked on the steamer "Sam Ward," leaving Detroit on the 14th day of May, 1847, and arriving at L'Anse, at the head waters of Keweenaw Bay on Lake Superior, on the 23d inst. Here they disembarked and prepared for their journey to the interior. Here was the nucleus of a settlement of whites and two mission stations, one on each side of the bay. There was also here an Indian settlement, and the Indians greatly outnumbered the whites. From the former it was learned that an ancient trail or Indian path led from L'Anse to Lake Desert, a distance of some fifty miles in a direct line, but much more in its meanderings. And on this route the party set out in search of the Lake of the Desert, which they reached after several days of strenuous labor. The supplies had to be transported all this distance on the pack horses or on men's backs. The township line surveyors having left the party several miles back, Mr. Bart, with his party of ten men, proceeded to make their depot of supplies at Lake Desert. Leaving one man to stand guard over the supplies lest they fall into the hands of Indians, they began work on the boundary line. Lake Desert being the most unmistakable point designated in their instructions they took this as

the initial point, as they could do so without any probability of error. Then, after determining the point at the center of the channel, midway between Middle and South Islands, they set a post on the east shore of the lake and adjusted their instruments. According to the meager information they had they went out on a trial line to find Lake Brule. The direction in which to run must, of course, be a matter of conjecture rather than skill or judgment for they only knew that somewhere to the southeast or east by south, probably about fifteen miles, they should find the lake, and so reach the extreme eastern terminus of the boundary. In due time the lake was reached, but the close was wide (that is, they came out some distance away from the expected point), and the random in consequence could be made of not the least use in making the true line, only it gave them a more intelligent idea of the relative position of the two lakes.

They then pitched their tent on the south border of Lake Brule and here they spent some time in determining the accuracy of their position before they would begin to make the line. As night came on they began to hear noises of a drumming sound coming from the opposite side of the lake. It began to be evident that the Indians had discovered them and were preparing to make them a visit, friendly or otherwise, they could not tell which. The drumming sound was kept up all night and was not conducive to sound sleep. Numerous and various were the conjectures as to its meaning. Judge Bart had had considerable experience with Indians in various places and assured his company that these were not sounds of hostility, but that it was their method of greeting strangers and that most likely they would receive a visit from the band in the morning, expecting to receive presents from them.

Now it happened that in Mr. Bart's party were two half-breed French and Indian interpreters, who agreed with Mr. Bart in his view of the matter, which all had a tendency to assure the men of their safety. But there were only nine in the party and entirely unarmed, so it was obvious that in the event of an attack they would be entirely at the mercy of the Indians, and mercy with the Indian was an unknown quantity. At all events, the party passed a sleepless night and were glad when morning came. Early in the morning the drumming was heard no more, but looking across the lake, whose still waters lay glimmering in the first rays of the morning sun, they beheld several canoe loads of Indians coming towards their encampment. They soon reached the shore and silently landed and came direct to the camp, around which they marched without a word three times in succession, acting quite hostile and were much excited. After the march they seated themselves in perfect silence, some forty in number, and lighting their pipes began to smoke. After a few moments the chief of the band arose and with much gravity drew

from the folds of his blanket a roll covered with several wrappings of birch bark. These he unwound with great care, one by one, and at length produced a small roll of white paper, which he handed to Judge Bart and sat down again. Mr. Bart first read the contents of the paper to himself and then aloud to his men. This paper, which was signed by Capt. Cram, purported to be a treaty made between himself and the chief of the Indian tribe, in which surveyors and others coming into the country were pledged to make the Indians presents and pay tribute to them. Mr. Bart handed the paper back to the chief, who at once with much deliberation restored it to its birch bark covering. To the Indian it was a document of great value and must be preserved with jealous care. Calling his interpreter Mr. Bart then addressed the Indians, first enquiring what they wanted or expected. They replied that they had come for their presents, in accordance with the treaty with Capt. Cram, the promises of which must be kept. Here was a dilemma of a serious nature. They were not prepared to give presents, for they had none to give. To divide with them might mean starvation to themselves and an abandonment of the work. Mr. Bart told them that Capt. Cram had forgotten to tell the great father at Washington that he had pledged others who might come to their country to give them presents that their great father had bought, and now owned the country and had paid them for it; that Capt. Cram might make them presents if he chose to do so, but he had no right to try to compel anyone else to do so. "You can see for yourselves," said he, "that we have no firearms and can kill no game. We are few; you are many; but if you oblige us to leave this work we will inform the great father at Washington and he will immediately send here his soldiers, who will remove you all beyond the Mississippi River. But to show you that we are friends to you and want to be your brothers we will divide with you from what little we have of provisions, some of which have been brought all the way from the great lake, many miles distant, on men's backs. So, making them presents of a portion of their supplies and the men of the party dividing with them their tobacco, they seemed satisfied and after parleying among themselves awhile they shook hands with all Bart's company and went away and gave the party no further trouble. Their departure was a pronounced relief to the surveying party, who at once set about the work in hand with new vigor.

We now give Judge Bart's account of the place settled upon as the starting point and his reasons for such selection, found in a note in his field book: "As the lower end of Lake Brule is narrow and very shoal, with grass standing in the water except in the channel, where there is a perceptible current, it was extremely difficult to decide where the lake ended and the river began. The direct line, therefore, was made to leave Lake Brule at a well-defined

point on the southwest side of a small cave, as above stated, and the meanders of the south end of the lake were commenced below. At a perfectly constructed channel the true course of the line was found to be N. 59 deg., 35 W. The variations of the magnetic needle ranged from 6.55 E. to 720 E., and the total length of that portion of the boundary line reaching to the center of the channel between the Middle and South Islands was thirteen miles, thirty-seven chains and sixty-six links, of which sixty-one chains and thirty-seven links were embraced in the lake. The surface of the country traversed by the line was usually rolling with a few narrow swamps and but two small lakes. The soil was fairly good for the purposes of agriculture and the whole tract was covered with a fine growth of timber in which the hardwood or deciduous varieties predominated. Beginning again at the same point in the lake a post was set on the west shore of Lake Desert, from which a random or trial line was run the long distance of fifty miles or more to the Montreal River. Setting off his course on the instrument from the best data possible to obtain the party set out and after several days of most strenuous toil they arrived at the point designated by Capt. Cram, having made a very good close. The line had crossed sixteen lakes and numerous streams, a few of which were of considerable size. The entire route was densely wooded with all varieties of timber and undergrowth common to the climate. The surface over which the line ran was mostly level. The variations of the magnetic needle ranged from 5 deg., 10 min., the lowest, to 7 deg., 50 min. E., the highest. We now append briefly the surveyor's statement of the establishing of the line in its most essential features: From data thus obtained the true boundary line was uniform, the starting point being a post of cedar six feet long and eight inches square, set in the ground two and one-half feet and surrounded with stones, situated on the point of land at the intersection of two streams, one called the Balsam River and the other the Pine River, and the head (so called) proper of the Montreal River, as marked on the survey of Capt. Cram. This post is marked by letters cut in the wood on the southwest side, "Wisconsin;" on the northeast, "Michigan;" on the northwest and southeast sides, "State Boundary." Having established this point with suitable witness trees the running and marking very soon began. The true course was found to be S. 74 deg., 27 min. E. to the center of the channel, between the Middle and South Islands in the Lake of the Desert. The variation was so variable that it became necessary to run the entire distance with the light of the sun by use of Bart's Solar compass, which thus became indispensable. The entire length of the line was found to be 50 miles, 67 chains and 6 links. Of this distance 48 chains and 71 links were in the lake, which was found to be 1 mile, 30 chains and 8 links in width along

the boundary line. The line had traversed a region of nearly level and marshy land with many swamps. The execution of the work had been slow and laborious, weather unfavorable, much cloud, little sun; consequently much delay in waiting. As a result the supply of food became scanty and the party were compelled to subsist as best they could for some days on one-third rations. A few fish were caught, which helped a little, and all the while that the sun shone the work was pushed along and was nearly done.

Their morning meal, which consisted of a piece of bread the size of two fingers to each man and was the last of their food, had been eaten. Should the packers fail to reach them that day starvation must be their lot. Mr. Bart had shared with the men and confidently affirmed that supplies would reach them that day. Two of the party lost heart and cried like children at their forlorn condition. Too weak to work the poor fellows followed on as the work progressed. There was no delay for dinner as there was nothing to eat. At 4 o'clock in the afternoon they heard the report of a gun not far away and knew that help and food were at hand. The packers had come and were greeted by a great shout from the party, and surely the repast that soon followed was eaten with a relish never exceeded. They forgot for the time being to execrate Capt. Cram for his Indian treaty, which had so shortened their supplies. The next day, July 5, 1847, the survey was made complete, so far as the field work was concerned, and Mr. Bart's final report was submitted to the proper authority from his home at Mt. Vernon, Macomb county, Mich.

According to his instructions Mr. Bart made the accompanying table of latitude and longitude at several points on the boundary line between Michigan and Wisconsin:

Outlet of Lake Brule, lat., 46 deg., 1 min., 46 sec.; long., 89 deg., 1 min., 37 sec.

East shore Lac Vieux Desert, lat., 46 deg., 7 min., 26 sec.; long., 89 deg., 15 min., 20 sec.

Angle between the islands, lat., 46 deg., 7 min., 47 sec.; long., 89 deg., 16 min., 10 sec.

West shore Lac Vieux Desert, lat., 46 deg., 8 min., 17 sec.; long., 89 deg., 18 min., 37 sec.

Head proper Montreal River, lat., 46 deg., 19 min., 35 sec.; long., 90 deg., 17 min., 38 sec.

The above latitudes are the mean of several observations made with a Solar compass.

As no instruments for the determining of latitude and longitude were furnished by the Government, and they could not be obtained except at great expense and delay, the latitudes have been determined and longitudes computed in the manner above stated. Mr. Bart further states: "I have much confidence in the accuracy of the latitude and also of the longitude, from the fact that the difference of longitude at various points given in Bayfield's chart on the south shore of Lake Superior coincides very nearly with the actual measure made by

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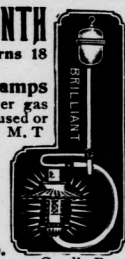
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myself in the survey of township lines made in that region."

So the boundary line between the State of Michigan and Territory of Wisconsin was "surveyed, designated, established and marked."

The work had been an exceedingly difficult one, attended with many privations and hardships of the most laborious kind and with much physical discomfort. The work had been done in the months of June and July, and for this service William A. Bart received \$1,000—a small amount of money for a large amount of work—but the meager compensation was all that Congress had allowed for that purpose. A marked contrast to the sum of several thousand dollars paid to Captain Cram for the exploration of the region, which also included the acceptance of an erroneous starting point for the boundary line on the Montreal River! This little sketch of history is not startling, but may serve to show that merit and compensation do not always accompany each other, and that the lapse of years may occur before the facts in many important questions may be fully known. Geo. H. Cannon.

Some Facts About Trademarks.

For many years general misapprehension has existed as to the advantages derived from the registration of a trademark in the Patent Bureau at Washington. Undoubtedly many owners of trademarks have paid money to obtain what they thought was protection for a brand, when in point of fact the law under which the registration was effected did not ap-

ply to the trademark in any way whatever.

Trademark owners have generally overlooked the fact that the statute providing the privilege of registering trademarks applies only to such as are used in commerce with foreign nations or with Indian tribes. Under the law as it stands at present, and as it has stood for years, trademarks used in domestic commerce are not registrable. It is hardly necessary to say that trademarks used on goods that are sold in the same state in which they are manufactured can receive no protection from the Federal Government, as such action would constitute an infraction of state rights.

The existing conditions have been placed in a clear light by a recent decision of the Supreme Court, to the effect that the operations of the trademark law are strictly limited to commerce with foreign nations, and with the Indian tribes, and that only trademarks that are used in such commerce can be admitted to registry.

The court's additional ruling that trademarks can be infringed only when used in such commerce has created a great deal of anxiety among trademark owners, most of whom have concluded from this decision that under existing conditions their trademarks are absolutely worthless. Fortunately for all concerned, this conception is entirely erroneous.

Ownership in a trademark is not conferred by a federal statute, but has from time immemorial been recognized under the common law.

Such ownership is based on priority of adoption and use, and the right to use a trademark depends solely on proof of such priority of adoption and use.

Registration affects the ownership of a trademark in no degree whatever. It simply furnishes a convenient and authoritative record for the purpose of proving the date of adoption.

Recognizing this fact, many owners of trademarks have substituted advertising for registration, a copy of the publication in which such advertisement appears being conclusive evidence that the trademark was adopted on or before the date borne by the issue of the publication in question. Continuous advertising is, indeed, the best form of protection for any trademark. The use of a well-known brand by any other than the rightful owner is on its face wilful, whereas a trademark that is not generally known may be adopted through ignorance, and, of course, where any doubt on this point exists the defendant is naturally entitled to the benefit thereof. —Dry Goods Economist.

Don't Bark at Your Competitor.

Did you ever happen to be riding on a train through the country when a farm dog would rush out and run along after the car, barking to the fullest capacity of his lungs? The dog attracts a little attention from the passengers at first, but the train soon pulls away from him, and he and his wail are soon lost in the distance. The train hasn't been injured a particle, but the dog is tired and out of wind.

The owner of the dog doesn't like the train because the engine sometimes scares his stock. But when he wants to go any place he goes to the station and pays his fare for a ride, and when the train hauls express to the town with his address on it he never refuses to accept it.

Well, that dog is just like a whole lot of men in this world. They lose no opportunity to bark at the trains of successful newspaper men in Kansas, but every once in a while some little fellow will jump up and with his handbill commence to bark at the big paper. The people listen to him and may side with him for a while, but when they want to go any place or send anything away they always go to the big paper. The dog imagines that the train is running away because it does not fight back, but the train is always back the next day. And it will continue to come around long after the dog is out of wind and has gone to the happy hunting grounds.

So when you get into a field don't bid for business with a bark at your competitor. In this present rush of business affairs people have no time to pay attention to a barker. Attend strictly to your own knitting, and saw wood, and after a while you will get big enough so you won't have to bark.—Topeka Daily Capital.

Tapering off on a bad habit is too much like eating consomme with a fork.

Hurry & Worry are always trying to borrow from Slow & Steady.












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Observations of a Gotham Egg Man.

During July New York shows a material gain of egg receipts, Philadelphia shows a slight gain, while Chicago and Boston show some decrease. The four cities together show a gain of 27,000 cases—amounting to nearly 4½ per cent., while the gain in June was about 5½ per cent. It appears, therefore, that the increase in production which has marked the earlier part of the season has continued to some extent during the second summer month, and there is reason to believe that total egg yield did not, during July, fall quite to the point of total consumption. We should, therefore, expect to find a slightly larger storage accumulation on August 1 than we had on July 1, taking the country as a whole.

As to this phase of the situation no reliable confirmation can be had as yet through definite reports from any considerable number of interior houses, although some indications may be found during the coming week. Considering the four leading markets alone it is to be noted that Philadelphia has made a moderate, steady gain in storage accumulations during July, while last year there was a slight decrease; Boston has made only a trifling gain during July. Chicago reports are conflicting and uncertain. A recent estimate from that city places the quantity in Chicago warehouses at 825,000 to 850,000 cases, against 525,000 cases last year. But it is difficult to reconcile this high estimate with Chicago's receipts. The excess of receipts in Chicago since March 1, as compared with last year, is only 202,000 cases. Possibly the greater disposition of Chicago operators to store this year, as compared with last, has reduced the shipments from that city to Eastern markets; and possibly, also, the higher level of values may have reduced Chicago's consumptive demand to some extent; but even with reasonable allowances for these factors it can hardly be believed that if the holdings in that city a year ago were only 500,000 to 525,000 cases they can now be no more than 750,000 to 775,000 cases. To be conservative we call the Chicago stock on August 1 about 775,000 cases. As for New York and Jersey City we figure no increase in holdings during July; for a while during the month our receipts fell below our consumptive demand and considerable stock came out of the coolers; at other times we had a surplus of receipts and some additions were made. Reports on August 1 indicate just about the same quantity in store as on July 1—about 450,000 cases.

These figures do not make a favorable showing for the egg situation; they indicate that the percentage of excess storage holdings is even greater on August 1 than it was on July 1 and while it is recognized that a continuance of the butchers' strike

during August might increase the demand for eggs it is also becoming more certain that without some such accidental influence the outlook is decidedly unfavorable.

If our estimate of storage stocks in New York on July 1 and August 1 are about correct our consumptive demand has been about equal in volume to the fresh receipts; this indicates a weekly July consumption of about 65,000 cases a week against 67,500 cases weekly output in June and about 60,000 cases in July, 1903. This evidence of better consumptive demand here, compared with last year, notwithstanding the higher level of prices, is about the only favorable feature that can be found in the statistics of the egg situation.—N. Y. Produce Review.

No Serious Shortage in the Peanut Crop.

In some peanut-growing sections conditions are unfavorable, while in others the crop growth indicates a very good yield. In Tennessee the acreage has been increased in some places from 25 to 50 per cent. and the condition of the crop is excellent, indicating a large yield of fine quality nuts. In Missouri conditions are extremely favorable, and in that State, too, the area devoted to this crop has been increased. Peanut growing in Texas is in the experimental stage, and is confined mainly to small patches, but the crop growth is good with prospects for a fine yield, which may result in much more extensive planting another year.

Farmers generally in North Carolina have decreased their peanut planting to give more acreage to cotton. The stands are very poor, but the crops are in good condition, which will prevent the total yield from falling far below last year.

With very few exceptions there is a decrease of acreage in the great peanut belt of Virginia. The seed did not germinate well, so that there are generally poor stands. In some localities fields were ploughed up and replanted. The crops, as a rule, are in a better condition than they were last year, indicating a better yield per acre, so that no great shortage is now expected unless the season during August should be very unfavorable. Wet weather interfered with cultivation in some counties, and grass got ahead of the peanuts.

Frozen Meat Not Injurious.

During a debate in the House of Commons, London, last March, the claim was made that the large increase in the number of cases of cancer in the United Kingdom was due to the large consumption of frozen poultry and meat. So much interest was aroused that the Royal Commission of Inquiry took up the subject and has been studying it since then. The Commission has now issued a report to the effect that, in its opinion after a careful investigation and study of the subject, frozen or chilled meat has no injurious effect on the consumer, either as regards cancer or any other disease and is in no way connected with the increase of cancer in Great Britain.

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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.

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.

Killing and Packing Poultry for Market.

Immediately upon receiving the fowls they are placed in the receiving or first "live room," where they are allowed plenty of water but no feed, unless they are to be held until the following day. From here they are driven to the second "live room," where they await their turn to be driven up a chute into a small enclosure, which is a box-like apartment holding about seventy-five chicks. They are shut in this apartment, which brings them within reaching distance from a small door which leads into the dressing room. From here they are taken by the killer in small bunches of eight or nine. They are hung in an enclosed trough and killed by inserting a knife of the French style through the mouth to the throat, leaving no outward sign of the cut. The killing, seemingly a simple matter, requires much experience in order to do it properly. A poorly cut bird will raise its head and swallow the blood, which must then be cut from the crop after the fowl is dressed, and this mars its appearance. The scalding, which is the next operation, is without doubt the most important one in this department, as too much or not enough will cause the skin to either tear or rub off in picking, leaving the bird with a spotted appearance when ready to ship. The scalding is done by dipping the bird, never allowing the head or shanks to come in contact with the water. There is no fixed time for holding the bird in the water, and the operator must be governed mostly by the appearance of the wings, which if properly scalded will be drawn close to the body, and have a set appearance. Ducks and geese are handled in the same way, but owing to their short legs and the thickness of their plumage they are much more difficult to handle. Turkeys are never scalded unless of a very poor quality. The scalding upon taking the bird from the kettle quickly shakes the water from it, roughs it by freeing it from the bulk of its feathers, and hands it to the picker to be finished. The picking or finishing is quite a small matter, for when properly scalded the feathers come off very readily with a slight rub.

Attached to a beam leading quite across the picking room are wedge-like hooks into which the fowl's feet are thrust, holding the bird in a convenient position for finishing. After being thoroughly cleaned it is thrown into a vat of ice water, where it remains until thoroughly cool, when it is removed and packed away in chipped ice to await shipping. The packing for shipment at this time is very expensive owing to the great amount of ice used. The method is to first place a layer of chipped ice in the barrel, then a layer of birds and so on until the barrel is full. After being properly weighed each package containing a separate grade of fowls or chicks is numbered and an invoice made of the entire shipment. Each barrel is capped with a rounded cake of ice about six inches thick. It is then covered with burlap, fas-

tened firmly down with the first hoop, and rolled out upon the loading platform to await the refrigerator car, which at this time should not be far from due. J. T. Rolfe.

Borax as a Preservative Approved in Germany.

In the recent prosecution by the Imperial Board of Health of Germany of a prominent firm for the use of boric acid in egg products the victory was sharp and decisive on the side of the borax people. After the submission of much evidence for and against the harmfulness of borax the solicitors for the defense asked for the acquittal of defendants, since the court could not possibly give a judgment as to whether boric acid was injurious, and no offense whatever had been proved against the defendants. The court acquitted all the defendants, the President stating that a task had been set them which they could not nor was it their business to fulfill. The charge was based on the question whether the addition of boric acid involved adulteration, and whether it was injurious to health. It was not in the province of the court to decide a scientific dispute of this kind, since they had nothing whatever to go upon. But even were an authoritative judgment to be given on the point in dispute by the highest court, an acquittal must follow in this instance, since defendants had not been convicted of an offense against the foods act, either from a scientific point of view or through carelessness.

Fluoride of Sodium Used to Keep Butter Fresh.

Washington, July 30.—According to Thornwell Haynes, United States Consul at Rouen, the French National Society of Agriculture has recently received from one of its members an interesting communication on the preservation of butter by fluoride of sodium. The writer says this substance is not hurtful unless administered in doses of some 30 grams (463 grains) a day for animals weighing 125 pounds.

From one-quarter to one gram in a pulverulent state suffices for two pounds of butter, which it will preserve indefinitely. It is stated that the strength of the fluoride, so far as its effect upon the health is concerned, is diminished one-half by mixing. If, however, it retains its full strength, no inconvenience can result, as many physicians prescribe as much as 40 centigrams (6.16 grains) every twenty-four hours in order to regulate digestion.

It is further stated that the fluoride can be used only in infinitesimal quantities, as more than half a gram to a pound of butter renders it unpalatable, but that instead of making the butter indigestible and less nutritive, the fluoride, when used properly, is considered an aid to digestion.

A trade well learned is better than great expectations.

A thing is not necessarily honest because it is legal.

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.

—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

Summer Silks Brisk—Big Fall Trade Expected.

The current movement of silks is very satisfactory. A feeling is entertained by merchants that the amount of silk business during the remainder of the present season and for fall will be larger than regularly. The fashions for the present season and throughout the fall are emphatically favorable to a liberal use of silks. The thin dress fabrics which are accepted for dress wear will require the use of silk linings. For petticoats, linings and drop-skirts the consumption of silks is and will continue to be considerable. The vogue of the shirtwaist suit is heartily endorsed by shoppers. The chic appearance of a woman clad in a silk shirtwaist suit is coveted by the majority of women. The ambition of the average shopper is to have a silk dress. She will have one if she can possibly afford it. The average shopper has directed her attention to silk during the present season as she has not done for some time past and this interest is going to continue strong through the remainder of the summer into this fall and it is to reach a climax in 1905, but not before a large number of women have gratified their pet ambition to have a new silk dress.

An interesting feature of the silk situation is the willingness of buyers to take full pieces. This they are soft touch and appearance are very an encouraging indication of the healthfulness of the silk business. The width of popular consideration is 19 inches. A woman who makes the dress with the dressmaker under her direct supervision prefers 19-inch. The cutting-up trade can and do use 27 and even 36-inch widths, but, it is because they cut more at a time and without waste.

Plain silks are seen more and more in the streets and in public places. The silk of great favor well received is with the messaline finish. In taffetas of solid colors the messaline finish is increasing in interest. The soft touch and appearance is entirely acceptable to city trade. The masculine style has even reached silks and manufacturers of novelty silks are bringing out the mannish effect in silk weaves. The men's suitings idea in both dress goods materials and even silks will be conspicuous for the next six months. These suitings effects promise to receive very general and widespread interest for women's costumes.

Evidently the shirtwaist suit has come to remain for some time. That it is popularly received is attested by the omnipresence of it. There are few occasions where the shirtwaist suit is not worn by some one. Not only does it appear in the street, but on almost every public occasion, and it is not confined to the day but appears also for wear during evening occasions. For these reasons it seems difficult to dislodge it without some effort. Should black taffetas and peau de soies be endorsed and worn by fashion, as is predicted by so many sources for this fall and winter, silk buyers need to guard carefully their stocks of these two

silks. The climax of silk demand should not come until next spring, if the demand for black taffetas is received during the coming fall and winter.

While the season is advanced beyond the usual time for extensive duplicate orders in retail silk departments, importers and jobbers in the first-hand market are still receiving numerous requests for cream, white and several other leading colors in Japanese silks. This is a line that is now used for a multitude of purposes. Children's wear, underwear and shirtwaists to be worn with wash skirts all make demands on present stocks. The importers are already placing Japanese orders for next spring, and many of them are considering a more varied assortment than was produced this year. Some of the new types in colors show that small stripes and checked effects will be conspicuous in first-class assortments of Japanese silks.

The advanced stage of the season is not preventing retail merchants in all the cities and towns of fair size from disposing of large quantities of pongee and natural-colored silks. It is a notable fact that all of the novelties in linen-colored silks have sold beyond the capacity of the looms. Manufacturers who took up the line gingerly at the beginning of the season now agree that if a third more goods had been produced early the supply in some cases would still be too small. Advances from the leading European centers indicate that manufacturers of both broad silks and fine wool dress fabrics are disposed to favor a number of biscuit, tan and pongee shades in spring collections. Doubtless some of the new fabrics in this class were different only in name, as far as the color scheme is concerned. It appears that the American women like these natural shades, which means that a certain amount will be popular in a staple way.

In connection with the possible demand for natural and pongee silks next season, it may be well for the trade to note that at this time in the large cities—New York in particular—stores catering to the popular-price trade are selling thousands of yards of pongee. When a silk manufacturer is delivering nearly fifteen pieces of popular-priced goods a day to one concern it is evident the outlet is all that could be desired. Just now the high-class trade are also interested in pongees; but whether this extensive popular demand will unfavorably influence the sale of better goods next season remains to be seen.

Buyers, department managers and dressmakers who have recently returned from the fashion centers in Europe are unanimous in their claim that at the present moment silks are undergoing a stronger revival in Europe than they are here.

Hard to Prove.

"I see they have arrested a legless man."

"Well?"

"How do you suppose he managed to trample on the law?"

Done to-day rest to-morrow.



An All-Around Line

One great advantage in handling the "Palmer garment." You get a very complete line; and it's strong at every point.

In women's suits you'll find the snappiest styles on the market; in skirts, coats and jackets we are equally strong.

When you come to misses' and children's garments, you will see that instead of slighting these lines, we have given them special attention. The "Palmer Garment" children's line is remarkable in excellence of styles; and the "Palmer Garment" quality is there, strong.

You'll make a mistake if you don't see this line.

Percival B. Palmer & Co.

Makers of the "Palmer Garment" for

Women, Misses and Children

The "Quality First" Line

Chicago



Special Features of the Underwear and Hosiery Market.

Present signs point to an exceptionally successful fall season. A pleasing feature of trade is that unusually generous initial orders have been booked, thus materially encouraging wholesalers, and placing them in position to be able to guarantee prompt shipments. The knit goods situation to-day is in a generally satisfactory condition. July transactions exceeded greatly the aggregate volume of business recorded during the same time in 1903. This fact is significant, for during the corresponding period last year many retailers deferred opening orders, as a rule due in June, until the following month. The spring season will serve as a date-mark for a spurt in the sales of tan hosiery, mesh suits and woven underwear, jean, nainsook, and so on. Trunk drawers and sleeveless shirts are receiving greater patronage now than has ever been the case in the history of these garments. Sweaters, jerseys and guernseys, as well as fine grades of bathing and swimming suits, are all in brisk request for immediate delivery.

An interesting study in the relative difference, color and make which figure in London and New York is afforded in the prices recently quoted in a representative New York haberdashery department on a line of no-via linen mesh undersuits. The goods were made abroad for a certain well-known shop in the British capital. Through mistake, the trimmings were lisle instead of self, and consequently the entire delivery was declined. The manufacturer decided that the line was too expensive to result in total loss, and therefore offered it to the Gotham concern. Here another obstacle had to be encountered. While flesh-color is a favorite shade among haberdashers in the English metropolis, that tint is regarded by many cis-Atlantic retailers as doubtful. Hence, a marked reduction in price had to be made. Thanks to plain-story advertising, the local store created a run on these garments at \$1.50 each, meanwhile getting in touch with new customers for some other articles.

A feature of summer trade that deserves notice and should serve as a guide to next year's buying is the increasing popularity of knee drawers. When this thoroughly rational garment first appeared it was viewed askance by retailers and was only taken up by high-class shops with a following in the athletic and college set. But this season has developed a well-defined demand for knee drawers in the popular-priced trade and it is quite clear that the prejudice against the style, like that against the coat shirt, is waning. The average man is prone to believe knee drawers impractical and uncomfortable until he tries them, and then he is puzzled to know how he ever condemned them. The fact that knee drawers are not only the most comfortable, but are approved by the best-dressed men, is a circumstance decidedly in their favor. Now, while this style is comparatively new is a

good time to push it in the window and the shop and get the most out of it. Many retailers have already accomplished this.

For winter wear heavy cashmere and wool hunting hose will be as good as heretofore. The all-year vogue of the low-cut shoe among young men and college boys insures to wool and cashmere hose their old place. Long golf stockings, too, are still a factor in the demand, although the orders are restricted to shops of the best class. As long as men favor cold weather sports, including skating, golfing and wheeling, so long will they call for golf stockings. The fact that the golf stocking is no longer seen in the windows of popular shops weighs not one iota against it in the upper-class trade.

Linen, silk, mercerized, lisle and combination fabrics in union suits are winning additional popularity. A decided stand is being taken by responsible importers in favor of bracelet stripings in both underwear and hosiery. Shepherd plaids in neat alignments, Richelieu ribs, and accordion plaits are winning unwonted approval. Delicate embroidery on silk plated half-hose is regarded by fine trade as the most artistic. Separate instep figurings, extracted patterns and lozenge treatments, as well as two-tone clockings, are well rated.

Magenta grounds are quite effective with white embroidered treatments. Other modish half-hose grounds include Dresden blue, myrtle green and navy blue, which are offered in an extensive variety of clocking effects. Knee-length union suits are shown with coat-shirts, the buttons extending to the waist line. A well-known Broadway retail shop disposed of fourteen thousand pairs of the current season's half-hose during a two day special sale, the latter part of July. Crowds were attracted by the unusual offer made.

Among excellent popular-priced sellers in half-hose are solid color and fancy Maco numbers, two thread throughout, elastic and durable. Medium weights are shown in tan, navy, cadet blue, slate and black. Included in values to retail at 50 cents are gauze weights in all-over four thread, black and colored lises, re-enforced heel and toe, soft finish. An extensive range of color effects is presented to the buyer.—Haberdasher.

Leap Year Maid.

"Uncle John," queried the pretty girl, who was seeking information, "would I be justified in writing to a young man who has never written to me?"

"Only on important business, my dear," answered the old man.

"Well, this is important business," she explained. "I want him to marry me."

Ideal Laborers.

She—What gave you nervous prostration?

Weary Will—Overwork, Mum.

She—I never heard of a tramp overworking himself.

Weary Will—I s'pose not, Mum. They be generally too tired to tell of it.



99/50
—OUR—
NEW OVERALL
\$4.50

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

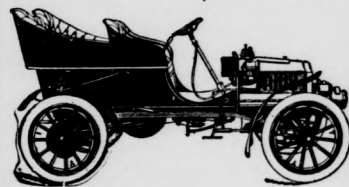


DO YOU WANT TO KNOW
about the most delightful places in this country to spend the summer?
A region easy to get to, beautiful scenery, pure, bracing, cool air, plenty of attractive resorts, good hotels, good fishing, golf, something to do all the time—economical living, health, rest and comfort.
Then 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 WUQUETONING MACKINAC ISLAND
BAY VIEW WALTON LAKE TRAVERSE CITY
HARBOR POINT CROOKED LAKE NORTHPORT
A fine train service, fast time, excellent dining cars, etc., from St. Louis, Louisville, Indianapolis, Cincinnati, Chicago.
C. L. LOCKWOOD, Gen'l Pass. Agt.

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

We Are Distributing
Agents for Northwest-
ern Michigan for
John W. Masury & Son's
Paints, Varnishes and Colors
and
Jobbers of Painters' Supplies
We solicit your orders. Prompt shipments
Harvey & Seymour Co.
GRAND RAPIDS, MICHIGAN

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.

Fads and Follies of Summer Fashions in Men's Wear.

The summer, sartorially, is drawing to a close, and in some respects it is closed. The season for displaying new fashions and fads is practically over, yet occasionally something appears in the street that borders on the grotesque, but it is more apt to be worn by out-of-town people than by any one in town. Many of these, it is safe to say, are the results of so-called men's fashion writers who scatter their ideas broadcast by means of syndicates which furnish the articles to newspapers all over the country. Many readers place implicit faith in these articles because it seems to be human nature to believe everything that is printed in a newspaper. It is a pity that such is the case, but it is a greater pity that these penny-a-liners should attempt to gull the public with many of the monstrous ideas which they advocate. It seems in many cases as if they had selected the fashions advocated by a cheap Bowery house or a third-class department store, and perhaps from their point of view it does not matter very much, because they get paid for so much space. The syndicate does not care, because it gets paid for so much matter. The country editors believe in what they receive because it is written in New York, and "a New Yorker must know what is right." There are plenty of New Yorkers who do know what is right, but there are plenty more who do not. This is where the trouble lies and that is why strange wearing apparel can be seen on Broadway in July and August.

For next fall and winter the range of fashions in sack coats will be considerably greater than usual. Some will wear the three-buttoned single-breasted sack, but more will wear the four button. Some will wear the coat cut perfectly straight in front, the two lower corners lapping just a trifle. Others will have the front cut away in a graceful curve, while others will have it cut sharply, leaving a sharp angle at each corner. The double-breasted coats, either three or four buttons, will be in good style. The four button will be cut rather high at the neck, but with generous sized lapels, while the three-button style, still having large lapels, will be cut considerably lower. All coats should have outside breast pockets without flaps and side pockets with flaps. Generally the side pocket will be set straight, but some will prefer to have it at an angle, while the breast pocket will also be at an angle. In the four button it will be on a direct line from the second button to a little below the shoulder seam. Generally it may be said that the coats should be cut longer and looser than heretofore, although the styles range all the way from moderate form-fitting to extremely loose garments, cut straight and full.

The fabrics that will be in best favor will be cassimeres and cheviots covering quite a range of tones, although brown and brownish effects will be decidedly leaders. This will include, therefore, everything from a solid brown to a mixture that con-

tains only a portion of brown yarns. Worsteds will also be popular to a considerable extent, particularly fancies, and color schemes will follow the lead in woollens. In addition to brown tones mentioned above the grays will be in good favor and also some plain blue cheviots and serges. These really come under the head of staples, and no matter what the trend of fashion, there will always be enough worn to keep them in good form.

In top coats there will be little change of fashion. The medium-length style will be favored for all around use and to wear over the frock coat and evening clothes when necessary, and will be silk faced to the edge. The fabrics, generally, will be Oxfords, vicunas or similar soft materials. Soft top coats made of covert cloths or vicunas will be particularly popular with the young men, made from the gray fabrics or the brown and tan tones. These will be made with outside breast pockets, either oblique or horizontal, and horizontal side pockets, all with extremely deep flaps. For the cold weather there will be a variety of styles to choose from; the most popular will be the long, loose coat, with or without belted back. Shorter coats will be in perfectly good form, but there seems to be a decided leaning toward the long coat that hangs loose and moderately full from the shoulders. The so-called "surtout" and "paletot," or, what is a more rational name, the frock overcoat, will continue to have many admirers and will be worn as a "dress-up" overcoat to a considerable extent. These will be made up in both plain and fancy fabrics, although the former is generally preferable. The long "Cravenette" overcoat will certainly continue to be just as popular as ever, if not more popular. It is made long and loose and is good for rain or shine, for a dress overcoat, driving or automobil-

The Latest Handbag.

When and where will the craze for handbags stop? It must certainly spend itself some time, but the end is not in sight.

Every day sees something new in the bag line. The latest is a small, long bag of exquisite leather in delicate tint, painted by some well-known artist. It is useless to add that the price of one would pay the rent for many a family for a whole year.

It is clasped with solid gold and precious stones.

The carriage bag and the automobile bag we still have with us, mostly in the street cars, and it is a relief to see a woman carrying an old-style purse. The leather men must be doing a driving business, for a bag of some kind every woman must have, and those sold from 50 cents to \$3 go to pieces before they get that undesirable new look worn off.

Change purses remain about the same in style, size and material. The street-car conductor hopes ardently that they will never go out of vogue.

Silence is golden—the wise man's refuge and the fool's defense.

The William Connor Co.

WHOLESALE CLOTHING MANUFACTURERS

The Largest Establishment in the State

28 and 30 South Ionia Street, Grand Rapids, Michigan

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

Spring and Summer Clothing on hand ready for Immediate Delivery

Mail orders promptly shipped.

Bell Phone, Main, 1282

Citizens' 1957

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.

THEY FIT

Gladiator Pantaloon



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

I make "shirts"
to order.

3 for 5⁰⁰

or
3 for 9⁰⁰
Tom



Desirability of Selling Shoes on Their Merits.

There are four different classes of trades which have to do with the selling and use of footwear from the time of its construction to the end of its life, when it has served its purpose and is consigned to the junk pile. These classes are as follows: First, the manufacturer, second the jobber or wholesaler, third the retailer or dealer and fourth and last the consumer or more properly the wearer. These classes are indirect relationship one to the other and for the betterment of the general shoe trade they should be in very close and harmonious touch with one another. We desire to consider these different classes in the order named and follow a shoe during its life.

The manufacturer is, of course, the base of all shoe life, and it is the quality of his handiwork that decides to a considerable degree the success of classes numbers two and three and the satisfaction of number four. The manufacturer is largely responsible for the quality of the shoes made and for the talk that he instructs his salesmen to use in selling them to the trade. When the day shall have been reached that shoes will not be made "at a price" and skimmed in order to make them come under the price, and an honest shoe is constructed and sold upon that basis at a price that will be right, then, and not until then, will the dealer be able to do a fair, legitimate business. When a shoe can be sold at a fair price without danger of cut-off vamps, paper counters, glued soles and all other fraudulent methods of shoemaking, then will the dealer's troubles be to a great extent eliminated. If the cost of claims for these "savings" in manufacture were added to the cost of construction how much more pleasant and profitable it would be to manufacturer, jobber and dealer. It is a fact worth noting that "quality is remembered long after the price is forgotten."

The jobber next assumes control of the passage of the manufactured article from the factory to the shoe store and to a certain extent his interests are identical with those of the manufacturer. In fact, a percent. of the manufacturers are jobbers as well. The jobbers and their salesmen are prime factors in the destiny of a shoe and it is the manner in which they represent their line to the dealer at the time of sale that is responsible for their future happiness. Some salesmen do not appear to know any other word but guarantee, and without regard to condition or circumstances, guarantee that their particular line of shoes will give the wearer complete satisfaction. This is all very foolish, whether done by jobber or dealer, and should be included in one of the first reforms.

We now come to the third distributor of shoes, the dealer who stands

as a medium between the manufacturer and the consumer or wearer. This we must consider as the most important and trying position of any we have classed. The retailer is the one who is directly interested in the wearing and satisfaction-giving quality of his shoes and it is the dealer who has to bear the burdens of faulty manufacture as well as all the mistakes and errors of his own commission. The guarantee habit is one of the most vital enemies that ever threatened the profit destruction of the shoe business, and the sooner the retailer gets out of this rut and sells his goods on their merits and as other lines of goods are sold, the sooner he will be taking a step on his own ladder of success and also doing his part in educating a badly spoiled public to buy shoes on the same conditions that they purchase all other kinds of wearing apparel. We have the pleasure of furnishing shoes for Miss Swelldom, who buys a dainty pair of boots to complete an outfit for a season furnished by the dressmaker, the milliner and the dry goods man. In course of time this outfit is cast aside and a change of season is at hand. The young lady prepares for the selection of another trousseau and we are again favored with her patronage. One of her first remarks is: "Mr. Shoeman, those boots you sold to me, and which, you remember, you guaranteed to give good service, were not at all satisfactory," and proceeds at length with her tale of woe, at the end of which follows the well worn question, "What are you going to do to make it right?" Aye, there is the rub. "What are you going to do?" You are going to settle at a loss, nine cases out of ten. Miss Swelldom then proceeds to her dry goods trading place. Does she say, "Mr. Calico, that dress I bought of you was no good?" Does she say, "I tore it the first day," or enter into any argument for an allowance? No, assuredly not; but Mr. "Calico" makes a second good profit and a firmer customer. Is Miss Trimmer, the milliner, compelled to listen to a recital of how the chiffon tore or the plumes wilted or the frame lost its shape? Oh, no; but Miss Swelldom contributes another good profit to the hat emporium and goes on her way rejoicing.

Why, then, must the shoe dealer be subject to those nuisances and unjust claims? Simply because the public has been educated to be unreasonable in its demands along that line. The saving of this perplexing annoyance in connection with the shoe business should compensate the dealer for taking steps to eliminate these foolish guarantee methods.

The aforesaid guarantee is a greater evil than is at first apparent. It is an annoyance that develops from one stage to the other until all classes of our trade are affected and it is the object of this article to endeavor to show that all should depend one upon the other. We will suppose that a pair of shoes have passed down the successive stages until they have passed from the retailer to his customer. These, we will suppose, were

perfect specimens of their class—shoes built upon honor and triumphs of the shoemaking art. We will consider, for example, that they were a pair of light vici or patent and were sold to a farmer boy who places them in a condition to receive a great part

of the rough usage incident to farm life and as a natural consequence comes back in a few weeks with the "wrecks" and reminds the dealer of his positive guarantee. What does the dealer do, or, we might say, what should the dealer do? You say he

As Good As Can Be Made

That's what our trademark stands for on the soles of the shoes we make.

We give the wearer a just equivalent for what he pays his good money for—and some more.



Shelves filled with our shoes don't stay filled. You have to keep buying them all the year 'round.

By selling them often you increase your profits and enlarge your business by adding to your trade the best people in your locality.

We go everywhere for business.

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

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

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.

should not make good or he should not do so without being shown cause.

But what should be done and what is done are two different propositions, and the deal generally winds up by the dealer giving a new pair of shoes, and the old ones are shipped in to the jobber and the "N. G." letter tells him why.

The retailer thereby loses the profit on the second pair of shoes and the wholesaler loses a little more of his stock of temper and gains a pair of "scrap" leathers at first cost with freight or express added. A loss to the manufacturer which probably means the profit of a dozen pairs and a loss to the dealer of the profit of one pair of shoes, and all because of a foolish guarantee. A deal of this kind is not right from any point of view. The dealer who so foolishly guarantee his goods should be the one to bear the loss. He is not showing a right spirit nor doing an honest, legitimate business in returning goods under such circumstances.

We are aware, of course, that there are instances of direct opposition to this and where the manufacturer is to blame, owing to faulty construction of a shoe which failed to give honest satisfaction. But this condition is readily apparent and no honest manufacturer or jobber would refuse to make right any such claims, but even then it would be no more than common courtesy that they should be entitled to a full explanation and the shoes in question held subject to their order. We are satisfied that a satisfactory settlement will always be reached and unnecessary transportation of scrap leather avoided.

It is essentially the purpose of this article to endeavor to talk better goods, better prices and better profits. The shoe business as generally conducted at this day is undoubtedly in a closer relation to bankruptcy and loss than it is to prosperity and gain and we still take the position that these conditions may be made much better by the use of a little backbone on the part of the dealer and the abolishment of the guarantee evil.

Simply because Mr. So-and-So is selling his stock at a low figure compared with what you are getting for yours is no reason why you should slaughter the price and the profit. Keep up the margin of profit to a fair and reasonable extent and figure enough margin so that you can be liberal with your customers if necessary and always just to the wholesale dealer. Confine your line as nearly as possible to one make and your dealing with as few houses as you can. Educate your trade to take care of their shoes and use your best discretion in fitting them.

In conclusion, if one single thought in this article has been of any benefit to a brother shoe retailer then I am satisfied and trust that the future may see a radical change in the method of conducting the retail shoe business, and that the brothers of the retail trade may, by the use of a little more stamina, garner a competency in proportion to the extent of their labors.—A. B. Cowley in Shoe Trade Journal.

Improved Systems of Handling Retail Credit.

The word credit in the retail business is a sign to a dangerous road that has led many a merchant to disaster, but a road which must be traveled; for the volume of business exceeds the volume of currency, and the country is compelled to rely on credit to an extent as the world moves on what is called a credit system both by the buyer and the seller, and every successful business house must have a competent credit man, although it be great or small. The small ones do not have sufficient amount of capital to stand many losses. If the proprietor is not capable of exercising proper discretion by refusing those whom he knows to be bad and securing the trade of those who are good, he had better employ a competent man or sell strictly for cash.

There are a few retail men who are successful credit men, for it requires long and constant study of human nature in order to secure and handle accounts successfully, and no set rule can be applied to all men, but each one must be handled according to their custom and station in life. Now, what is credit if not the confidence we have in those whom we trust? Business is founded and developed through confidence.

The lower order of business' methods where a merchant would do all in his power to avoid meeting his competitor and would not think of exchanging credit information, thereby revealing the names of his customers, has been outgrown. Now they go as far as to furnish commercial agencies a complete list of their customers, giving the average amount they buy and how they pay. In former times the merchants considered their competitors enemies and naturally had no confidence in one another, but enlightenment has opened the eyes of many of them to the necessity of mutual help and protection to be gained only through organization.

The wholesale merchant has understood for years the impossibility of conducting his business upon his unassisted judgment alone. He has, therefore, found it wise to take into his confidence men of good business acumen, under large salaries, allowing them additional large amounts to expend for various mediums, which might assist their judgment in correctly determining their credits. That these mediums are not always correct in their reports and conclusions as to the trade is well known; but that they have materially assisted the credit man and have been instrumental in enlarging his field of operation and reducing their annual losses can not be denied.

The reverse, however, has been the lot of the retailer. At the beginning of the year the retailer insures his stock from fire, his city and state licenses and other preliminary expenses must be paid. But when his doors are opened for business he is accorded comparatively no protection, by law or otherwise, against the consumer. In fact, as far as the law is concerned, it seems to hold a special

grudge against him, and instead of getting better, seems to be growing worse each year. Therefore, the business lot of the retailer has been a deplorable one, indeed.

Has it ever occurred to you what salary good credit men command? I will give you some idea by naming the amounts paid to some: One man I know gets \$10,000 a year for passing on wholesale credit. In the retail lines there are recognized credit men whose annual income is from \$2,500 to \$5,000 a year. Just think of one retail firm paying \$5,000 a year for a credit man; that shows how that firm regards the responsibility of their credit department. The largest per cent. of their sales are based upon credit, and they have made a glowing success. Most retail men think you ought to get a competent man for \$15 a week. A credit man that can not command over \$15 a week is not much of a credit man. There is an art and skill in a good credit man that is not given to many. It is true that few retail firms can afford to employ a competent credit man.

Recently there was inaugurated a

system which would give the retail merchant a credit man at a small cost, and it has worked so successfully for those who have followed it closely that losses have been reduced to a small per cent., and are not worth the effort to collect. The accuracy of the system does away with the necessity of a collecting agency, and assistance to collect is only given in such few cases as where a customer was recommended and the merchant is unable to collect from some unknown cause.

In most places there is a strange difference between the wholesale merchant and the retail merchant in their attitude toward their commercial agencies. For Dun's or Bradstreet's agents to lay a book on a wholesale credit man's desk and say, "Here is a large list of people whose credit is not good," would place him in a position to be laughed at. The wholesaler has come to appreciate the value of knowing good customers. The average retail man says that a reference book is a pretty good thing, for it has a lot of bad ones in it and the good ones do no harm. The more good people there are in

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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.

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.

a rating book the more valuable it will be to a merchant, providing he uses it right, and the way to realize the benefit is to solicit the trade of good ones. Just keeping a dead beat list is not near complete, nor is it what you want, for the principle is wrong; you are believing all men honest and entitled to credit until they get on the dead beat list. The proper method is the reverse. No man is entitled to credit until after he has been investigated and found that he has the ability and willingness to pay. The dead beat plan requires you to pay for your experience in too many cases.

A man may apply to you for credit who is just as bad as any you have on your list, but is not there because he has not been turned in by some careless member, or those who have sustained losses happened not to be members.

It is the business of every credit man to know of as many undesirable risks as he can, but his knowledge of desirable accounts will be worth much to him in the end, for his profit is made in good accounts.

You should investigate your cash customers in order to do all in your power to hold their trade and to secure good customers and avoid the bad ones when an opportunity presents itself, for a cash acquisition may wander off to a rival to-morrow, but the credit friend, who is worthy of credit, is not inclined to change his place of trading when proper courtesy is extended, and as a rule he is not a bargain hunter, but appreciates the accommodation of being extended an account and is less trouble to sell.

The largest per cent. of the people pay their personal obligations. If they did not this country would be bankrupt in a short time; but this small per cent. that do not pay their debts will break any man that extends credit recklessly.

The first thing to do when an account is opened is to place a temporary limit upon the amount, the amount of course being determined by the facts at hand concerning the customer's responsibility. After an account has been opened it must be carefully watched; if neglected it may cause you a loss which could be avoided by prompt attention. Your book-keeper should be instructed to notify you when a customer has reached his limit or his account is past due, in order that you can promptly investigate the cause and determine whether or not it is advisable to extend him a larger line or grant him an extension of time, whichever the case may be.

There are few transactions among men that cut so deep into the feeling as an open refusal of credit; and it is equally true that fewer things make warmer friends of a house than an authorized statement that their account is wanted.

Many houses seem to deliberately place obstacles in the way of customers opening accounts and do not observe the different classes and conditions of their customers. The man who is able to pay for what he buys, but desires an account as a conveni-

ence, is independent and will submit to little annoyance and inconvenience; but the man that wants something and has not the money to pay will submit to almost anything in order to secure an accommodation.

The time to ask a customer for reference and such other information necessary is at the time he applies for credit, for he usually expects to be required to give such information. If no credit has been asked for you will have to investigate without reference. However, the worst dead beat can furnish one or two good references, but you should locate the merchants who have sold him on credit, but were not given as references.—J. E. Chilton in Shoe Trade Journal.

How the Sponge Fishers Pursue Their Avocation.

Tarpon Springs, Florida, August 2.—We are now in the midst of our summer rains. The rainy season in Florida generally begins about July 1, but this summer, which has been unusually dry, it did not rain until lately. Now we have it with a vengeance.

This is a town of a few hundred people—perhaps 700—although in the winter the population is larger than now. There are many empty houses at present, but they will all be occupied later on, and it will be hard to get rooms, except at the hotels. The leading industry here is "sponging." Formerly the center of the sponge trade was at Key West, but latterly the most of it seems to have come here, as this is nearer the shipping points and better prices can be realized. There is a good deal of money invested here in buildings, land, boats and other things which help the business and a great many people get their living at this industry.

Before I came here I knew nothing of this and was surprised to see long pieces of road covered with discarded sponges and clippings. I have often seen in the North men using sponges not nearly as good as those they throw away hereabouts.

The spongers usually go out in large boats, with a few smaller ones in tow. They live aboard the larger boats and hunt for sponges in the smaller. These last contain each two men, one of whom sculls the boat, while the other scans the bottom through a glass fixed in the bottom of a bucket. When a sponge is seen it is dragged from the bottom by means of a three-pronged hook, much like a potato-digger. This is attached to a very long pole—say forty or more feet in length. The management of this affair is very difficult and is one of the tricks of the trade. Sometimes these sponge-fishers make quite long voyages. When they return, the sponges, which are slimy, dirty and evil-smelling, are put in a "crawl" or pen and, after being cleaned, are sold to the highest bidder. They then reach the factories, where, after some further handling, they are pressed into bales of about fifty pounds each and then are shipped away. They are previously graded, of course, and the best bring the highest prices.

There are several stores here, but there is nothing unusual in their methods of doing business. In fact, unless one chances to get in a very out-of-the-way place—like one I wrote of a while ago in the Cumberland Mountains—one may travel from San Diego to Spokane, and so on to Boston, and back through Canada, and yet see little in the way of business which he has not seen before. The country is changing fast—becoming more cosmopolitan. Forty years ago I was in Florida. Now all is changed. Then you could tell a Canadian from a native of the United States about as far as you could see him—now, you can not. Last summer I journeyed from Montreal to Sault Ste. Marie and saw but one man in uniform. Fifty years ago one would have seen soldiers at nearly every station.

This seems to be a pretty good place. I expected to be much annoyed by mosquitoes and fleas, but have been agreeably disappointed. The land is poor, but the water is good and plentiful, the reverse of which is true in Southern California. It seems healthful, too, but one can not find just what one wants anywhere. One thing I may say about both California and Florida—no family man has any business in either of those States without some sort of an income.

F. H. Thurston.

A dollar saved is a dollar earned—for the benefit of some fellow that comes along with "a scheme."

Mack the Mechanic



Mack the mechanic, who makes machines, is a man who always says what he means. And you may bet with all your might what he says is surely right. And if you bet you can not lose. For Mack says HARD-PAN are the shoes to use.

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

Write us for reasons why.

Herold-Bertsch Shoe Co.
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Money in Shoes

If you sell the right kind.
Ours are Right in QUALITY, STYLE and PRICE.

"ALL AMERICA" Men's Fine Shoes
"CUSTOM MADE" Heavy Shoes
"MICHIGAN BOY" and "TRIUMPH" School Shoes

Are all Trade Winners and Money Makers
Just let us show you

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WHOLESALE SHOES AND RUBBERS
131-133-135 North Franklin Street SAGINAW, MICHIGAN
N. B.—We furnish attractive advertising matter with "All America" and "Custom Made" lines.

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Do Not Isolate Yourself

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

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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

SILK SALES.**They Are in Excess of Those Made a Year Ago.**

The sales in the silk houses continue to be in excess of one year ago. At present the movement of silks over the counters of the wholesale houses is unimportant, and this is expected. There is no depression in the current demand nor in the future outlook. The sensible merits of the silk shirtwaist suit are becoming widely recognized. The shirtwaist suit will be worn at least through the months of September, October and November, and some silk people are bold enough to express confidence in it more or less for the entire winter. There is no doubt that it is specially suitable for travel. It is worn by people who frequent boats and railroads and the people interested in a visit to the exposition pronounce it unexcelled by wearing it. At first the public accepted it because it had the approval of fashion, but there is no doubt that it has in addition features beyond mere fashion's endorsement. Without doubt, it is more hygienic than a long train is. Women approve of the shirtwaist suit and it is acceptable to the male portion of the family, so that the indications all point to a continued liking for this very sensible and practicable costume.

Just now the cloakmakers are studying the shirtwaist suit. They are anxious to know how long they must make their cloaks for the coming season. Inquiry among the cloak buyers reveals the fact that they have not yet gone much beyond the 27-inch cloak; that is, they fear to accept anything beyond the staple length; but they acknowledge also that there is a tendency to the three-quarter length, and in some sections the full length cloak. If it is correct that the shirtwaist suit will sell late into next season, it is necessary for buyers to consider silks that will sell best.

The general trade is expected to take fancies in taffetas and louisines. Already quite a liberal number and amount of advance orders have been placed for this class of silks. Merchants should not delay too long in making their selections, as it is always true that the more desirable effects go quickly. Merchants who have confidence in the shirtwaist suit as a favorite garment for fall and also in the small effects for the shirtwaist suit will be after the choice patterns. Indeed, many have already made their selections. In the small effects browns, greens, blues and cardinals are still meeting with best success, and all are being selected freely for fall.

The consensus of opinion in retail circles seems to indicate that the present range of silk prices is satisfactory. It is true that some special lots are being offered at sacrifice prices, a fact that is not due to any weakness in the primary market, but to the desire of makers to dispose of any surplus they may have on hand. It is gratifying to learn that the silk manufacturers in this country are adhering to a more con-

servative policy than they have formerly pursued. All of them are not inclined to make all goods only on order, but at the same time there are less wild speculation and fewer extreme views regarding the possibility of a few novelties that have appeared. It is not doubted that we have too many silk looms in America; but even with a surplus it is not necessary to run them all to their fullest capacity. The silk revival is now full fledged, and if good judgment is used on the part of American makers they may expect to have a magnificent silk season during 1905.

In the preparation of fall silk lines, both foreign and domestic manufacturers have taken up the matter of changeable silks, and some of the most effective things produced for fall are either plain or figured changeable effects. It is worthy of note that many of the foreign producers have given wider attention to changeable silks in dark dress goods shades. As lines are further strengthened by additional supply the movement in this direction is certainly more pronounced.

It is very evident to the manufacturers who study fashion conditions that the American people were never in a more receptive mood, as far as novelty silks are concerned, than at the present time. Previous to this year a number of the best makers followed a well-beaten path, and could not be induced to produce anything excepting those silk materials that were well established. The phenomenal success this season of several striking and high-class novelties has changed the opinion of not a few conservative makers. It is safe to say that the market will contain more distinctive novelties than has been the case for five years. These goods will not only please the eye, but they will be manufactured with enough care to insure wear and long service with the consumer. The long predicted and much-hoped-for silk revival is now at hand, and as long as manufacturers can keep real novelties on retailers' counters they may rest assured that the silk demand will continue.

The revived demand for pile goods of various grades for millinery purposes last season is already reflected in the development of millinery ideas for fall. Foreign agents and domestic manufacturers have already booked substantial plush orders; these goods are for millinery consumption. It is a notable fact in connection with this increasing prestige of pile goods that both the high priced numbers and popular-priced lines are called for.

During the reign of present modes in gowns it is hardly necessary to say that many of the soft "cling" fabrics will be retained for evening wear and dressy occasions. At the present moment nothing more than a staple demand exists for fabrics of which crepe de chine is a good representative; but this fabric has proved so satisfactory that retail silk buyers in all parts of the country are keeping up their stocks in a larger line of colors than formerly.

Silk eoliennes, messaline taffetas, messaline and plain and figured chifons, either under their former names or bearing a designation peculiar to this season, are all on the list of materials that retail buyers must consider. It is worthy of note that both dull luster and high-finished fabrics in these lightweight materials are considered desirable by the best trade.

There is no doubt that the shoppers in the city stores are making enquiry more and more for plain silks than they did early in the season. In the beginning of the season fancies for shirtwaist suits had greatest prominence. No other silks competed successfully with fancies a few weeks ago. Now the customers in the cities are asking for plains also. Peau de cygnes, louisines and taffetas are the three plain silks in greatest demand. Those appearing in favor are in satin finish, soft and lustrous. There is an absence of the "swish" in all these silks. The demand for this class of silks is hardly received by the general trade with favor, but the fact remains that a demand for them is here and cannot be avoided. Three colors appear strongest in these silks—resedas, golden browns and all navies. This popularity of the soft silks may not extend outside of the cities for some time. Fancies outside of the cities are strongly leading to date, but the silk counters of popular city department stores are finding the soft silk so strong that a more general and widespread demand may be ex-

pected for them. The present indications point to the general demand being for fancies, peau de soies and taffetas—that is, the demand apart from the cities.

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

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

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

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SHOULD VISIT YOUR CITY
WHERE WOULD YOU BE AT?

Your Stock Accounts and Inventory would all be lost. Let us send you descriptive circular of our

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Modern and up-to-date in every way. A careful investigation will convince you that the Air Line is the only correct system.

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CHARACTER BUILDING

The Unconscious Expression of the Inner Soul.

Who is this character we call man?

The horse is like him in intelligence; the bird is like him in musical capacity; the mastiff is like him in affection. Yet he stands alone in a distinct creation. He has a higher origin than the beasts of the field, higher in plan and structure, higher in ancestry and hope. He is called a palace of sight and sound, carrying in his senses the morning and night, in his brain the geometry of the city of God, in his heart the power of love, and in his conscience the realms of right and wrong.

Let us proceed to analyze him more carefully. The chemist says he is made up of three gases—ammonia, carbonic acid gas and nitrogen. But that sounds too much like bottles, and retorts, and the laboratory. The anatomist says he is made of bones, muscles, and nerves, but that description makes you think of a skeleton. Let us think of him as a bundle of faculties and qualities, and to further classify them we would say these are physical, mental, and spiritual faculties and qualities. Some of them are weak, some strong, some help us, some hinder our power. So we will again classify them as positive and negative. The positive always indicates strength and the negative weakness. And the secret key that opens the gate into the realm of successful man building is found among the positive faculties and qualities.

Before I describe these qualities I wish to make a hopeful affirmation which has encouraged many a faint heart—namely: We all have the germ of all the positive qualities. They are impartially distributed. They are the generous inheritance of the race, but their development depends upon our own exertion. This must be so; otherwise man would be a machine instead of a personality capable of unlimited advancement. All men have flashes of judgment. All men have flashes of generosity, even if the flash is like a will o' the wisp, while others have this quality so cultivated that it shines like a steadfast star.

A man may be obtuse most of the time, while the spring of intuition is hidden by the sand and gravel of bad habits, but if he digs deep enough he will find a flowing spring. Let us think, then, of these qualities as so many muscles which we may harden and strengthen by exercise. The weak ones may be nourished, the strong ones strengthened; but the gates to this garden of man building must not only be closed but locked against all negative sneaks and usurpers, who, like the weeds, will use up the vital force which belongs to a healthy, legitimate growth. If we take time to exercise these qualities we may develop them to a marked degree.

Nature does not pour out her oil from her thousand wells, but requires men to dig and experiment and expose her hidden secrets. A few illustrations may show that boys with

a seeming absence of these positive qualities have become famous by cultivating some of them.

The brilliant Richard Brinsley Sheridan was presented by a tutor to his mother with the compliment that he was an incorrigible dunce, but later on it was said of him his mind was in essence compounded with art from the finest of other men's powers.

Robert Burns was a dull boy and good only at athletics.

Goldsmith speaks of himself as a plant that flowered late.

Prof. Dalzelle, Edinburg University, said of Walter Scott that dunce he was and dunce he would remain.

The mother of the Duke of Wellington said her son was only good for powder.

Let us remember, then, that the material and the tools for developing these qualities are within every one of us.

The relation of these qualities may be illustrated by the geological formation of Niagara. Here is an evidence of the operation of forces that have been working since the world's day dawn. The layers of rock under the rushing stream are the Niagara limestone, Niagara shale, the Clinton and Medinah formation. But under the larger stream of a successful life we always find at least two layers of rock. First, character, and then education. Such foundations will survive the effects of time's effacing finger, and their influence on the race will linger long after the roar of the mighty cataract has ceased.

Let us begin with the lowest stratum, education, as this one always appeals to every normal mind. We have thought to be educated we must be imitators, copyists, and too many lose their individuality and thereby become mental slaves. But true education involves the leading

or drawing out of the positive qualities which the mind already possesses, gained by the filling up and the filling in from the great storehouses of knowledge.

Some have thought that education is kept on tap in the colleges and drawn off in gallon measures, according to the desire and taste of the purchasing student, but most men never enter college and yet they keep up a goodly pace with their college friends in the great race of life. One's education may be broadened and quickened by college training, but the busy commercial world of to-day is now demanding, not the dead languages, but a knowledge that comes from the living and glowing fire of the blacksmith's forge, the architect's pencil and the machinist's chisel. But what shall we study and what qualities shall we proceed to develop?

True education is a work of character building by the qualities of self-discipline when called into action. The secret about the attainment of knowledge lies in our own application and the use of our scattered fragments of time. Thus Ferguson learned astronomy from the heavens while wrapped in a sheep's skin on the Highland hills. Stone learned mathematics while working as a journeying gardener, and Hugh Miller taught himself geology by working as a day laborer in the quarry.

But you say, "I shall not need astronomy or geology, I want to study according to my own plans and aspirations those subjects which will help me to carry out these plans. The ornamental attainments and so-called accomplishments I have no time for." And yet to-day we may study the outline of the sciences, if nothing more. Herbert Spencer says: "The wage worker should study along these scientific lines, for all science is but organized knowledge." Pro-

motion and advancement are sure to come to the diligent student whose mind is ever open to the discoveries and achievements of progressive science.

The relation between education and character is as close as between the rosebud and its fragrance.

Drummond says: "The greatest thing in the world is love." It is surely one of the greatest motive powers; but only one. Character is a composite power including all others. It is the invisible thought which influences others. It makes life worth living, for the greatest characters have always exerted the greatest influence.

A man may have a stainless character and live like a hermit of the desert, in complete isolation from society, but character as I shall use it is that magnetic force of manhood and true womanhood born of a combination of the positive qualities—mental, moral, spiritual and physical—the natural product of which is the power to influence others.

The saddest spectacle is a lonely man who is perfectly satisfied in his absolute loneliness, for he has failed to realize that life is not assimilation alone, but the radiation of the best that is in us. We are here, not to be amused with transient toys, but to serve. Character building is, therefore, not a stuffing of knowledge and leaving out the moral training, for that would be qualifying him to be a gifted criminal. Character can not help pervading one's life and the life of others, for it is the unconscious expression of the inner soul. It is formed in the world of our thoughts, and we must go there to influence others. He who is master there is master everywhere. The fountains of character have their untrodden springs in the caverns of the world of thought.

IF A CUSTOMER
asks for
HAND SAPOLIO
and you can not supply it, will he
not consider you behind the times?

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.

Of the qualities which constitute a strong character I can name only the most fundamental. Industry has to do with the great toiling classes and masses, who are our safeguards and protectors. I believe they should be called the ruling class, and in the social economy of the future, in the golden age that is to be, the laborer will be crowned king.

Industry can be called the touchstone to wealth. Genius is but another title for skilled labor. It is the power of making effort and is but labor in disguise. There is no secret too deep for industry to fathom, no ascent too steep for industry to scale, no territory too large for industry to explore, no problem too intricate for industry to solve. The lonely coral worker leaves his stony casket in the coral reef, and by the skillful hand of the sculptor the coral limestone becomes marble and on a lofty pedestal in some city park nature is given a voice with which to speak by the magic hand of industry.

As you can trace every sound to a vibration of air, every tick of the clock to some central spring, every brooklet to some spring in the hillside, so we may trace the achievements of men to this all dominant and commanding quality of industry.

Perseverance is an offspring of industry, and energy is its motive power. Enthusiasm and purpose give it direction, while thoroughness and concentration give it power.

Self-reliance may be called self-determination, and that means the assertion of the individual will of man.

What a power this is in the building up process. Its absence indicates death. We sometimes call it ambition, or the harnessing of all the mental faculties. But what a quality to develop and train!

Unaided and alone it takes the iron ore from the mountains and makes it into cast iron and steel, until it becomes a highway of commerce. It may then hold up the bridge that spans the chasm. Then by putting electricity into it it becomes a messenger of the human voice. It has been changed from valueless ore by the hand of self-reliance.

Doors are open on every side to new realms of power, and will be entered when self-reliance shall say the word. It dares to face the king on his throne, as did the Huguenot potter in the time of Henry VIII., who said to the king: "I say unto you in royal phrase, neither the guises nor all the people, nor yourself, can compel a humble manufacturer of earthenware to bend his knee to a statue." Chrysostom, when threatened with death by Eudocia, the empress, sent word, saying: "Go tell her that I fear nothing but my past sin."

Self-reliance always stimulates courage, and is the undercurrent of prophets and reformers. It tunnels mountains and levels hills, against the conservative opinion of the wisecracks. It enabled Cyrus Field, in defiance of the ignorance and opposition of his day, to make it possible for the President to talk with the King of England. It is twin brother to self-

control, and gives a serenity and poise to every human soul, making one's own birthright to be chosen above titles and kingdoms. It has given us a Franklin, who harnessed the lightning to a kite string, and a Bunyan whose prison walls compelled him to write an allegory which has wreathed its author's head with fadeless laurels.

Self-reliance took a Newton, who once sold cabbage in a Grantham market, and made him a teacher of modern philosophy. It took a Lincoln from a boyhood of extreme poverty and hardship and made him a nation's chieftain. It took the boy Edison, at whose homespun garments Boston once laughed, and enabled him to utilize the hidden forces of nature and make them obedient to his will.

If you have followed me closely you have begun to realize that self-education and man-building must require a strong vital mentality, a quickened mind to set these dynamic powers working and keep them busy. This power you will call suggestion. It is the lever of the mind which turns on the electric current and enables the man to say: "I can be what I will be." We can then reach out to every virtue and clasp it as a precious jewel and make it a part of our being, by thinking ourselves into it constantly and resolutely until this steadfast thought realizes itself in the thing we wish. This is called auto-suggestion, or the operation of self on self, which the greatest scientists have verified. It is as natural as the unfolding of

blossoms on a growing plant. It is the north star in our mental sky from which we take our latitude and longitude. The science which shows us how to start and steer the all-consuming force is suggestion.

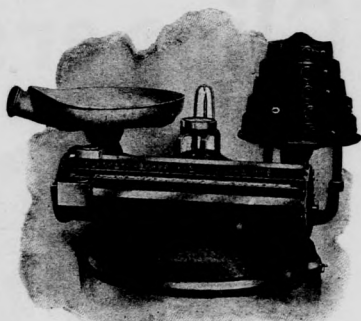
The semi-scientific world at first ignored it, while the ignorant had clothed it with fantastic shapes and forms. But such a subtle power has enabled many men to thrill their fellowmen with an enthusiasm which led them on to victory. Yet it is not confined to the statesman or scholar, to the general on the battlefield or the soldier behind the gun, but may be cultivated by the carpenter planing a knot or the shoemaker sewing a welt.

Call it what you will, it is both the architect and sculptor in this business of man building. It plans and chisels and polishes these stones of purpose and tact and honesty. Truthfulness, judgment, benevolence, patience, fortitude, and kindness all find their proper place in the temple of shining virtues in this great superstructure of man building. Let us remember that it is in the crucible of life's activities, its needs and its duties, its sorrows and its joys, that every human being is drawn out and educated and built up for weal or woe.

A. F. Sheldon.

Street Railroad With One Car.

North Dakota owns a street railway at Bismarck to carry members of the Legislature to and from the capitol. But one car is owned and operated in the system.



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.

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

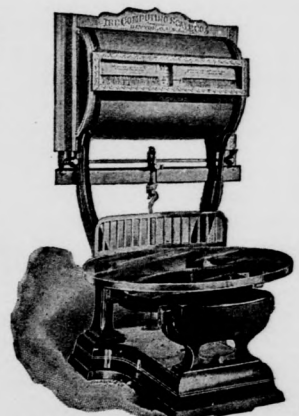
We build scales on all the known principles: Even Balance, Automatic Spring, Beam and Pendulum, all of which will

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Computing Scale Co.
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Distributors



No. 63 Boston. Automatic Spring



Some Reasons Why Hardware Dealers Should Co-Operate.*

I greet you to-day at this, our tenth annual convention, and it is a pleasure to me to say, upon looking over the representative hardware dealers throughout the State, that our membership has increased, perhaps not to the extent that we could wish and had reasons to expect, but, compared with other states, our ratio of increase has been such that we see no reason for discouragement.

It is not always well to look backwards, but, in this case, I am obliged to, for the reason, I am pleased to say, that I was one of the charter members of the Michigan Hardware Dealers' Association when it was first organized and, on looking over this gathering to-day, I can see before me the majority of the organizers of this Association. There is due these gentlemen a credit which shall never be forgotten, for, through the combined work of our Association and the National Association, the hardware business to-day is on a higher basis than it has been for the past number of years, and I do personally believe that if there had not been association protection the catalogue houses would be doing one-half of all the hardware business that is being done in Michigan to-day, but, as it is, my estimation is that they are only doing about one-fifth, and that is only a drop in the bucket towards what they would have done if it had not been for the protection we have gained through association work. You know in union there is strength, so let us, each and there is strength, so let us, each and every member, take hold and lift and not stop until we have secured every retail hardware man in Michigan to become a member of the Association.

We have in round numbers 1,700 hardware dealers in Michigan. Think, for a moment, gentlemen, of the undeveloped power within our ranks that only awaits the magic touch that will bring us to a full realization of our strength.

We are sometimes asked, What is the Association doing? I confess that to give a satisfactory answer to a dealer who has never attended an Association meeting is sometimes a puzzle, but give us anywhere near the membership to which our work entitles us and this question would never be asked.

If any member is not satisfied with existing hardware conditions let me tell him there is a remedy, and that remedy's name is "organization." This is an age of organization. The jobbers, the manufacturers, the catalogue houses—and in many localities even our customers—are organized. Can we successfully combat single-handed this array of organization? A great deal has been accomplished

along association lines and yet I am sure it is only in its earliest infancy and that the next two or three years will witness a great increase in membership and general interest in association work.

No doubt, you have often heard hardware men say, "What benefit do we receive from the Michigan Retail Hardware Dealers' Association?"

Here are your lien laws, your garnishment laws, and one of the greatest dangers that threatens the retail interest in this country, the parcels post movement, fathered by the catalogue and mail order houses. You will all agree that if it had not been for the good work of the various hardware associations throughout the United States, the catalogue houses would be distributing a parcel weighing 50 pounds to a farmer's house for 15 cents and money returned without any extra cost; in other words, our mail cars would be turned into freight service cars, but, as it stands to-day, I think this will not occur in the next generation. When it came up before Congress the catalogue houses found out that there were other business men in the field besides themselves, when they ran up against the different associations throughout the United States. The defeat of the parcels post bill is largely due to our National President, Mr. Bogardus, and Secretary Corey, who so ably presented this subject before the National Hardware Jobbers' Association at Atlantic City.

While we are talking about benefits, here is the simplest of all, and that is our insurance protection. That alone will save you many times the cost of belonging to this Association, beside all the other benefits I have already mentioned.

One of the greatest evils that has been overcome to a great extent is the manufacturers and jobbers selling direct to the consumers. The jobbers to-day are looking after the merchants and the merchants after the retail trade. This makes it pleasanter for both the jobbers and retailers.

In speaking of the jobber, the jobber is the retailer's best friend. How many retailers would there be in business to-day if it had not been for the support of our jobbers? We can not get along without the jobbers any more than they can get along without us, and while there are those who are willing and anxious to help us, there are others who hurt our trade and furnish goods to the mail order houses.

Now, brother hardware men, begin to wake up and do not talk so much about Sears, Roebuck & Co. and Montgomery Ward & Co. and what they are doing in your territory. If you will talk one-half as much about the Michigan Retail Hardware Dealers' Association as you do of these catalogue houses you would be making money instead of advertising someone else. The more my competitor talks about me the more I will be advertised.

During the past two years the success of the Association has largely been due to the faithful services of our Secretary, A. J. Scott. As Pres-

ident of the Association it has been a pleasure for me to assist him in his work. I wish to extend my most hearty thanks to all the officers of the Association for the kind assistance they have given us to help put the Association where it stands to-day.

A Hero of Long Ago.

Paul Sharp, a locomotive engineer, who died a few days ago at Altoona, Pennsylvania, aged 74 years, was one of the early railroad heroes, figuring in an incident that gave him a national reputation.

On the night of November 14, 1862, a freight train that he had pushed up the western slope of the Allegheny Mountains as far as Lilly, with his engine, ran backward, down

the steep grade. The Philadelphia express was two miles away at the foot of the mountain. Sharp, after forcing his fireman off his engine, ran out to meet the runaway train and while he did not stop it, no one on the passenger train was seriously hurt.

The passengers, believing that he had saved their lives, presented him with a gold medal; the company gave him a sum of money and the board of directors passed resolutions commending his bravery, which were engrossed and framed for him.

Too many sermons are aimed at pocket books instead of at hearts.

A mean man never seems to tire of trying to lower his record.

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.

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.

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.

*Annual address of John Popp, President Michigan Hardware Dealers' Association, at tenth annual convention.

The Retail Hardware Dealer As An Educator.*

I have taken the liberty of changing the subject assigned to me somewhat, for the reason that, as this is a convention of hardware men, the same would cover too much scope and would apply to all retail dealers. Therefore, I will treat the subject from a retail hardware dealer's standpoint, and will consider the same under the head of "The Retail Hardware Dealer As An Educator."

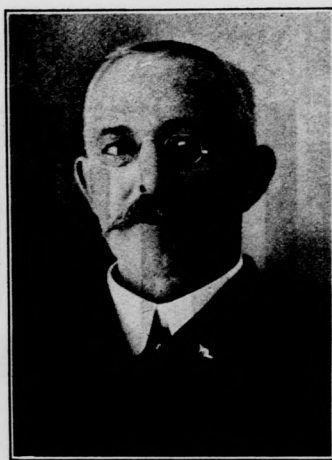
The first industry in which mankind engaged was that of agriculture. Man, with his flocks and herds, was placed upon the earth, in the midst of the beauties of nature, and it was from its bounties that he was enabled to sustain himself. In his primitive state we find him roaming the fields and the forests, subsisting on the things provided by the bounties of nature, with no covering for his body and no shelter save the canopy of heaven. As time passed on and the earth became more thickly populated, he gradually arose from a primitive condition and found that his needs were far greater than could be obtained from the things about him. Hence the great industries of manufacturing and commerce were developed. Man, by his ingenuity, has utilized the things provided by nature for his benefit and comfort.

The products of the forest he has converted to his use in the construction of houses and barns for shelter. He has tilled the soil and caused it to bring forth food for his sustenance. He has dug into the bowels of the earth and brought forth the materials deposited therein for his use. By evolution he arose from the primitive condition that he occupied and to-day we find him an intelligent being, with his faculties developed, a useful member of society and the noblest part of the handiwork of an all-wise Creator.

In my opinion the retail hardware dealer has done as much, if not more, to bring mankind up to the high state of civilization it has attained than any other agency. All over this broad land of ours we have immense factories, with millions of dollars invested, employing thousands of skilled workmen making articles for the use and benefit of mankind—factories producing refrigerators, sewing machines, cutlery, tinware, enamelware, agricultural implements, house furnishings of improved type and labor-saving appliances for the farm, workshop and the household. These immense institutions are employing master minds in bringing out new ideas and inventions, and are expending large sums of money in perfecting and improving their products. The retail hardware dealer is the distributor of the products of these great factories, and is the one who teaches the people how to use them, thereby educating them in the art of living in a modern way and consequently lessening the burdens of life. Every hardware dealer and salesman should inform himself thoroughly in regard to the articles he sells, that he may intelligently instruct his

customers as to their quality and use. As far as possible he should have a technical knowledge of the materials of which his wares are composed and be able to explain, in a clear and intelligent manner, the methods of their construction.

Specialties—Every staple article commonly found in a hardware store was at one time a specialty. Some master mind had conceived an idea, thought about it, dreamed about it, experimented and finally brought out an article of merit; crude, perhaps, at first, but by patient industry perfected, and then placed on the market. It may have taken years of energy and toil to bring the article to perfection, but it remained for the retail hardware dealer to bring the same into general use, for the benefit of all mankind. When the specialty man calls on you with his wares do not "turn him down" but thoroughly examine what he has, and if, in your judgment, the article has merit, and you see where it might



be useful to any of your customers, order a sample, familiarize yourself with its construction and use, and before you realize it that specialty will become a staple article with which you will not have any competition and upon which you may realize a living profit.

It is in this way that the retail hardware dealer has become one of the greatest educators of the day. He has educated the farmer into the use of improved machinery on the farm, thereby doing away with the drudgery of farm life and giving himself and family better opportunities of improving their minds in the attainment of useful knowledge. He has educated the housewife so that, instead of using the old-fashioned fireplace of our grandparents, with its swinging crane and cumbersome iron pots and kettles, her kitchen now shines with the elegant planished steel range, with its shining nickel trimmings, handsome enough to grace a parlor.

Catalogue House Competition—At the present time it is up to the retail hardware dealer, to a certain extent, to educate his customers to abstain from patronizing the catalogue houses. There is no greater menace to the industrial welfare of the agricultural districts and smaller towns and villages than the present catalogue house competition. If the

people are to be supplied by these agencies it means, to a certain extent, the depopulation of thousands of thrifty villages of our country, which have become beauty spots upon the face of the earth and are filled with an intelligent and happy people engaged in the business of supplying the necessities and luxuries of life.

It is our duty to impress upon the minds of our customers the importance of purchasing their goods at home. The question arises as to how we can do this. In answer I would say: Talk quality, get the reputation of selling good goods and keep it; get the reputation of buying goods for cash, and keep it; get the reputation of being a good collector, and keep it; get the reputation of being honest in your dealings with your customers, and keep it; get the reputation of taking an interest in the public affairs of the community in which you live, and keep it, and, last, but not least, provide yourself with the latest catalogue of your great competitors, keep them on your desk, familiarize yourself with their contents and when your customers spring Sears, Roebuck & Co.'s or Montgomery Ward & Co.'s prices be ready to combat their arguments, using for your defense the weapons of our enemies. Our customers need to be educated to the fact that the largest part of the stock in trade of our enemies is goods of an inferior quality, such as job lots, seconds and goods of imperfect manufacture. While the descriptions of them may

be perfect, the prices asked for them are much more than they are worth. They should also be educated to the fact that if their trade is to be diverted from their home town to the larger cities we must necessarily abandon our occupations and homes and many of us become tillers of the soil. Inasmuch as the catalogue houses are educating the people in the use of cheap shoddy goods, goods of an inferior quality, which in time will tend to lower the high state of civilization to which we have attained, let us take it upon ourselves to counteract their baneful influence and educate our people in the use of goods of a higher quality and of standard manufacture, and purchased from the home merchant, who is always ready to make every wrong right and who, when called on, is always ready to respond to the demands of charity, pay his taxes, maintain the schools and highways, who supports every possible enterprise which tends to improve the community and who has done his part towards making this country the grandest and noblest country of the universe.

Two Truths.

"One of the most important things in life, my son," said the father, "is to know when to grasp an opportunity."

"And another," said the wise son, "is to know when to let go of it, I suppose."

A stitch in time saves nine—but it has been known to shorten life.

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.

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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.

*Paper read at tenth annual convention Michigan Hardware Dealers' Association by J. H. Whitney, of Merrill.



When a Girl Should Have a College Education.

Written for the Tradesman.

The beginning of the school year is almost upon us, and in thousands of homes throughout the country the burning question of the hour is the education of the girls. In a way this is one of the penalties of progress. Time was when any old thing in the way of a Female Seminary or a Refined School for Young Ladies was considered good enough for a girl. Education was looked upon somewhat in the same light as measles. If your daughter caught it, it was well. If she proved immune, and it passed over her without striking in, it was no discredit to her. We have changed all that. Maud is to the front now. Maud must be educated, and so her family resolves itself into a committee of ways and means and wheres.

There is father, whose own education was gained in office or on the street, but who American-man-like is determined that his daughter shall have the most expensive schooling that money can buy. There is mother, who speaks of the higher education of women in awed women's club tones, as if it were some kind of a fetish, and there is Maud herself, who has heard glowing accounts of college girl larks and who thinks it is swell to go off to school anyway. All the different views converge at one point, however, and that is that Maud shall have all the advantages of education, and so pretty soon there will be a packing of trunks full of new clothes, and the girl will start forth in search of knowledge which we all seem to think can only be found away from home.

No phase of our national life is more touching, and for my part I never see the hordes of fluffy headed school girls who are scurrying all over the country to high-priced and pretentious universities and colleges without wishing I could send nine-tenths of them back home to their mothers. If only girls were sent off to college who had displayed a peculiar and unmistakable Minerva-like quality of intellect, or whose passion for study and research had already marked them as predestined and fore-ordained from all eternity to be school ma'ams, it would be an admirable arrangement. Neither would there be any objection to it if only rich girls, to whose parents the expenditure of a few additional hundreds per year made no difference, were sent away from home to be educated.

The pathos of the thing comes in when you see the sacrifices that poor people make to send their girls off to school, for Maud's going to college means that her father will have to work a little earlier and a little later and a little harder, that her mother will have to do without a servant and turn again her many

times turned gown and put up with countless little pinching economies—and all for the sake of educating a girl who is not going to set the river on fire after all.

There is still another side to this question. Beside the material sacrifices a family makes in sending a girl off to school, there is the other sacrifice, none the less bitter, of being parted from her during all the formative years of her life and having her grow away from you. Other people influence her. Other people form her tastes. She takes her beliefs, she gets her opinions, she imitates the habits and the manners of others.

Send a girl off to college for four or five years, and when she comes home there is no other woman in all the world who is such a stranger to her as her own mother. They have to get acquainted again on a new basis, and the very closeness of the relationship between them makes an almost insuperable bar. Mother naturally thinks that Maud ought to show deference to her judgment. Maud is unconsciously patronizing in her attitude towards the mother who has not had the advantages that she has had. The women with whom the girl has been most closely associated for the last four or five years—and that is a big gap in a short life—were women who were eminent as scholars, art critics and musicians and who were polished and traveled. Beside these women's opinions her mother's views seem crude and vulgar, and the price of the mother's heroism in educating the daughter above her is to make the daughter ashamed of her.

"Don't send your daughter away from you to school," I heard a woman say fiercely. "I sent my daughter off to college. She was away from me for five years, and when she got back we were completely out of touch with each other. We had not a single taste, or a thought, or a habit in common—not even the same religion. I tell you, a back yard full of diplomas and college degrees would not pay us for all the pleasure and happiness we miss in not being companions."

Another mistake that parents make is in cherishing the fond but fallacious belief that the fashionable school is the ante-room to fashionable society. Plenty of poor people in very moderate circumstances strain every nerve to send their daughters to expensive and exclusive schools in the hope that they will make acquaintances and form connections with rich girls that will launch them in the social swim and enable them to marry millionaires. Never was there a greater error. School friendships are proverbially brittle, and no matter how intimate Gwendolin Dives and Mary Jane Lazarus have been during the years they have desked together or roomed together, graduation day sees the separation of the rich lambs from the poor goats and each goes its destined way. If the rich girl is good natured and generous-hearted an invitation or two may reach the poor girl for an omnibus party, but these

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

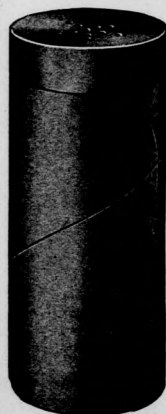
MAKE BUSINESS

WHY?

They Are Scientifically
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Make Anything That Sifts?

We make you your first profit by saving you money.

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Makers of

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

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

soon cease and the poor girl can only follow her wealthy friend through the medium of the society columns of the papers.

Nor is this the worst of it. The poor girl has had habits and wants developed in her that she can not gratify. She has been taken out of her own sphere, and she finds the doors of the other sphere shut in her face. She has been given automobile tastes, when she has to walk, and there is nothing left for her but a life filled with envious and bitter repining at her lot or else to become one of the despicable, sycophantic women who cling on frantically to the outer edge of society by their teeth.

Because, however, I think it is generally a mistake to send a girl away from home to school unless there is some particular reason or she has manifested unequivocal earmarks of genius, let nobody say I oppose the higher education of women. I do not. I believe in it. I do not think a girl can get too much knowledge or be given an education that is too broad and too deep and too comprehensive, but I do think it is time to use a little common sense in the matter. I am tired of seeing swell-headed girls come home to patronize their fathers, who bring nothing back with them in exchange for the thousands of hard-earned dollars they have cost but a college yell and their college colors and a flimsy pretense of Bohemianism. I am tired of seeing mothers sew themselves to death to give a girl an education that teaches her to be nothing but dissatisfied and to yearn for the luxuries she can never have.

The best education we can give any girl is that which fits her to do her part in life. When we talk about education we mean it narrowly in the book sense. Yet the most forlorn and helpless people on earth are those who know nothing but books. The most highly educated woman I ever knew was the most incompetent wife and mother. She was a prodigy in mathematics, but she could not keep the butcher bill within limits. She could speak half a dozen different languages, but she could not manage a cook in any one of them. She had a vast knowledge of chemistry, but she never had a bit of bread in her house that was fit to eat. She knew all about the germ theory, but she let baby die because she did not keep its bottle clean. Theoretically, she was educated. Practically, she was an ignoramus.

An educated man is one who has knowledge that will enable him to earn his living in some profession in which muscle is subordinated to brain. A woman's education has to be even more complex, for, except in rare cases, she does not choose a profession and bend all of her energies to acquiring that. A girl is the unknown quantity in life and she must be educated not only to meet her own requirements, but those of her possible husband, but whatever else she needs to know there is one thing certain—she is going to need to know the things that pertain especially to her own sex.

It is the fashion to utterly ignore this, and yet a knowledge of how to keep house, and how to sew is about the most important that Maud can be taught. It is because these things are so seldom considered in the education of girls that there are so many ignorant, thriftless, incompetent wives thrust on young men and so many wretched homes and broken and discouraged men. As long as a girl can have the education in books furnished by every town and hamlet, and the magazines and papers and cheap books of the day, and her mother can teach her the profession of domesticity, nobody need grieve, as so many parents are doing, that they can not give their daughters the advantages of education. The girl has got all she needs and a trade to boot to fall back upon if she needs to make her bread and butter, for the market of the world is over-supplied with lectresses and authoresses and poetesses, but it is eternally short on competent boarding house keepers and good seamstresses.

Besides which there is no use in worrying about the girl if she is a genius. Genius makes its own way.

Dorothy Dix.

Exercises for Health.

For almost every person under fifty, and for a great many people over fifty, exercise is the nearest approach to a panacea for bodily ills that has yet been devised. Causing the body to move and stretch and push and pull makes the blood circulate, the liver do its work and the nerves pick up their dropped stitches. An excellent time to exercise is before breakfast. Neither man nor beast, as a rule, goes to sleep hungry. During sleep there is little waste or energy. On waking there is no immediate demand for replenishment of lost tissues. Furthermore, the long sleep has left the nerves and the digestive apparatus dull and leadened. To sit down to a heavy breakfast within fifteen or twenty minutes after getting out of bed means that the stomach receives food which it does not need and will not readily digest.

A little shaking up before breakfast arouses the vitality and consequently makes the appetite and digestion better. That means better work done during the day. If a man can get away from work in time to get additional exercise during the afternoon he will have a better appetite for the evening meal and more power to digest it. That will mean better sleep at night. Many a man has succeeded in the world without paying any attention to his body—Joseph Chamberlain, for instance. But such men would probably have succeeded more easily and certainly with more pleasure to themselves if they had taken care of their bodies. A strong mind is certainly stronger and more enduring in a healthy body than in a sickly one. The best way to keep the body healthy is to use it.

What a Search of the Store Will Reveal.

Have you ever given thought to the real value of a walk about the store when you have your eye peeled for sleeping stock?

You know how the proprietor becomes the only man in most stores who cares whether the stock is kept sold up or not.

Sometimes he loses interest or thinks he has not the time to go into the byways and hedges and the stock begins to accumulate and depreciate.

No matter if you have one or two good clerks who seem to take a real live interest in things, you will find that the moment you relax your vigilance things go to loose ends.

Search the store for sleeping stock at least once each day.

You will find something new every time you make the rounds.

Over there is a spot under the counter where just a few of a certain article are slumbering.

Some clerk probably laid them there, expecting to come back and clean up the lot later.

But he forgot.

There are probably a dozen such spots in your store now. It is your business to see that they are cleaned.

A certain merchant who to the writer seems to be a first class hand at merchandising makes a thorough investigation of his store every morning.

He begins at the front and works his way through into the back room. There is a place for everything in that store and with everything in its place his investigation is more easily made than would otherwise be the case.

Once each week he goes into the stock room in detail, taking a clerk with him in his rounds in order that the work be done with accuracy and speed.

There are some things that escape him, yes.

But he is a long ways ahead of the merchant who never searches the store. His stock is in elegant shape compared with the stock of the average retailer.

He has less to charge to depreciation than the man who is not so critical and so industrious.

But, you say, that takes too much time.

You mean it takes much time, not too much.

What are you there for? If that store is worth running, it is worth running right.

The retailer who makes money must look after his stock like a hawk. It is the big leak of all the leaks we read so much about.

If you have to do this after the store closes at night or before it opens in the morning, it will pay you. Do it anyway.

The solution of the catalogue house problem is not in a wild endeavor to keep the catalogue houses from getting goods. It is in good store-keeping and industrious work by the regular retailer.

What you lose in margins or percentage of profit make up in what you save at the other end. The money you make by stopping leaks in the store buys just as much as the money you once made in longer margins.—Commercial Bulletin.



**Golden
Essence of Corn**

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

Karo
CORN SYRUP

The Great Spread for Daily Bread.

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

CORN PRODUCTS CO., New York and Chicago

ROAD TO RUIN.

It Follows in the Wake of Pierpont Morgan.

Only a year ago an English writer in comparing the careers of the late Cecil Rhodes and J. Pierpont Morgan described the South African diamond king as a man who thought in continents and the American millionaire as one who meditated in hemispheres. Wall Street chroniclers at that time were hard pressed to coin phrases adequately large to describe the colossal American genius, which in a comparatively brief period had built and floated a fleet of corporations having an aggregate capital of nearly nine billions of dollars, or more money than was ever coined in the history of the world.

To-day the pendulum has swung to the other extreme, with declarations freely made that the Morgan star is falling, or has already fallen. Perhaps the truth will be found between these two extremes—one the expression of the radical and the other of the conservative element of public opinion. But a review of the Morgan enterprises that are in distress or have foundered during the last year or more bears a vivid resemblance to the review of a Russian naval campaign.

That this parallel is not an exaggeration is shown in the fact that the losses as represented by the shrunken values of Morgan creations reach the stupendous total of \$750,000,000, all of which has transpired within two years, and all of which can be easily verified by following the trail of disaster that really began with the United States shipbuilding expose less than a year ago.

Other verifications may be had nearer home by sauntering up New York's Riverside drive and over what is known as the millionaire district of the metropolis, and noting the number of handsome residences that have been temporarily or permanently abandoned while their owners are trying to weather the tempest that has shaken the United States Steel corporation, the United States Shipbuilding Company, the Atlantic shipping trust and kindred combinations from their moorings.

A few days ago the writer accompanied a well known corporation lawyer through the millionaire district and, during the course of two hours, the latter pointed out nine different homes which were boarded up and tenantless save for the caretakers. As the lawyer had played and still plays an important role in the dramatic revelations attending the shipbuilding investigation, and is perhaps better conversant with the causes and effects of the sudden and sweeping shrinkages of corporate values during the last twelve months than any single individual in this country, his comments during the excursion were significant.

Pointing toward a handsome stone mansion which is one of the attractive features of the drive in the eighties, he declared: "There is a house which cost nearly half a million dollars three years ago when it was built by one of the largest in-

dividual stockholders in the United States Steel corporation and several other enterprises which came into existence with the advent of the Morgan system of combining industrial properties and thereby eliminating competition. It is not generally known that the owner of that house is one of a dozen reputed millionaires in this city who have been buried by the sudden and persistent dwindling of their fortunes. Only a few days ago that house, which was intended by its owner as a sort of monument to his name and as a home for his children, was plastered with a mortgage that will only be scraped off when the mortgage is foreclosed."

"What is the reason for the loss of confidence on the part of the public in the so-called Morganization of capital and industries?" was asked.

"The real reason," was the reply, "has never been told, to my knowledge. But one need not go into the matter any farther than the organization, or rather reorganization, of the Southern Railway some years ago. That was the initial feat accomplished by the Czar of American finance."

In that instance the railroad properties under Morgan control were given a certain paper or fictitious value at the time of the organization. The territory tapped by the Morgan lines was rich in undeveloped resources and possibilities. It did not take long for the properties to reach the value given them on paper.

"This scheme was a pronounced and acknowledged success from the beginning. But as soon as the system was applied to industrials it was foredoomed. Why? Because, in the first place, the steel trust, as well as the Atlantic shipping trust, and the Shipbuilding Company, was launched at a time when the country was experiencing a phenomenal boom. They were launched on the high tide of prosperity. It has been ebbing for a year or more, and the ebb was not foreseen nor provided for. In the second place, no one has ever essayed to monopolize any industry and succeeded. It is impossible to corner a national industry or to eliminate industrial competition entirely. Leiter tried it, as did Cudahy, Phillips, Price and Sully, and all of them failed. That is the rock upon which the Morgan idea has gone to pieces."

Startling is the only term with which to describe the contrast between the present sojourn of J. Pierpont Morgan abroad and his triumphal progress through Europe two summers ago. While to-day his movements are only vaguely chronicled and but little noticed by the general public, the only extended notice given him in the public prints being in connection with his completion of the Panama canal deal, two years ago his milestones through Europe were thrones. From the moment he embarked from American shores every foreign combinable interest was plunged in a fever of apprehensive expectancy. By way of a prologue to his vacation at that time he put the finishing touches on the formation of the Atlantic ship-

ping trust, which was proclaimed when announced as the Waterloo of British marine supremacy.

This was the first act. It was declared a masterpiece. It astonished an international audience. America in the proscenium watched and smiled, or laughed. America was used to sensations. Europe in the foyer gasped and looked around. J. Pierpont Morgan had the stage. His next act was hardly less interesting. It was a scheme to construct a new underground railway system in London. Millions were involved. Viewed by the general public these two acts were only curtain raisers to the scene of the American magnate in private audiences with the English king and German emperor.

Returning from the continent to London he was described as passing the time quietly—buying a new London mansion, lending his costly tapestries to be hung in Westminster Abbey, and being the observed of all observers during the coronation ceremony.

To-day the casual reader has no knowledge of the whereabouts or doings of the former idol of one hemisphere and bogy of the other. It would be neither fair nor correct to say that Pierpont Morgan is no longer a predominant figure in finance. But it is daily said and repeated that his word is considered by the investing public to be as much of a liability as an asset. Any such statement would have been heresy and schism two years ago.

The writer made a canvass of the

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

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

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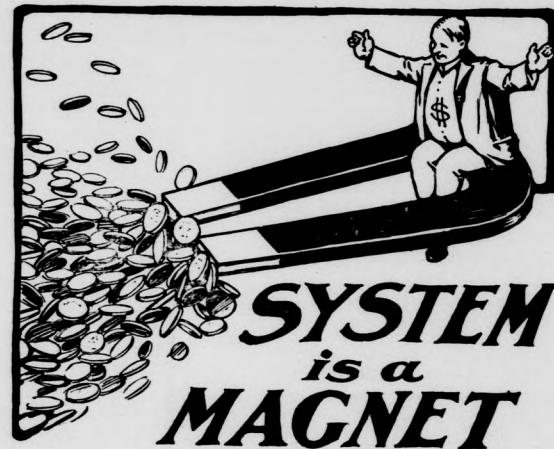
The season is now at hand for these goods. Full line

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Lamson Systems draw the cash to the central desk, at once centralizing it and permitting an absolute check.

Lamson Consolidated Store Service Co.

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financial district in order to determine the exact standing of J. Pierpont Morgan as a financier and power in the money world today. Among a jury of twelve representatives of the businesses and professions—men of acknowledged conservatism—the following verdicts were rendered as to the present status of the American Napoleon and his monopolian campaign.

A millionaire—He has raised this country to a sovereign place in the financial world. He still has the confidence of the classes, but not of the masses.

A banker—The Morgan school has let out.

A broker—Among small investors his word is not a sufficient guarantee in itself to encourage them into placing their money as he might recommend.

A lawyer—It would be impossible for Morgan or any other man to organize to-day a concern of any such magnitude as the \$1,000,000,000 trust.

A curb broker—The public is extremely timid when it comes to investing, or even speculating, in properties akin to the steel and shipbuilding trusts.

A stock exchange official—We are experiencing a reaction from over-capitalization.

This summarizes the general opinion of Morgan methods and the man behind them. As evidence of the potency of Pierpont Morgan among financiers it was noticeable that among those who expressed themselves none was willing to have his name mentioned, notwithstanding his readiness to express a private opinion. It also was noticeable that these impromptu jurors had only the highest esteem for the great amalgamator as a man—their verdicts being rendered upon his judgment as a financier of the first magnitude. His personal credit, it was the consensus of opinion, has never been impaired, even by the darkest pages in the history of the United States shipbuilding proceedings.

Exactly when did the Morgan star begin to wane? When did investors begin to view askance the firm which in the winter of 1901 forwarded to certain men of immense wealth a circular stating in the fewest possible words that a syndicate was being formed to finance the United States Steel corporation? Besides the mere announcement and the terms upon which subscriptions would be received, there were no promise and no guarantee contained in the circular. Yet the response which it evoked was the most remarkable demonstration of the asset value of a name in the entire history of finance.

He issued another circular a year later, detailing in a few words a plan for organizing the North Atlantic Shipping trust and soliciting subscriptions for \$100,000,000. Still his word as an asset was unimpaired. For the frenzy with which even millionaires besieged his office for an opportunity to subscribe to the syndicate was one of the most amazing spectacles ever witnessed in Wall Street. Then came the creation of the \$400,000,000

Northern Securities Company to finance the Northern Pacific and Great Northern railroads and thereby eliminate competition between those great parallel lines. It was easily done and the enormous capitalization was readily assured.

Three months later the country began to see that the Northern Securities Company was conceived in error and delivered in violation of the Interstate commerce law. This opened the public eye to the vicissitudes of the steel trust. As out of a clear sky these two bolts fell upon the trustmaker. Against his own and the judgment of John D. Rockefeller the steel trust has been organized upon the unwarranted basis of declaring a 4 per cent. dividend on the common stock. Neither Morgan nor Rockefeller wanted to do this, but, as it was insisted upon by two of the corporations necessary to wipe out competition in forming the trust, they agreed to the compromise against their better judgments. This was error number one.

Censure has been heaped upon Mr. Morgan for running afoul of the interstate commerce law in organizing the Northern Securities Company. This was error number two. While the public was digesting these errors the men who subscribed to the International Mercantile Marine were called upon to pay their subscriptions in cash—a contingency they had not anticipated nor, perhaps, been warned against. Error number three was thus debited to the Morgan account. And the general public—surprised, and then alarmed, by the discovery of these successive flaws—shied violently from taking any stock in the shipping trust.

Staggering under these blows the house of Morgan was rocked on its foundations by the revelations disclosed during the Shipbuilding enquiry—revelations which cast an ugly shadow not only upon the dignity and prestige of the firm but upon the moral integrity of the great financier himself. He was discovered to have made a compact to dispose of some \$10,000,000 in Shipbuilding stock, representing his commission for financing the concern. This stock was to be disposed of before the public was to be let in. This is the most glaring stain on the Morgan escutcheon that has yet been revealed and it was the final straw that broke the back of his credit in the eyes of the investing public.

Perhaps the primary reason for the decline of the name of Morgan as an asset is contained in the shrewd observation of the Prussian Emperor, following his conversation with the American financier, that the latter was blind and deaf to the presence and voice of the masses—or to socialism—which, continued the Kaiser, will soon constitute the most stupendous problem of modern times.

William Griffith.

Supplied.

Mistress—Didn't the ladies who called leave cards?

Maid—They wanted to, ma'am, but I told 'em yez had plenty of yer own, and better ones, too.

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.

NEEDS A THINKER.

The Merchant Who Studies To Keep Expenses Down.

What makes a successful merchant? There are men who can sell goods wonderfully well, but they fail.

There are men who would make good bankers, but they never build trade.

There are men who can keep a store looking almost like a parlor, but they are at the tail end of the procession.

This suggests that the successful merchant must have some of the qualities of all three of these types. He must be a good salesman, a good financier, and a good stock-keeper if he gets all there is in the business out of it.

But there are comparatively few men out of the many who attempt retailing who possess these qualities. Methods of selling is not all there is to it. Methods of stock-keeping is only a part of it.

To succeed the store's trade must grow. The banker's way does not fit behind the merchant's counter.

As the store's business grows there comes an opportunity for the organizer. The merchant can begin to select good clerks who have some of the qualities he may lack. For instance, if he is a poor stock-keeper or has not time to give it attention, he can select a clerk who is strong in that particular. If he is an indifferent salesman and does not have as much time to devote to the trade as he desires, he can strengthen his

organization by hiring a man who is good at handling trade.

But if he is a poor financier, if he lacks that talent of keeping a fair supply of money on hand or keeping his business in good shape financially, he can not hire a man to do the work for him.

For that reason the men who are good financiers and are only fair stock-keepers and fair salesmen make a success of the store business, where men who are strong in the other qualities, but weak at financing, lose.

The store can not be run without money. You can talk about methods of selling until you are black in the face, but if there is not the clear head in the management back of those methods the store will soon be on the rocks.

Some men can sell goods, but they can not collect for them. Some men can trim a store, but they can not negotiate a loan at the bank and plan to have the money on hand when that loan is due.

Some men know what will please the people, but they do not know how to close an account with a bankable note if the debtor dislikes giving it.

That is why some men are always clerks and why others who do not seem half as smart and are not as good at building trade will always be proprietors.

The secret of getting money to keep the wheels of business greased is one that but a small percentage possess. There is not much of the

spectacular about those fellows. They do not carry a brass band with them. Their work is all quiet work, but it counts.

How many times we have heard it said that such and such a merchant would never have succeeded if he had not the services of such and such a clerk. It is apparent to all that the clerk has been largely instrumental in building the merchant's trade.

The merchant himself may be a man who makes friends slowly. He may not have the ideas on store arrangement that his clerk has, and he may not understand advertising as well as the man on the salary.

But when you come right down to it those qualities are as nothing compared to the ability to make the store a financial success. The clerk with his knowledge of methods and ways of getting business can not exist long on that line. He needs the other thing which is more substantial and which provides ways and means for carrying out his schemes.

On the other hand the merchant needs the clerk. It is one of the many combinations you find in business, but the public makes a mistake when it attributes to the man on the salary who is popular with them the entire success of the business. The hard-headed thinker back of the desk is doing even more. He has his eye continually on the debts of the concern and the bills receivable. If one is not paid and the other collected the opportunity of the man out behind the counter is done.

While talking with an old traveling salesman who is a good student of human nature the other day I asked him if such and such a man was a successful merchant. "Well," he replied, "he is not what some people call an up-to-date merchant, but he is successful. He went into that town fifteen years ago and he can pull out with \$25,000 cash to-day if he desires. There are merchants who seem to know more about the business than he, but who can not make it go financially."

That's it.

It takes money to make the mare go, and the man in any business who can get the money is the most important factor.

But in the store of to-day, and every year it is becoming more so, both kinds of men and both kinds of ability are required. In other words, the store must be a complete organization of men who can finance, and men who can sell, and men who can keep stock well, if it is to succeed as thoroughly as it should.

In building that organization the man who can furnish the money, collect the bills of the concern, pay its debts, watch its discounts, borrow money when necessary and keep the interest charges down as low and the discounts as high as possible, is the foundation and a large part of the superstructure.

The others furnish the edifice. On their ability to attract people, to hold them, to make the store look beautiful, depends the remaining part of the firm's success.

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

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



No. 20 National Cash Register

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

PRICE \$35

Sold on easy monthly payments if desired

Remember THAT THIS \$35 REGISTER IS A National

BEWARE

Of Cheap Scheme Registers
They Are Absolutely Worthless

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

IOWA CITY, IOWA, May 17, 1904.

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

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

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

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

You have my permission to use this as you please. Very truly,

W. W. MORRISON.

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

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

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

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

AGENCIES IN ALL PRINCIPAL CITIES

Every institution needs a thinker.

The man who sits back there by the desk and keeps track of the expenses and figures how they can be reduced without impairing the effectiveness of the concern, is the valuable factor.

He can be surrounded by ten bright clerks.

Every one of them in some particular may seem to be lengths ahead of him in ability. But the chances are that not all of them combined could go back there in his chair and do his work. They say, "Buy, buy." He says, "Hold the expenses down, make the bills as small as possible, but keep up the stock. Buy enough but do not buy too much."

They say, "We need a new store." He says, "Wait. We have been successful here. We will take our time about expansion." He knows only too well that many concerns which have been successful in a modest store room have not won out in the new and larger building. He wants to play safely. They would speculate on prospects and expand. He wants the money in his hand and all bills paid before that expansion begins.

He takes turns through the back room and the warehouse sizing up piles of goods which have been purchased and some of which are being carried over another season. That is not to his idea. He believes in holding the investment in stock down. When the other season rolls around he is the first to suggest that the old goods be brought out and work

begun on them and that they be taken carefully into consideration when purchases of new goods are made.

He thinks continually of the bank account and the net profit. The others think of show and display and the talk of the town. He is after the substantial results. They are satisfied sometimes with hot air, but all of them are necessary to the success of the institution.—Commercial Bulletin.

Suited the Season.

No merchant can afford to overlook the things which are needed now. If the season has been properly provided for there will be reason to expect that results will come in business done. There are things which people want to-day which are not to be had in all stores, but which they will watch some store to procure. The advantage of carrying a comprehensive stock is that people will come to know that all they want can be bought at that store. The reason for carrying a very good stock is that you want people to know they can buy what they want at your place of business. Do not wait for the slow process of mouth to mouth information, but advertise them now and see that they get what the season indicates is needed.—Advertising World.

A heart full of hate is a poor field for hope.

Some men mistake heartlessness for candor.

HUMAN LIFE.

Its Value Can Not Be Measured in Dollars and Cents.

The attempt to measure the ravages of tuberculosis in terms of dollars and cents is a statistical feat calculated to arrest the attention of those who have been accustomed to accept without challenge the claim that every able-bodied emigrant entering the United States adds several hundreds dollars to the wealth of the country. It is undoubtedly true that there are stages of development when the introduction of labor adds to wealth by increasing productiveness, but it is not safe to assume that the need of fresh bone and sinew always exists, or that the fact that there are resources remaining to be exploited proves that the country requires additional population to develop them. It is notorious that there has of late years been a surplus of human energy in the United States. The trouble has been to direct it into profitable channels. That there is any difficulty on this score is due to a false system of education which is constantly increasing the number of both sexes who are averse to manual labor, and to the growing tendency of manual laborers to organize and restrict the opportunities to obtain employment in the field which they occupy.

It is quite obvious that so long as this state of affairs exists it is idle to estimate the worth of an able-bodied man or woman in dollars and cents. When slavery was permitted in the South it was within the

bounds of truth to say that a good field hand was worth so many hundred dollars, because his owner could obtain a given sum for him. He could do so because his purchaser knew that he could make use of him by setting him to productive employment. But if there had been any restriction on the number of slaves who might be employed; if some could have been prevented arbitrarily from working in the fields, their value would soon have reached the doubtful point and under certain circumstances it would have touched zero, for no one would wish to buy a man he could not use.

Before assent can be given to the proposition that "the value of a human life is \$1,500, and that New York City loses \$23,000,000 annually" through the death of a large number of persons afflicted with tuberculosis, it will have to be demonstrated that a void has been created by the taking off of the unfortunates. That it will be impossible to make such a demonstration every one familiar with the congested condition of the metropolis understands. This being the case it would be wiser for the doctors to base their demands for appropriations for sanitary purposes on other than merely economic grounds. There are plenty which appeal with more force than that of estimating human life as though it were a piece of property. The temptation to answer an appeal of the latter kind with the assertion that there is population to spare is too strong to be resisted.

SPECIAL OFFER

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



"What They Say"

Minook, Illinois, April 11th, 1904
Century Cash Register Co.,
Detroit, Mich.

Gentlemen:—

We wish to state that we have one of your total adding Cash Register Machines in our Grocery Department, which has been in constant use every day for the last two years, and there has never been one minute of that time but what the machine has been in perfect working order.

We can cheerfully recommend your machine to anyone desiring a first-class Cash Register.

Yours truly,
ALLEN-CALDWELL CO.
T. B. Allen, Sec'y,

Cash Dealers Dry Goods and Groceries

Merit Wins.—We hold letters of praise similar to the above from more than one thousand (1,000) high-rated users of the Century.

They count for more than the malicious misleading statements of a concern in their frantic efforts to "hold up" the Cash Register users for 500 per cent. profit.

Guaranteed for 10 years—Sent on trial—Free of infringement—Patents bonded

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

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

PLEASE WRITE FOR FULL PARTICULARS.

CENTURY CASH REGISTER CO., Detroit, Mich., U.S.A.

656-658-660-662-664-668-670-672 and 674 HUMBOLDT AVE.

CHALLENGE

The National Company, by circulars, newspapers and through their agents, advertise our machine to contain tin adding wheels.

Their statement is false. The wheels in our machines are made of the BEST quality of cold rolled steel.

We have placed \$1,000 in the Union National Bank, of this city, and CHALLENGE the National Company to put up a like amount, in the same bank. If they can substantiate their statement they take our \$1,000; if not, their \$1,000 is to go to any charitable institution in the state of Michigan. **MONEY TALKS.** Let them accept this challenge or acknowledge their statement to be untrue.

We use the best material that money can buy.

Write for our challenge competition offer against any \$200 machine manufactured by the National Company, the insertion of which herein limited space prevents.

Whitehall, Ill., April 18, 1904.

Century Cash Register Co.,
Detroit, Mich.

Gentlemen:

Your salesman was here in February, 1903, trying to sell us a cash register. At that time we were not in the market for a machine. For several years we have used one made by the GREAT OPPOSITION.

It was often out of repair, and when we would return it they would charge us from \$5.00 to \$25.00 for repairing it.

We sent your salesman to W. R. Wasson, of this place, and he sold him a cash register which gives entire satisfaction and has never been out of order.

You may send us one of your Century cash registers, solid nicked case, with penny keys.

Yours respectfully,
Lowenstein & Son, Wholesale and Retail Grocers.

The above is from the old established and well known firm of Lowenstein & Son, rated in Bradstreet's at \$75,000.

We have received many similar letters from high-rated merchants regarding those 500¢ profit machines.

Grand Haven, Mich., Aug. 1, 1904

Century Cash Register Co., Detroit, Mich.

Gentlemen:—Please find check for last payment on our register. We are very much pleased with it. No money we ever invested gives better satisfaction or returns than the payment of our machine.

Yours respectfully,
Botbyl Bros., Grocers.

SOCIAL RELATIONS.

How They May Adorn the Hardware Business.*

I would certainly be lacking in appreciation of the honor conferred did I neglect to thank the Committee for the kind invitation to speak to this intelligent gathering of business men representing the members of the Retail Hardware Dealers' Association. While I tried to be excused from rendering this service, later I felt if there was any class or body of business men to whom I was bound, or who had a reasonable claim upon my time, it was the hardware men, for while I am engaged in other lines of trade that I enjoy and that furnish the lighter courses in the great business meal, I must rely on the hardware business for the substantial of life, without which my material welfare would be greatly reduced.

In selecting my subject for this informal talk I felt that before entering upon the serious consideration and discussion of the several important trade questions which will engage your attention at this meeting, you might prefer to listen to an attempt at entertainment from a new member rather than a business digest or exposition of imaginary wisdom.

While I have not been actively associated with you in the past I have not failed to notice the multiplication of opposing forces which attempt to divide again and again the volume of our trade and with you have studied long and hard how their influence might be overcome.

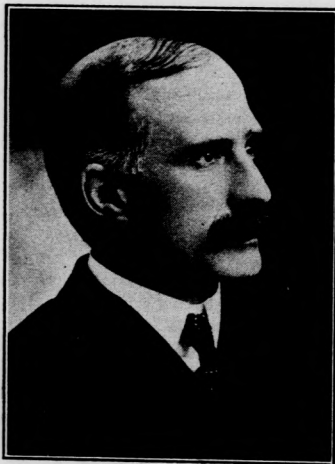
I have read with ever increasing interest the Tradesman's good report of the many valuable papers presented and of the intelligent discussion that has taken place at your annual meetings.

I am President of a kindred organization, composed of the carriage and implement dealers of this State, an Association whose membership list contains many of the names of the members of this Association and whose task is the solution of the same great problems with which you have wrestled, and I have often thought that a union of the two forces might prove of mutual benefit. By reason of this experience I have some knowledge of the arduous labor performed at such meetings, and it was with all these facts in mind that I decided to speak to you on the subject of Our Social Relations, with the hope that the consideration for a short time of something less serious than strictly business relations would meet with your approval.

I believe that one of the influences which bring us together, aside from the general desire to carry forward the great work in which we are engaged and so deeply interested, is the pleasure of meeting each other, of becoming better acquainted, enjoying the vigorous hand-shake, of getting away for a day or two from those surroundings which, although familiar and pleasant, yet are suggestive of hustle and worry, and, laying aside for a time the considera-

tion of those cares that weary us, entering into those relations which humanity naturally seeks in its escape from the more weighty things of life. Not that we should let the pleasure of our social gatherings become of paramount importance or that pride in the institution and the successful workings of the organization should become a more important factor in the lives of our members than the achievement of its purpose, but from these meetings we may get an inspiration that will send us home with a determination to exercise a more kindly feeling toward each other and make our fellow tradesman our personal friend.

If I read correctly, it was determined shortly after the creation that it was not best for man to live alone and, while the results of his companionship proved disastrous in a measure and gave reasonable excuse for the oft-repeated statement that a



man is judged by the company he keeps, I have always sympathized with Adam, believing he made the very best selection possible under the circumstances.

While we willingly admit the refining and elevating influence of women in social life, and the tendency their presence has to keep us watchful in our every speech and action, man's intercourse and association with men broaden him, increase his determination to do things and build him up and strengthen him in those qualities that enable him better to overcome resistance and win success. Especially is it helpful when kindred spirits meet that find pleasure in devising new ways and means and discussing the trials and tribulations incident to the conduct of the same business enterprise.

We find by comparing notes that other streams than those we navigate have their whirlpools and hidden rocks, that our competitor's employes exercise no greater care, nor evince deeper interest than our own, that humanity the world over does not in its individuality glorify the Golden Rule beyond allowing greed and avarice to unduly influence them in their financial deals. These are conditions we must accept, for mankind is slow in his upward climb in departing from natural tendencies.

We rejoice that the hardware business occupies such a prominent posi-

You Have Been Looking For

a long time for a good twenty cent coffee.

We have found it and call it

Trojan Coffee

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

It is a trade getter and a repeater.

Our salesmen will show it on their next trip.

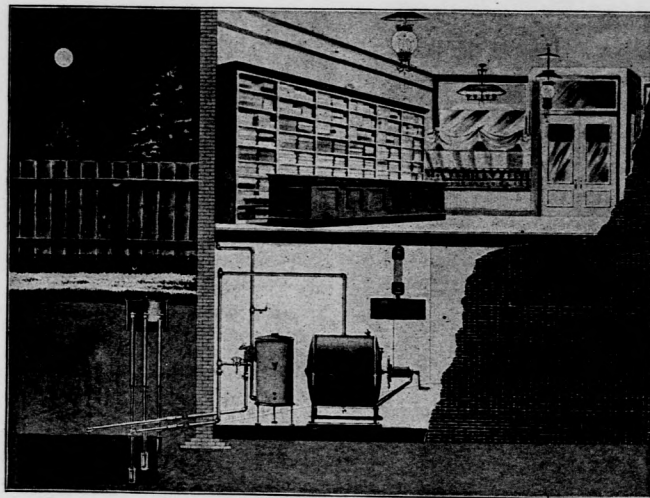
WORDEN GROCER COMPANY

Grand Rapids, Michigan

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

LOOKING BACKWARD

Over a period of a number of years in the manufacture of artificial light we have seen many changes. Each year our standard has arisen, and for years we have led in producing the best and cheapest light.



The Michigan Gas Machine

is the simplest, most economical machine on the market, and we stand back of it with a perfect guarantee. Write to us for full particulars and prices.

Michigan Gas Machine Co.

Morenci, Michigan

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

*Paper read by Hon. C. L. Glasgow, of Nashville, at ninth annual convention Michigan Hardware Dealers' Association.

tion in the list of commercial pursuits, that it is recognized as the great balance wheel in human industry, the sure barometer indicating the prosperity or depression of business life, that in its conduct there are fewer failures and less loss than in most any other requiring as large an investment, that its successful operation demands and receives the attention of the very best executive ability in the commercial world, and it should be our ambition to continue this record, making the business still more honorable and successful, by adding thereto the impress of our personality. This can not easily be done under twentieth century conditions, if each dealer remains a lamp unto himself, deluded by the thought that his skilful management and superior ability challenge criticism and produce the very best results possible under all circumstances, and therefore any conference or exchange of ideas to which he might contribute would result in his loss and the other's gain, or, possibly not being in touch with the true spirit of the age, he feels that his competitor, be he of his own or neighboring town, drinks at the fountain of his wisdom only to use the added knowledge against him, or awaits an opportunity to do him an injury, thus going on from day to day and year to year, nursing those false conclusions that keep forever locked the truer and nobler emotions of his life, the full play of which brightens the eye, enlivens the step, throws a dash of color into the picture of life, clarifies and enlarges our vision, giving us a truer conception of our duties and responsibilities, enabling us to take a more accurate measurement of our fellow man, and see in him many good traits worthy of commendation and that make of him a good companionable fellow.

Other things being equal, we like those who show a kindly feeling for us, and if we desire a continuance of those relations we must exhibit a likable character and disposition in return. We will not voluntarily injure a friend, and if the proper conditions exist we will all be friendly.

The larger number of us reside and do business in small cities or villages where the conventionalities of social life bring us often in contact and we can not afford, for social or financial reasons, to permit any but the best of feelings to obtain. To continue these conditions and maintain the high standard of our business often requires sacrifice on the part of the individual and we can not, if we would, relieve ourselves of the responsibility of our personal influence. It can not successfully be shifted and each must bear his share, and therefore we should not allow ourselves to participate in any action that would tend to lower the public or private estimate. To what extent personality enters into success is often overlooked or underestimated. Character and ability are among the essentials, and without them success in business is but temporary at best, but there should be coupled with them a genial warmth of good will towards our associates in order that

we should be fully developed in our business qualifications.

We may feel at times that trade is gained and held solely by the magnetism of price, and this feeling may be intensified when we see our social or business friends patronizing our less genial or close-fisted competitor, but we may not always understand all the conditions.

We must not make our good fellowship our chief asset in trade. It will not take the place of quality, price and good display, but, other things being equal, humanity seeks those relationships most congenial, and your efforts toward friendliness and an active, pleasant interest in the social conditions surrounding you will net you a good return in pocket, mind and heart and make for you lasting friendships which may prove of inestimable value at some supreme moment later in life, and it is those experiences and memories which temper many of the adverse winds with which we contend, that renew our faith in God and humanity, keep the fires of hope burning, bringing to our rescue that warmth of heart and strength of mind that stimulate action and go far toward insuring success. Let us always remember that it should be easier for us to lift up than to pull down—that in our creation was embodied a power for good and a misuse of it does not produce satisfactory results.

Let us be catholic in our views, charitable in our criticisms and generous in our sacrifices, feeling thankful if thereby we have strengthened confidence or allayed suspicion in a brother dealer's mind to the extent that with faith in us he may not be misled by the statements of a customer whose personal gain through misrepresentation has dulled his conception of honor and integrity. I believe a great loss is sustained yearly by the sale of goods at a cut price resulting from a lack of confidence in, or a wrong impression of, the intents and purposes of our competitors, and this can largely be avoided by a closer social relation, begetting a better business relation, eventually ending in a thorough understanding and mutual agreements, whereby our respective interests are protected.

This life is too short and too full of extreme warm or extreme cold days, too exacting in its requirements, demanding a higher rate of speed and better equipment each day, for us to adopt any other trade policy than that which will produce the best results, for the largest number, in the least possible time; and in order to accomplish these desired results it has passed beyond the time for lone-handed and self-centered action and yields only to that larger force represented in organization. In order that these may be truly successful we must join hands, not alone in that larger sense represented in organization, but brother with brother in like trades, and make the Hardware Association one grand fraternity.

Admitting the influence of social relations on our business, and that as progressive business men we are

desirous of bringing into its management every influence representing an element of strength, let us go a little farther and recognize the fact that the world at large has a right to a portion of our time, enough at least in which to discharge those duties that belong to good citizenship, and we may well put the general question, "What are we in this world for?" Certainly something beside making a success of a particular business that absorbs the ripest fruit of mind and body and in return gives nothing but food and clothing. Are we here simply to wear these clothes and eat and sleep, be counted by the enumerator, work and pay taxes, buy and sell, and through wise investment of the profits be denominated successful? If in these days of abounding prosperity and colossal fortunes, of mental research and scientific investigation, all the munificent endowments with which we have been blessed are to be turned to personal account, then, indeed, have we fallen far short of living up to the full measure of our possibilities. The Divine power back of our creation designed that we should live together, and in order to make us congenial has made us largely responsible for each other's joy and sorrow, failure and success, by creating us dependent creatures. We are here to help and be helped. Some are burdened and we must lift them up. Some are sorrowful and we must sympathize with them. Some are in want and we must minister to them. Through this all we can see the angel of hope standing far up the mountain side of promise, applauding and beckoning us forward, while duty walks beside us to direct and en-

courage. In these things well done there is great reward, for in their doing is real living found. One person by himself and for himself, robed in garments of selfishness, wanders alone through the valley, seeing more of shadow and less of sunshine, with ever lowering horizon and limited vision, while he who is with another, of another and for another experiences that fuller measure of joy that differentiates him from the former by the very nature of the active forces of his being, the natural sequence of which is a broad mind, a kind heart and a tolerant spirit.

I can not believe that cultivating good social relations, inspiring men to be more honorable and trustworthy and increasing their confidence in each other will tend to weaken our mentality or render us less able to grapple with and solve the great business problems that confront us, but with this enriched experience, this broader and deeper education, this higher ideal of business life we will bring still greater honor to our business and prove ourselves useful and worthy citizens of our respective communities, holding ourselves in readiness to accept any responsibility that business or society may impose, determined at all times to get from life the very richest blessings it has in store, for I believe with Richard Jeffries that ultimately the sunshine and summer, the flowers and the azure sky shall become, as it were, interwoven into man's existence and he shall partake of all their beauty and enjoy their glory.

Many a large fortune has been built on a small foundation.

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.

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

Also Receivers and Shippers of Fruits and Vegetables.

JOHN G. DOAN, Grand Rapids, Mich.

Bell Main 2270

Citizens 1881

The 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.

THE DRINK FIEND.

How It Ruined a Promising Young Life.

Written for the Tradesman.

The writer of the following story was sitting in front of a hotel in a well-known Michigan town, one summer evening, engaged in conversation with an old drummer who had been on the road for many years. As we were sitting there a gentleman passed us and spoke to my companion, who returned the salutation.

I was much impressed with the man's general appearance and asked who he was.

"The manager of one of the largest local clothing and furnishing stores in the city," replied the drummer, and then he suddenly became quiet.

As this is an unusual condition for my friend to be in, I pressed him for the reason, upon which he said:

"If you knew the story which that man calls to my mind you also would be quiet and saddened. If you wish I will tell it to you."

I begged him to do so and the following narration is as I heard it from his lips, told in the eloquent manner which all natural-born drummers have of telling a story, be it either glad or sad:

"Archibald Whilden and John Harlow were nearly the same age. They lived in this town and were in the same classes in school and, in short, were chums. Upon leaving school, both being commercially inclined, they decided to obtain positions as clerks and work their way up. Both obtained clerkships in the furnishing departments of different stores. Being of the same age and having the same opportunities, it was expected by all their friends that the race for success would be run together. But it was not to be, as subsequent events proved.

"Archibald Whilden, or Archie, as his friends called him, had mapped out his course of action. It was characteristic of him—of his gay, debonaire bearing, of his fair curling hair, his dancing blue eye.

"Be the good fellow," he said. "Be 'one of the boys.' Make friends, who will go blocks out of their way to trade with you."

"This was his creed, and a very easy one for him to live up to.

"His chum, so different that people wondered what the two could have in common, made no rule for himself to follow—made no set of laws which he promised himself to live up to—but a glance at him, even by the most casual observer, showed that he needed no rules. The clear brown eye, the clean-cut face, the firm yet tender lines of the untainted lips, all proved that where honesty and tenacity of purpose counted John Harlow would prove a victor.

"As time passed, the boys still kept together as far as business advancement was concerned. But personal relations between them were different. There was no longer the old intimacy between them. They no longer could sit together as of old without exchanging a word, finding intercourse in just being near each other.

"At Brandon & Rooland's Archie was getting on famously. The smart young men of the town would go 'blocks out of their way' to trade with Archie—Archie the good fellow, Archie the boy who could 'go out with the bunch' after business hours and hold up his end in the festivities.

"He cultivated friends right and left. He took a drink with this one, bought that one a cigar and exchanged a risqué joke or questionable story with another; and he sold more goods than any other clerk in the store. When he came down to business late, with his blue eye just the least bit heavy and his rounded cheek a little pale, his brother clerks winked at each other significantly and spoke of 'a night with the Indians.' His employer glanced at him askance and 'hoped it would go no farther.' When these things occurred often—when the five minutes behind the time set for work became a half an hour—the clerks looked worried, for he had made them all his friends. Still, the 'old man' said nothing—he could afford to wink at the delinquencies in the clerk with the largest circle of friends in town.

"Meanwhile John, also, was getting on—not so brilliantly, perhaps, but steadily. He, also, had friends. The broker of unquestionable morals and business standing always had a word for the clean-cut young fellow who so kindly supplemented a rather doubtful taste in cravats with his own unerring judgment. Many others on the same plane watched the young fellow and his work with interest, and the ones versed in business ways prophesied a bright future for him.

"Archie kept on in the same way. Now he often found himself taking a drink all alone. There was no making friends about this, no 'pulling for business,' as he expressed it. As a matter of fact, he craved the drink to satisfy a longing that was daily growing on him. His remissions at the store were becoming more frequent and upon more than one occasion his employer had spoken to him warningly. He still 'pulled' a great deal of trade from the 'young men about town,' but it was not as high class as formerly. The accounts were not squared up as promptly and, taken all in all, things were not working out just according to Archie's expectations.

"Meanwhile the two friends had been growing farther and farther apart until they no longer sought each other's society.

"One morning, John was called into the private office of the head of the firm. Mr. Harper, the senior partner of Harper & Co., sat at the desk. He motioned to John to be seated and, with no preliminaries he told John that the manager was about to accept a position in another town and that the vacant place was open to the clerk who had served the firm so usefully during his stay with it. John thanked him simply and went back to his post. The next Monday morning he assumed his new duties.

"Going home late that night after an evening of relaxation at the thea-

ter, he was run into and pushed to the edge of the walk by a crowd of young fellows, all in various stages of intoxication. Archie was with them, more drunk than he had ever been before. He had heard of his former friend's good luck and in a jealous rage hated him for it.

"When Archie caught sight of him he yelled, 'There he is, fellows! There's the straight-laced Sunday school boy!'

"Then, coming squarely in front of John, he stood there swaying unsteadily.

"'Oh, you have won out! You have beaten me, and I hate you for it!' he added, fiercely. Then his drunken humor changing, he sneered, 'Run home now, sissy, and get in your little cot. The manager's eye must be bright and clear in the morning, you know.'

"'It must,' said John, briefly, and passed on.

"The encounter hurt John. He sorrowed to see his former sunny friend in that condition and he was sorry to see—as he did—that the end was not far off.

"It came the next morning.

"When Archie came down to work, even later than usual, with unsteady hand and throbbing head, he was told by one of the clerks that Mr. Craig had left orders for him to report at the office as soon as he reached the store. Going to the office he opened the door with a trembling hand and stood before his employer. How different from the bright young man who had a few years ago stood in that selfsame spot fearlessly meeting the eye of the man before him and asking for the place that he had filled so poorly! With few words Archie was discharged. The result was a spree of long duration, which ended in a cell in the police station.

"In the morning, when he appealed for help to his many friends who came to help him out of his difficulty? None other than good old John, with his ready hand and equally ready pocketbook.

"For a few weeks Archie was a man again. He obtained employment in the same store in which John was manager.

"Then the old longing came over him again. Throwing kindly advice to the winds and, pushing friendly counsel aside, he plunged into the vortex of a mad spree, and was never really sober again.

"John, still his friend, did everything possible; but it was of no avail. Archie, his fair hair hanging disheveled in his face, staggered about the streets, begging his former associates for the price of a drink. His meals he got everywhere and nowhere, he slept in the same way; but always the horrible craving for drink was upon him.

"One day a young fellow gave him a ten dollar bill, out of misdirected kindness. The result was a horrible debauch. As long as the money lasted he poured the burning fluid down his throat, and when the last cent was gone, and he was lying in an unconscious condition in the rear of a

cheap saloon, the end came—human nature could stand it no longer.

"After a period of stupefaction he suddenly sat up and uttered a hoarse scream.

"Those in front of the saloon rushed to the rear and there, in the midst of a drink-befuddled crowd, Archie—the once gay and blithesome Archie—writhed and twisted with foaming lips in the throes of delirium tremens.

"Some one who remembered the old-time friendship sent for John.

"He came—the patient John—and when he knelt beside the boy—young in years but old in wickedness—and laid his cool, steady hand on the burning forehead Archie suddenly lay back quietly, with the light of reason once more in his eye.

"He clasped the cool hand in both his burning ones and gasped:

"'You, John? Good old John! Your way was right, and you are reaping your reward. And I go to reap mine.' Then, with a flash of the old bravado and spirit: 'They are very different, but both are fairly earned.'

"Then the voice grew weaker.

"'Forgive me, John, for that night. It wasn't I,' he added piteously, 'you know it wasn't I who did it—it was the drink! You know that, John' (with a child's insistent moan).

"Then he lay back and said:

"'It was all a mistake—my life is a mistake, and God knows it. I have asked for his forgiveness, and he will give it.'

"Then he heaved a long sigh and lay back very still and white and quiet, looking more like the Archie of old than he had for many months ago.

"This, then, is the sad story which the passing of that man you observed brought to my mind. It is a sad one, but true; and whenever I see a young fellow starting with that wrong way of making friends I always think of unhappy Archie Whilden."

Glenn A. Sovacool.

He Saw the Headlight.

"I got into a town in Pennsylvania last fall where everybody rode a bike," said the New York drummer, "and there was no law to make them light up at night. I had business out in the evening and the landlord said I had better take a lantern along. I did so, and I was walking in the middle of the road when an old man came riding plump into me and knocked me into the ditch.

"'You blamed ass, but are you blind?' I yelled at him, as I sat up.

"'Not by a durned sight,' he replied.

"'Then, you must have seen my light?'

"'Of course I did.'

"'Then why did you bump into me?'

"'Because I thought it was one o' them durned locomotives from the railroad travelin' around on the street, and I wanted it to know that I wouldn't take a bluff!'

Speaking of passing away the time, do you know of anything more successful than a promissory note?

Pertinent Hints for Aspiring Clerks.

Good salesmanship does not mean a running stream of gab. There are times when the silent tongue is the most eloquent.

When you begin to feel above cleaning up the warehouse or taking an interest in the appearance of the back yard you are qualifying yourself for a very ordinary position. Only men who have the real stuff in them can maintain enthusiasm for those features of merchandising.

When you feel yourself lacking in patience, take a walk around the block.

Human nature is the greatest study you have before you. When you have fathomed the whims and prejudices of the people you do business with you have acquired a good asset.

Every man must earn more than his salary amounts to. The house must make some money on your work to furnish some returns on the investment and the risk.

In every store which employs four clerks there is likely to be one knocker. He knocks the business, the boss, the customers, and the other clerks. Look out for him.

If the man you work for is intelligent he will judge your work entirely on the results. If he has not some good system for keeping in touch with results, he is not a good merchant.

The day has long gone by when a farmer can go into business with a few thousand dollars and succeed. The men who make stores a success now must know the business and must know how to handle it from a financial standpoint.

Think twice before you speak. Think once about how it will sound in your ears, and next how it is likely to sound in the customer's ears.

Saw wood and say as little as possible. The clerk who thinks he is talking himself into popularity will fall through a hole in the popular walk some day.

Collect all of the ideas you can on salable goods, and the goods you have in stock and which you think people will buy. If you should be commissioned to buy some day order conservatively. Play it on the safe side.

The traveling salesman who does not know enough to jolly the clerks in the store lacks some of the important qualifications in his business. That jolly is all right, but do not put too high an estimate on it.

Every year sees the best retail merchants make more strict rules for the governing of their establishments. The day is already here when the clerk who smokes a cigar in business hours is considered an outlaw in a good store.

Keep accurate account of your sales. If you know the cost mark keep track of the profit. Charge yourself with any losses your acts or judgment may be responsible for. You can tell as you go along whether you are worth more money or not.—Commercial Bulletin.

Smiles grease the wheels of progress.

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.	Powder	Shot	Gauge	Per
120	4 1/4	10	10	\$2 90
129	4 1/4	9	10	2 90
128	4 1/4	8	10	2 90
126	4 1/4	6	10	2 90
135	4 1/4	5	10	2 95
154	4 1/4	4	10	3 00
200	3 1/2	10	12	2 50
208	3 1/2	8	12	2 50
236	3 1/4	6	12	2 65
265	3 1/4	5	12	2 70
264	3 1/4	4	12	2 70
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. Bronse	6 50			
First Quality, D. B. Bronse	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. S. Steel	10 50			
Barrows				
Railroad	15 00			
Garden	32 00			
Bolts				
Stove	70			
Carriage, new list	70			
Plow	50			
Buckets				
Well, plain	4 50			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought Narrow	60			
Chain				
Common	7 c.	6 c.	6 c.	4 c.
BB	7 1/4 c.	7 c.	6 1/4 c.	6 c.
BBB	8 c.	7 1/4 c.	6 c.	6 1/4 c.
Crowbars				
Cast Steel, per lb.	5			
Chisels				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
Elbows				
Com. 4 piece, 6 in., per doz.	net 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40&10			
Expansive Bits				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
Files—New List				
New American	70&10			
Nicholson's	70			
Heller's Horse Rasps	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	28			
List 12 1/2 13 14 15 16 17				
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s	60&10			
Glass				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the Light	dis. 90			
Hammers				
Maydole & Co.'s, new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40&10			
Mason's Solid Cast Steel	30c list 70			
Hinges				
Gate, Clark's 1, 2, 3.	dis. 60&10			
Hollow Ware				
Pots	50&10			
Kettles	50&10			
Spiders	50&10			
Horse Nails				
Au Sable	dis. 40&10			
House Furnishing Goods				
Stamped Tinware, new list	70			
Japanned Tinware	20&10			

Iron		2 25 c rates	3 c rates
Nobs—New List			
Door, mineral, jap. trimmings	75		
Door, porcelain, jap. trimmings	85		
Levels			
Stanley Rule and Level Co.'s	dis		
Metals—Zinc			
600 pound casks	7 1/2		
Per pound	8		
Miscellaneous			
Bird Cages	40		
Pumps, Cistern	75		
Screws, New List	85		
Casters, Bed and Plate	50&10&15		
Dampers, American	50		
Molasses Gates			
Stebbin's Pattern	60&10		
Enterprise, self-measuring	30		
Pans			
Fry, Acme	60&10&15		
Common, polished	70&10		
Patent Planished Iron			
"A" Wood's pat. plan'd, No. 24-27	10 88		
"B" Wood's pat. plan'd, No. 25-27	9 80		
Broken packages 1/2 c per lb. extra.			
Planes			
Ohio Tool Co.'s fancy	40		
Sciota Bench	50		
Sandusky Tool Co.'s fancy	40		
Bench, first quality	45		
Nails			
Advance over base, on both Steel & Wire	2 75		
Steel nails, base	2 30		
Wire nails, base	2 30		
20 to 60 advance	Base		
10 to 16 advance	5		
8 advance	10		
6 advance	20		
4 advance	30		
3 advance	45		
2 advance	70		
Fine 3 advance	50		
Casing 10 advance	15		
Casing 8 advance	25		
Casing 6 advance	35		
Finish 10 advance	25		
Finish 8 advance	25		
Finish 6 advance	45		
Barrel 1/2 advance	85		
Rivets			
Iron and Tinned	50		
Copper Rivets and Burs	45		
Roofing Plates			
14x20 IC, Charcoal, Dean	7 50		
14x20 IX, Charcoal, Dean	9 00		
20x28 IC, Charcoal, Dean	15 00		
14x20 IC, Charcoal, Allaway Grade	7 50		
14x20 IX, Charcoal, Allaway Grade	9 00		
20x28 IC, Charcoal, Allaway Grade	15 00		
20x28 IX, Charcoal, Allaway Grade	18 00		
Ropes			
Sisal, 1/2 inch and larger	10		
Sand Paper			
List acct. 19, '86	dis 50		
Sash Weights			
Solid Eyes, per ton	30 00		
Sheet Iron			
Nos. 10 to 14	33 60		
Nos. 15 to 17	3 70		
Nos. 18 to 21	3 90		
Nos. 22 to 24	4 10		
Nos. 25 to 26	4 20		
No. 27	4 30		
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.			
Shovels and Spades			
First Grade, Doz	6 00		
Second Grade, Doz	5 50		
Solder			
1/2 @ 1/2	21		
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.			
Squares			
Steel and Iron	60-10-5		
Tin—Melyn Grade			
10x14 IC, Charcoal	10 50		
14x20 IC, Charcoal	10 50		
10x14 IX, Charcoal	12 00		
Each additional X on this grade, \$1.25.			
Tin—Allaway Grade			
10x14 IC, Charcoal	9 00		
14x20 IC, Charcoal	9 00		
10x14 IX, Charcoal	10 50		
14x20 IX, Charcoal	10 50		
Each additional X on this grade, \$1.50.			
Boiler Size Tin Plate			
14x56 IX, for No. 8 & 9 boilers, per lb.	13		
Traps			
Steel, Game	75		
Onelda Community, Newhouse's	40&10		
Onelda Com'y, Hawley & Norton's	65		
Mouse, choker, per doz.	15		
Mouse, delusion, per doz.	1 25		
Wire			
Bright Market	60		
Annealed Market	60		
Coppered Market	50&10		
Tinned Market	50&10		
Coppered Spring Steel	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, Nicked	30		
Coe's Genuine	1000		
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
¾ gal. per doz.		45
1 to 5 gal., per gal.		7½
Sealing Wax		
5 lbs. in package, per lb.		2
LAMP BURNERS		
No. 0 Sun		35
No. 1 Sun		38
No. 2 Sun		50
No. 3 Sun		85
Tubular		50
Nutmeg		50
MASON FRUIT JARS		
With Porcelain Lined Caps		
	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 55
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.	2	38
2 gal. galv. iron with spout, per doz.	2	20
3 gal. galv. iron with spout, per doz.	3	30
5 gal. galv. iron with spout, per doz.	4	05
3 gal. galv. iron with faucet, per doz.	3	70
5 gal. galv. iron with faucet, per doz.	4	68
5 gal. Tilting cans		7 00
5 gal. galv. iron Nacefas		9 00
LANTERNS		
No. 0 Tubular, 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 Trademark, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.		
Coupon Pass Books		
Can be made to represent any denomination from \$10 down.		
50 books		1 50
100 books		2 50
500 books		11 50
1000 books		20 00
Credit Checks		
500, any one denomination		2 00
1000, any one denomination		3 00
2000, any one denomination		5 00
Steel punch		7 00



Weekly Market Review of the Principal Staples.

Cotton Linings—Consumers of cotton linings have given the primary market little attention this week, and sellers have had a quiet time. With production of gray cloth reduced by strikes and curtailments, an advance in prices would naturally be looked for, and this would doubtless be the case to-day were the demand in evidence, but the best that can be said for the sellers is that prices are unchanged. Manufacturing clothiers have not been as free buyers as they should have been at this season of the year, only a fair amount of cotton twills, Italians, alberts, mohairs, cotton warp Italians and serges which go into the manufacture of men's clothing having been purchased. This is only the natural result of little doing, incident to the strike among tailors and cutters, but this difficulty having become settled improvement may now be looked for in the demand for linings. On no other lines of allied goods has there been an active request, and prices are steady at former quotations. Manufacturers of women's wear and jobbing houses have bought only for present needs. Kid-finished cambrics have merely held their own, prices not having changed from 35¢ for 64x64s, while percalines have had little call and are unchanged in price. A better demand has been noted in silsesias, especially for the better qualities. Corset jeans and sateens remain quiet and unchanged. Mercerized cottons have had a moderate request at old prices. There is little sign of immediate improvement in any grade of cotton linings save those for the clothing trade.

Underwear—The advance representatives for underwear who have gone among the trade with sample lines of spring goods for 1905 find that buyers are without much interest. The latter say they prefer to wait until they visit the market this fall. If this is true, the natural outcome will be that buying may be kept at the lowest possible needs for the remainder of the present season. There will be a disinclination to take chances on the needs of their trade at the firm prices for present underwear. The result of this is going to be some badly broken assortments in the stores of some merchants. For this reason it is urged that the opportunity exists for the buyer with courage to keep his stocks well up. There will be many disappointed customers if every merchant declines to exercise sufficient courage to keep his stocks well replenished. It would appear that it is a safe plan for some merchant in every town to keep his stocks well assorted. The merchant who will do this, and while he is doing it, ask good profits for what he has and what the other merchants do not have, will get the good will of the trade, at the same time be

earning good profits. Then before the season is entirely over, hold a clearance sale at prices that will move the remaining stock. Merchants should end every season with stocks low, especially this season as regards summer underwear.

Gloves—This is the period of the year when fabric gloves put kids hors de combat. Kid glove dealers may conscientiously go "fishing" now. That is, they may go fishing if before they do so they examine carefully and thoroughly their kid glove stock and know that every pair in their stock is in the condition that it should be. It is true that excessive humidity exists in certain sections of the country and moisture is a sure "spotter" of kid gloves. Prevention of loss from damaged stock is better than regrets regarding it later on. Negligence in guarding against the danger of spotted gloves is reprehensible. The first warm, dry day the entire stock of kid gloves should be spread upon some table or counter, every pair of them, and each pair carefully cleaned with a flannel. While this is going on the boxes in which the stock is kept should be well aired. After this operation has been performed they may be returned to their original boxes, care being exercised that the boxes be placed upon shelves that are dry. Close proximity to damp walls should by all means be avoided. Fabric gloves now are practically the only sellers. There are few attempts on the part of glove dealers to urge kids on the attention of the trade. The larger stores have on display a few pairs of kid gloves and occasionally mixed with the fabrics in the window are a few pairs, but there is no special effort made to sell them. It is becoming apparent that there is no over-supply in certain colors of good fabrics. In fact, in some instances the exact opposite is noted. Silks and lises in the correct shades of brown are scarce. The quality that jobs at \$9 a dozen is the fabric that is shortest in supply. The merchant can cause any amount of ill-feeling if he does not have the color and quality which customers ask for. It is well enough to be conservative about carrying too much stock, but there is the other danger of having nothing that the customer asks for. The present demand for white gloves is reported to be good, but it is not so heavy as it was last year. The demand is normal; last year it was more than that. For next season cashmeres and cashmerettes are received favorably by the trade. Silk lined and fleece are both interesting the trade. Double silk lined also are a subject of consideration. A better demand than last year is now assured in these gloves. It is thought that in some sections cashmere will be substituted for golfs. The line shown is diversified. The variety of combination in wool and cotton and the silk lining makes cashmeres an interesting subject.

Rhetoric is a fine embalming fluid for religion.

The world needs righteousness more than rites.

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.

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.

Freight Receipts

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

BARLOW BROS., Grand Rapids

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.

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You have not seen the catalogue of the Michigan Business University. Grand Rapids. You are not yet familiar with the best Michigan has to offer in the lines of Business Education. Send for it. This is yours.

RUGS FROM OLD CARPETS THE SANITARY KIND

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

Petoskey Rug M'fg. & Carpet Co. Ltd.
Petoskey, Mich.

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.

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Aug. 6—This week we have a firm and advancing coffee market. Buyers have shown considerable interest and fair sales have been made. Advices from Europe account for this to some extent and Brazil also has sent stronger reports, although there seems to be no decline in crop prospects. At the close Rio No. 7 is worth 7½@7¾c. In store and afloat there are 2,949,691 bags, against 2,491,160 bags at the same time last year. A steady market exists for West Indian grades and sellers seemingly are not anxious to part with holdings on present basis. Good Cucuta is worth 9¼c and good average Bogotas are firm at 10¾c. East Indias are steady and practically without change.

While the volume of new business in refined sugar is not large, there is a good steady call for sugar on outstanding contracts. At the last advance the situation is firm.

This has been a better week for tea dealers than any we have recently had. If the improvement will hold up it will mark the beginning of a turn in the tide. Orders have been frequent and, as a rule, for pretty good sized lots. Quotations are about unchanged. Supplies seem to be large enough to meet requirements, though there is no excess.

Nothing new in the rice district. Supplies are ample and the demand is just about what might be expected at this season. Trade seems to be waiting for new crop stock.

There is a firm spot market for spices, but the volume of business is limited and orders are usually of a hand-to-mouth character.

There is a slight improvement in the molasses market—just enough to show that before long we may look for "signs of fall." Quotations are firm and without change. Blackstrap is in moderate supply and firmly held. Syrups are closely sold up and quotations are well maintained.

Canned goods packers are doing their best to clean up old stocks and buyers have been enabled to pick up some good bargains if they had use for such goods. The reports of the pea pack from New York State have been universally favorable and the pack is likely to be a record breaker as to quantity. There may be no overabundance of the very choicest sorts, but there will be enough, and of the medium grades there will be a huge supply. There have been "yarns" about a good deal of harm befalling the tomato vines in Maryland and Delaware, and some even asserted that the crop would be smaller than usual; but these reports seem to be made for revenue only and it is not improbable that the pack will be fully up to the average of recent years. Upon the whole,

the canned goods market is in good shape.

There is no change in the butter market. Top grades are worth 17½@17¾c; seconds to firsts, 14@17c; imitation creamery, 13@15c; Western factory, 13@15c; renovated, 13@15c.

There is not a thing of interest in the cheese market. Matters simply drag along from day to day and there seems to be no prospect of relief in sight. Eight cents remains the rate for full cream top grades. Large sizes are not very plenty, but there is an abundance of smaller goods.

There is a growing scarcity of fine eggs and the market closes very firm at 24@25c for nearby stock. Fancy Northern Ohio and Michigan are worth 20@21c. For the lower grades there is a good deal of irregularity and prices range from 13@16c.

Big Crop Here and Short Crop Abroad.

The exporters of corn are receiving enquiries which indicate that there will be an exceptionally heavy demand for corn for export during the coming season. The news is exceedingly welcome to the farmers who have large crops and are prepared to meet the foreign demands. The crop of 1903 was quite large, amounting to 2,244,176,925 bushels, and that of two years ago was also large, amounting to 2,523,648,213 bushels, so that there are no shortages in the domestic supply to make up, while the present crop is estimated by Statistician Brown, of the New York Produce Exchange, at 2,500,000,000 bushels. The grain is also reported to be in excellent condition, and it is expected to be in good shape for export. Last year the poor quality of the grain prevented the exportation of corn to a large extent, but those familiar with the matter say that this disadvantage will not be met with during the coming year.

Together with the large available supply for export, the country has the good fortune to possess this stock when the other large markets will be in great need of supplies by reason of crop shortages in other countries. Roumania ordinarily exports 35,000,000 bushels of corn a year, but the crops are so light in that country this season that an ukase has been issued forbidding the exportation of corn this year. The outlook in Italy and Bulgaria is also very bad, and Germany is in need of so much corn that the government is considering a reduction of the import duty of about 10 cents a bushel, in order to encourage imports.

The ocean freight rates for corn are exceedingly low, and both the exporters and shipping interests are expecting a record-breaking export movement during the coming season.

Domestic Bliss.

Husband—You are always looking for bargains. Was there ever a time when you weren't a bargain hunter?

Wife—Yes, dear; when I married you.



A Big Line

of Gents', Ladies' and Children's fleece lined underwear for fall and winter wear.

Gents' to retail at.... 25c to \$1.00
Ladies' to retail at.... 25c to \$1.25
Children's to retail at.... 25c to 75c

In both wool and cotton. Examine our line before placing your order elsewhere.

P. Steketee & Sons

Wholesale Dry Goods,

Grand Rapids, Mich.

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



Life Is a Fight

Women fight for social position; Men fight for business advantage and at the last we all fight for breath.

The Merchant of today is leading a Strenuous Life

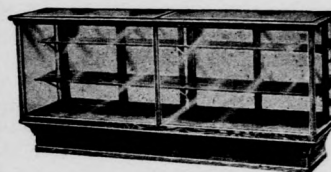
If he expects to win out he must "hug the pole," be wide awake and fleet of foot.

PURITAN CORSETS

are helping many merchants to outrun their competitors. Write us and we will tell you how you may not only practically control the corset trade in your town, but make more clean money than you ever conceived was in the business of corset selling.

PURITAN CORSET CO.

Kalamazoo, Mich.



Knocked Down Show Cases Are All Right

If you get the right cases. Our K. D. cases will be found just as substantial as any set up cases. They are made right.

Write for our catalogue.

Grand Rapids Fixtures Co.

Bartlett and South Ionia Streets, Grand Rapids, Michigan

New York Office 724 Broadway

Boston Office 125 Summer Street



Michigan Knights of the Grip
 President, Michael Howarn, Detroit;
 Secretary, Chas. J. Lewis, Flint; Treasurer, 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; Secretary and Treasurer, O. F. Jackson.

How To Handle Two Types of Merchants.

Answer Four.

The man who has bought a barrel on some deal and is perfectly satisfied in regard to the sales of same, but don't want to buy any more in such a quantity, I approach this way: "You say Sunshine sells good with you and it is your leader, but you do not want to buy any more in barrel quantities, because you tie up too much money in same. Why, Mr.—, if Sunshine was a slow seller, I would agree with you, but you have a good trade on same and why will you let your profits go into the hands of the jobbers by buying from them cases. Did you ever figure out that the whole barrel amounts to ten cases and you certainly sell more than ten cases during the whole year, thereby you know our goods are strictly guaranteed and if something did happen with the baking powder through no fault of yours the company would replace them for fresh goods?" In many instances, I brought a man back by taking another barrel.

The second question, in regard to the man who kicks about the price being cut on our goods in his town, is a hard proposition, more so when the party worked up Sunshine and had a good trade on same. I would approach him very strong by pointing out to him many other articles in his store which are sold by the other party at cut rate prices, mentioning thereby that whenever a man starts to cut the price and we find it out we put a stop to same by not selling to him any more. In the meantime I prove to him that the cutter in his town will do him lots of good in the near future, as he brings the goods on the market, people will try it and a larger demand will come for same. This cutting prices has its ups and downs, but I believe it is a good policy if you are in some town where there is no trade or demand for Sunlight and you have tried all the good groceries with no results, try a cut rate grocery, if there is any there, and make him the low prices and you can interest him with same by taking hold of our baking powder.

Answer Five.

When a customer claims that there is not enough difference in the price of our goods I claim that he can better afford to push our goods from that standpoint—that he can be satisfied that he is giving his trade the best powder on the market and at the same time is giving the customers satisfaction, therefore, why should

not Sunshine be the class of goods for him to handle, even although the profit is not very much greater?

When it comes to the question of tying up the money, I would suggest that he buy smaller quantities of sugar, package coffees and all trust goods that furnish him an insignificant profit, and buy Sunshine and derive a much greater percentage of profit on the money he has invested. Although the price of sugar and package coffees is not always the same, yet the retail price is governed by the markets, which, of course, makes the percentage of profit remain about the same for the retailer, but Sunshine, I argue, has a uniform price and it pays the profit, then why not be interested in Sunshine?

As to not having room I would remark that there is no store that could not put in a barrel of Sunshine baking powder, so far as room is concerned. I suggest clearing away some old stock, put Sunshine in its place, because, when a good piece of goods is placed in a conspicuous place it always attracts the attention of the customers and eventually makes sales.

In regard to price cutters having played havoc, must say that this is a very tough proposition. About the only way to console the dissatisfied dealers is to say that we will prevail upon the cutters to maintain the regular selling price, and if they refuse we tell the retailer that we will absolutely not fill any more orders from the so-called cutters.

Answer Six.

Regarding how to handle a dealer who has been buying Sunshine in barrel lots and goes back to cases, I argue with him by saying the larger his stock the more business he will do. I tell him that is the secret of success of all the large stores. That he might put one or two boxes of berries in his window and they might stay there until they spoiled, but let him fill his window full and make a nice show and see how much more he will sell. That is the case in all kinds of goods. If he has just a few cans on his shelf they would not sell near as fast because people would think they were not so fresh. I also ask him if he is aware that the close buyer is the most successful grocer and that the only way to obtain the low prices is to buy in large quantities. When a dealer complains about his neighbor cutting on Sunshine I say to him not to pay any attention to him or others, but to go right along and charge the regular price. If he was to try and compete with every one's prices he would run himself out of business in a short time. Tell him the successful grocer is the one who keeps his prices up and gives his trade the best goods. Again, I say to him this dealer may cut on Sunshine, the next man may cut on flour and the next on Quaker oats, and so on, and every dealer will cut on some article. I show him how much more he can make on Sunshine than any other powder he may handle and how much better pleased his trade will be.

Answer Seven.

With pleasure I respond to the call to "come over into Macedonia and help us," but not with same haste as did the Apostle Paul when the call came to him, for the reason that the questions asked demand thought and are suggestive of a new experience. I have never encountered a price cutter, so I can not give a satisfactory answer to such a question. It would be necessary for me to interview the grocer and know the reason for reduction in price and then my arguments would be shaped by his explanations.

Concerning the grocer who bought Sunshine by the barrel and relapsed into case buying, I try to point out to him the advantage of buying in large quantities. His clerks take more interest in goods when they know they have a quantity on hand. When a grocer tells us he has not the room I look his store over and offer a few suggestions, generally finding a lot of old goods which really look bad, then tell him in a modest way that I was raised in a grocery store, which is true. Sometimes I make room for a barrel, but not as often as I would like. I also tell the grocer that Sunshine makes a very pretty window and interest some in this way. I am only a beginner and do not feel as though I could drop one thought that would be of any help. Only wish I could.

Answer Eight.

I try to interest the dealer by talking two barrels with the order plan, which gives him a much better profit. The order plan will place the powder in thirty new families or eighteen, as the case may be. A large number of these will become permanent users of Sunshine in addition to the ones already using it, with a little extra effort on his part, which the added profit will pay him to give to it. At the same time he is giving his customers a pure high grade powder at a very reasonable price, besides making a handsome profit himself.

To the man who complains about his neighbor cutting prices and

wishes to throw Sunshine out, I tell him because some two or three grocers are cutting prices on Sunshine is no good reason why he should throw this particular baking powder out, for the chances are they are cutting a number of other staple articles the same way and perhaps will continue to do so, and to follow this rule would be to throw almost everything in his store out. The only way to do is to go right along and sell Sunshine at the usual price. The cutters will get tired of cutting after awhile and will raise Sunshine to the usual price. I also tell him it is not good policy to quit handling as good an article as Sunshine after he has succeeded in working up a good trade on it, for the cheap powders he is now selling on his recommendation will not give satisfaction very long and then his customers will begin to doubt his word. This will hurt his business, while he knows he can truthfully recommend Sunshine to give satisfaction always.

Natural Question.

"Boss," began the beggar, "won't yer help a poor—"

"See here!" interrupted Goodheart, "I gave you some money last week." "Well, gee whiz! ain't yer earned any more since?"

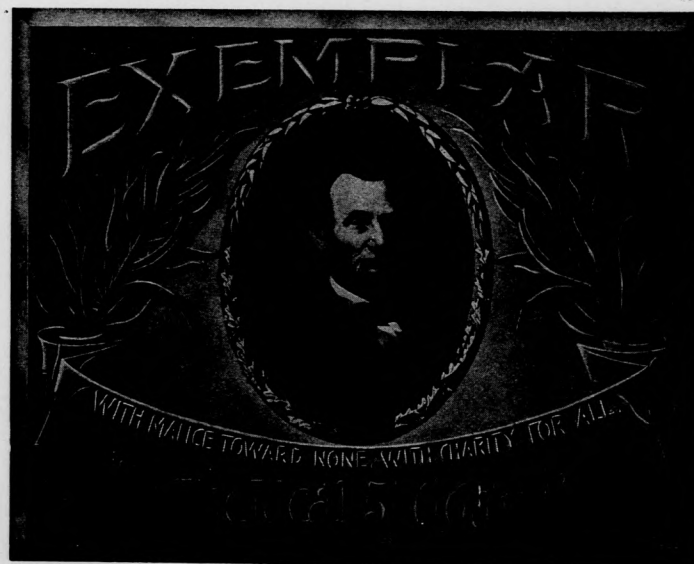
When hope wanes strength goes.

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.



Will Hold Another Picnic This Month.

Grand Rapids, Aug. 8.—At a meeting of Grand Rapids Council, No. 131, U. C. T., held at their rooms on Ionia street, there was a good attendance, considering the holiday season for traveling men. Applications for membership were received from two and Wm. D. Bosma and Archie G. Longheed, of this city, were initiated, they having been accepted at the meeting held July 2.

Another picnic of the traveling men and their families will be held some time during August and without any of the amber fluid being taken along. Notice of the date will be given later.

The following memorial on the death of George J. Renken, who had been accepted as a member of the Council but not yet initiated, was offered and adopted.

Whereas—It has pleased the Benign Father of All to call to his eternal home our beloved friend, George J. Renken, therefore

Resolved—that we realize our loss most keenly, as we had expected to receive him into our Council as a member of the United Commercial Travelers, but we bow in humble submission to the will of the Great Senior Councillor of the Universe, "who doeth all things well."

By this memorial we testify to the many sterling qualities of true manhood in the life of our departed friend, and we offer the heartfelt sympathy of Grand Rapids Council No. 131, United Commercial Travelers, to the sorrowing wife and friends of the deceased.

O. F. Jackson,
F. H. Spurrer,
Geo. R. Alexander,
Committee.

Shading Continues in Price of Nails.

With the natural falling off in the demand for summer goods there was noticed in the market last week an excellent demand for builders' hardware, although the recent increase in building operations has not yet reached the stage where it is reflected to a remarkable extent in hardware purchases. The inquiry for garden hose and fixtures, screen doors and windows, poultry netting and wire cloth has decreased considerably, but small volumes are still moving. Shipments of stove boards, coal hods, pipe and elbows, and other fall goods have begun, and there is little doubt that the fall trade in these lines will be large. Other cold weather and winter lines, including skates and sleds, are being purchased by out-of-town jobbers in limited quantities. In the market for wire and cut nails, however, concessions are still being made by the small manufacturers, while many consumers are holding off in the hope that the leading producers may decide to reduce their prices also. As crop conditions are very satisfactory in the West and Northwest, and there is every prospect that farmers will receive high prices for their products, hardware jobbers are looking forward to a fall and winter business that will bring the year's total up to a good figure, despite the slow trade of the spring and summer months. A fair export trade is being built up with Australia and New Zealand, while shippers to the Orient are

almost overwhelmed with orders for immediate shipment.

Although the principal producers of wire and nails maintain the official prices of wire nails firmly at \$1.90, concessions are still being made by the smaller manufacturers, amounting to from 5@10c per keg. Mills have full assortments and large accumulations and the demand appears to be increasing. Regular quotations are as follows, f. o. b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days: Jobbers, carload lots, \$1.90; retailers, carload lots, \$1.95; retailers, less than carload lots, \$2.05. In the local market the distribution of wire nails from store by jobbers is exceeding that in the preceding month. The shading in prices by mills is causing the retailers to reduce their prices in order to obtain business. Quotations are as follows: Single carloads, \$2; small lots from store, \$2.05 to \$2.10.

The demand for cut nails did not show any improvement last week and a gradual shading of prices from 5c to 10c per keg is now quite general. Regular quotations for steel and iron nails f. o. b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days: Jobbers, carload lots, \$1.75; jobbers, less than carload lots, \$1.80; retailers, less than carloads, \$1.90. The local enquiry maintains the usual proportions for this season of the year. Prices have eased off to some extent, especially for small lots from store, owing to recent lower prices at mill. Quotations are as follows: Carloads on dock, \$1.89; less than carloads on dock, \$1.94; small lots from store, \$1.90 to \$1.95.

The "Wizard of the North" is the title accorded to Valdemar Paulsen, of Copenhagen. He has invented the telegraph, a machine to attach to a telephone and register any message sent while the occupant of an office is out. He has also invented an electrical newspaper; and the disk upon which a message can be written in invisible lines to be taken off by an operator at a typewriter or a Mergenthaler typesetter. His last invention is a wireless telegraph, which will run a typewriter in an adjoining room. Paulsen hopes to perfect it so that he can operate a typewriter or a typesetting machine at any distance necessary.

A. D. Crain (Heath & Milligan Manufacturing Co.) is down for a talk on Co-operation before the 130 traveling representatives of his house on Aug. 25. Mr. Crain delivered an address before the same audience two years ago and won the distinction of being the most eloquent man on the programme.

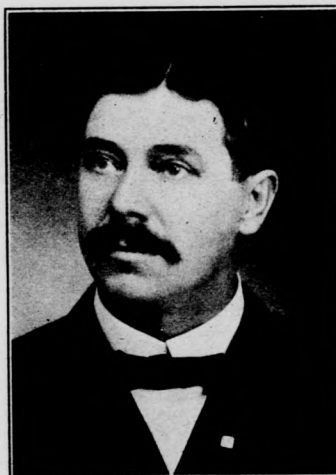
C. S. Scofield (Cawson & Smith) has removed from St. Johns to Fenton, where he will open a bazaar store. He will continue to travel, the same as heretofore.

Oliver C. Shultz (L. Gould & Co.) has his line of sleds and snow shovels on exhibition at the Pantlind this week for the benefit of the visiting hardware men.

Hardware Men In Annual Session.

The annual convention of the Michigan Hardware Dealers' Association convened at the Pantlind Hotel this afternoon, with President Popp in the chair. The President's annual address and three of the papers presented at the session are published in full in this week's issue. The other papers will appear verbatim in next week's edition.

Two sessions will be held to-mor-



President Popp

row and in the evening the members of the Association will be tendered a banquet at the Lakeside Club by the jobbers and manufacturers of the city. Sidney F. Stevens will be master of ceremonies. The toast-master and the post prandial speakers are not given out and sensational features may be expected.

Recent Business Changes Among Indiana Merchants.

Elkhart—J. C. Shively succeeds to the boot and shoe business of Shively & Co. and will conduct the business under the same style.

Indianapolis—The drug store of Keene & Hollenbeck will be conducted in the future by Bernard M. Keene.

Indianapolis—Frank Isaac, of the Reliable Furniture & Carpet Co., is dead.

Linton—Pierce Bros. will succeed M. Newkirk in conducting a fruit store.

Marion—W. C. Smith, of the W. C. Smith Shoe Co., is dead. Mr. Smith was also interested in the retail shoe store of Smith Bros. Shoe Co., of Warsaw.

North Manchester—Strauss, Hamilton & Gingerick, who formerly conducted a flour mill at this place, have been succeeded by the North Manchester Milling Co.

Vincennes—A. B. DePriest has purchased the drug stock of Herman J. Watjen.

Indianapolis—The Rex Baking Powder Co. is succeeded by Jos. V. Norman.

North Judson—A receiver has been appointed for E. Kreis, who has been conducting a hardware store.

Hides, Pelts, Tallow and Wool.

The advance in hides is checked, not from any surplus or increase of

supply, but tanners in many instances stopped wetting any as prices had got far beyond a profit by working them. Only such as are obliged to have them will buy them, and they fight for lower values. There has been no advance in the past week. Country dealers realize all there is in them by direct shipment to consumer. No increase in stocks is looked for before sixty days, or cooler weather.

Sheep pelts are in good demand at increased values. Sales have been made at prices beyond anticipated values. The market is well cleaned up.

Tallow remains slow of sale and sluggish. The anticipated advance does not materialize. Soaper's stock is checked by low price of oil. Supplies are equal to the demand.

Wool is firm in price and active in sales, with a good demand beyond supply. Prices gradually firm up as one cleans out his holdings and looks for a new supply. Trading in the State is small from small holdings left.

Wm. T. Hess.

The Boys Behind the Counter.

Cadillac—Frank Johnson has taken a position in the grocery store of Andrew Lindstrom.

Sault Ste. Marie—T. McGilvray, formerly purchasing agent for the Union Carbide Co., has accepted a similar position with the Musselman Grocer Co.

Raber—The Mud Lake Lumber Co. has secured the services of Terry O'Laughlin as manager of their large general store at this place.

To Take a Day Off.

Caro, Aug. 8.—The arrangements for the Business Men's excursion to Orion on Wednesday, Aug. 17, are completed and it is expected to be one of the most enjoyable occasions ever provided for Tuscola county people. Ten coaches have been provided for Caro and two more will be attached at Vassar, so ample accommodations will be provided for all.

Muskegon—The Racine Boat Manufacturing Co. has been recapitalized and the amount of stock has been increased by \$75,000. J. Harvey McCracken and Paul B. McCracken have been taken into the company and the former will have an office at the headquarters of the plant.

Sault Ste Marie—The Northwestern Leather Co. is erecting a five-story addition to its plant at Algonquin. This concern is one of the largest of the kind in the country and is the city's chief industry.

Maybee—Articles have been filed by E. W. Clark, R. B. Burrell and F. Fowle for the National Silica Co., capital \$75,000. They have a plant near this place with a capacity of twelve cars a day.

Detroit—The Greenaway Co., capital \$20,000, to manufacture steam separators, etc., has been organized by A. J. Greenaway and others, with \$3,000 paid in and \$12,000 in patents, etc.

Every biography embraces all history.



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.

GENUINE PROGRESS

Made by the Michigan State Pharmaceutical Association.*

This meeting records the twenty-second year of the life of this Association and is one of the most important meetings that has been held since its organization. Matters that should be of the greatest interest to the members of this Association and to every druggist in Michigan will be presented for your consideration, and I would ask that you consider them most carefully and that every member present take part in the discussions which follow. It has been my experience in the past that too few do this. There is not a member of this Association but has ideas and opinions and we need to hear them at this meeting.

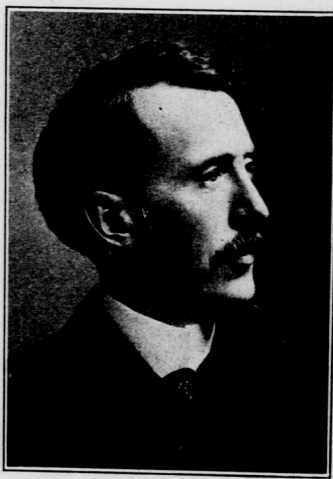
The general business conditions of our country during 1904 have not been up to the standard of those of the corresponding period of 1903. There are several reasons for this: Our unusual and long-continued winter, labor strikes and the general unsettled labor conditions of this country, and the agitation and uncertainty always attending a presidential campaign. With these obstacles removed we should look forward to as great a degree of prosperity as this country has ever enjoyed. The drug trade with other lines of business has felt this depression, but not to the same extent as many other lines of trade.

Pharmacy considered scientifically is going forward very rapidly. Almost a revolution has taken place in the last few years. This is especially true of manufacturing pharmacy, which has reached a very high degree of scientific perfection. The methods employed and the products of our manufacturing laboratories are not only mechanically perfect, but are chemically and scientifically so. Very many college trained chemists and scientists are employed in these laboratories, and theories that were but a few years ago considered visionary and impracticable have been put into practical application and are working wonders in medicine and pharmacy. It is a fact that at the present time our State University can not supply the demands for chemists that come from these and other scientific industries.

Retail or dispensing pharmacy is not going backward, but is not keeping up to the pace set by the manufacturers. The retail pharmacist is not sufficiently aggressive and he is too slow to grasp and adopt the new ideas and principles that have made

the manufacturer so successful. Retail pharmacy in some of the other states is farther advanced than in Michigan, notably in the State of New York. There a fixed standard of purity and strength is required for all drugs and pharmaceuticals dispensed on physicians' prescriptions, or sold over the counter, and they exact as one of the requirements for registration as pharmacist a full college of pharmacy course. The needs of a higher standard of education for pharmacists and improved methods in pharmacy are as great in Michigan as they are in New York, Pennsylvania and Massachusetts, and the time has come when it is for the pharmacists of this State to say whether or not they are ready to adopt them. There may be doubts in our minds as to the future of retail pharmacy, but there can be no doubt that it will depend very greatly upon the pharmacists themselves.

It has for a long time been a well



known fact to every live pharmacist in Michigan that our present pharmacy law is deficient in many ways and that it does not meet present requirements. It was framed at a time when comparatively few of our states had pharmacy laws, and I believe it was as good as the others at that time. Handicapped as the Michigan State Board of Pharmacy has been by the defects in our pharmacy law, it is entitled to the everlasting thanks of the pharmacists and of the people of Michigan for the good it has accomplished.

I wish to call your attention to some of the defects of our present pharmacy law:

It does not fix any educational standard.

It does not fix any standard of strength or purity for drugs and pharmaceuticals.

It does not include a poison law.

Section ten, one of the most important sections of the law, is contradictory and ambiguous.

It does not make adequate provision for its enforcement.

It makes it impossible for a member of the Board, or other registered pharmacist, to personally obtain evidence and to testify against violators and by ruling of our Auditor General it is impossible for the State

Board to hire anyone else to do it. In fact, all that there is in our present pharmacy law that is of any real value to the pharmacists and to the people of Michigan is the provision for the appointment of the State Board of Pharmacy, and the granting to the Boardpower to fix the qualifications for registration of pharmacists and assistants.

At our last meeting, held at Battle Creek, one year ago, our Legislative Committee presented for our consideration the draft of a proposed pharmacy law. This draft with a few changes was printed in "The Proceedings of 1903," and will again be presented to you at this meeting for your consideration and adoption. I am thoroughly in accord with the general provisions of this proposed law with a few exceptions. These I will mention:

Sections three and six, limiting the power of the Board to requiring a standard of strength and purity for pharmacopoeial drugs, chemicals and preparations only is not sufficient. It should provide against substitution and the adulteration of any article sold for medicinal use.

The term "druggist" should be used instead of "assistant pharmacist" or pharmacists of the second class.

The limit of time when it shall be lawful for a druggist or assistant pharmacist to take charge of a pharmacy during the temporary absence of the pharmacist in charge should be defined.

Apprentices should be registered and an age limit and other necessary requirements should be exacted by the Board.

I am in favor of fixing the educational standard for the registration of pharmacists at a full course in a college of pharmacy of recognized standard. Any requirement less than this I should not include in the pharmacy law, but should leave it to the discussion of the Pharmacy Board, giving them power to fix a standard which in their judgment may be necessary for the protection of public health. I believe it to be the duty of this Association, which we owe to ourselves and the people of Michigan, to use every means in our power to improve and to elevate the standard of pharmacy in this State, and there is no better way to accomplish this than by raising the educational standard of the pharmacists. I am told by the State Board that there are more candidates who fail to pass their examinations and I know by personal experience, that there are more poor pharmacists for this than for any other cause. In advocating a higher educational standard for pharmacists do not for one minute understand that I wish to depreciate in the least the excellence and high professional standing of many of our pharmacists, who have not had the advantage of a college education, for it is greatly to the credit of these men that they have not, but the supply of material necessary to make such pharmacists without a college training is altogether too limited.

I do not believe liquor legislation

should become a part of our pharmacy law. I do not believe our Legislature would grant to the State Board of Pharmacy the power to enforce that part of our State liquor law that governs the sale of liquors in drug stores, and I believe it would be absurd for the State Board to attempt its enforcement, if the power should be granted them, with the means that they would have at their disposal.

Section seven, requiring that antidotes shall be placed upon the container or label of every poison sold, would make the poison law unnecessarily burdensome and I do not believe that it would be complied with.

There are very many preparations sold on the market that are used for dispensing or are bought by the public and used as domestic remedies or both that are either patented or sold under copyright, which neither bear their formula, chemical name or directions for administration. I regard such preparations as unsatisfactory and confusing to the dispenser and dangerous to the public. I would advise that such preparations be required by law to have printed conspicuously upon each container their scientific name or maximum and minimum doses or directions, for application if definite chemicals or alcohols or their complete or maximum and minimum doses or directions for application if compounds.

The unrestricted sale of opium, its alcohols, their salts, and preparations containing opium, cocaine, its salts, and preparations is doing great harm to the health and morals of the people of Michigan. The opium habit is one that is of such long standing and has become so deeply rooted that I do not believe that legislation would afford any relief, but I believe the sale of cocaine, its salts, and preparations containing more than a limited amount should be prohibited, except upon a written order of a registered physician, dentist, or veterinarian.

I wish to call your attention to the demoralizing effects that have followed the giving of "trading stamps" and similar devices by druggists and other business men upon honest and legitimate business methods. I would recommend that every member of this Association discontinue and dis

(Concluded on page 48)

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.

*Annual address of A. F. Walker, President of the Michigan State Pharmaceutical Association.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum	Execchthitos	Tinctures	Myristica, No. 1	De Voes	Paints
Benzolcum, Ger.	Erigeron	Aconitum Nap's R	38@ 40	Snuff, S'h De Vo's	bbl L
Boracic	Gaultheria	Aconitum Nap's F	25@ 28	Soda, Boras	Red Venetian
Carbolium	Geranium	Aloes	60	Soda, Boras, po	Ochre, yel Mars
Citricum	Gossypil, Sem gal	Aloes & Myrrh	60	Soda et Pot's Tart	Ochre, yel Ber
Hydrochlor	Hedeoma	Assafoetida	60	Soda, Carb	Putty, commer'l
Nitrocum	Junipera	Atrope Belladonna	60	Soda, Bt-Carb	Putty, strictly pr.
Oxalicum	Lavendula	Aurant Cortex	60	Soda, Ash	Vermillion, Prime
Phosphorium, dil.	Limonis	Benzoin	60	Soda, Sulphas	American
Sulphuricum	Mentha Piper	Benzoin Co	60	Spts, Cologne	Vermillion, Eng.
Tannicum	Mentha Verid.	Barosma	60	Spts, Ether Co	Green, Paris
Tartaricum	Morhuac, gal.	Cantharides	60	Spts, Myrcia Dom	Green, Feninsular
Ammonia	Myrica	Cardamon	60	Spts, Vini Rect bbl	Lead, red
Aqua, 12 deg.	Myrrha	Castor	60	Spts, Vini Rect 1/2 b	Lead, white
Aqua, 20 deg.	Olive	Catechu	60	Spts, VI R't 10 gl	Whiting, white S'n
Carbonas	Picls Liquida	Cinchona	60	Spts, VI R't 5 gal	Whiting, Gilders
Chloridum	Picls Liquida gal.	Cinchona Co	60	Strychnia, Crystal	White, Paris, Am'r
Aniline	Ricina	Columba	60	Sulphur, Subl	Whit'g, Paris, Eng
Black	Rosmarini	Cubebae	60	Sulphur, Roll	cliff
Brown	Rosae, oz	Cassia Acutifol Co	60	Tamarinds	Universal Prep'd
Red	Sacubini	Digitalis	60	Terebenth Venice	
Yellow	Sinapis, ess, oz.	Ergot	60	Theobromae	
Baccas	Tigil	Ferri Chloridum	35	Vanilla	
Cubebae	Thyme	Gentian	60	Zinci Sulph	
Juniperus	Thyme, opt	Gentian Co	60	Oils	
Xanthoxylum	Theobromas	Guilaca	60	Whale, winter	
Balsamum	Potassium	Bichromate	60		
Cubebae	Bi-Carb	Bromide	60		
Peru	Bromide	Carb	60		
Terabin, Canada	Chlorate po 17@19	Chlorate	60		
Tolutan	Cyanide	Cinchona	60		
Cortex	Iodide	Cinchona Co	60		
Abies, Canadian	Potassa, Bitart pr	Columba	60		
Cassia	Potass Nitras opt	Cubebae	60		
Cinchona Flava	Potass Nitras	Cassia Acutifol Co	60		
Muonymus atro.	Prussiate	Digitalis	60		
Myrica Cerifera	Sulphate po	Ergot	60		
Prunus Virgini		Ferri Chloridum	35		
Quillala, gr'd		Gentian	60		
Sassafras		Guilaca	60		
Ulmus		Bichromate	60		
Extractum		Bromide	60		
Glycyrrhiza Gla.		Bromide	60		
Glycyrrhiza, po.		Carb	60		
Haematox		Chlorate po 17@19	60		
Haematox, 1s.		Cyanide	60		
Haematox, 1/2s.		Iodide	60		
Haematox, 1/4s.		Potassa, Bitart pr	60		
Flora		Potass Nitras opt	60		
Arnica		Potass Nitras	60		
Anthemis		Prussiate	60		
Matricaria		Sulphate po	60		
Folia		Radix	60		
Barosma		Aconitum	60		
Cassia		Althae	60		
Tinnevely		Anchusa	60		
Cassia, Acutifol.		Arum po	60		
Salvia officinalis		Calamus	60		
1/4s and 1/2s.		Gentiana	60		
Uva Ursi		Glycyrrhiza pv 15	60		
Gummi		Hydrastis Cana.	60		
Acacia, 1st pkd.		Hydrastis Can po	60		
Acacia, 2d pkd.		Hellebore, Alba.	60		
Acacia, 3d pkd.		Inula, po	60		
Acacia, sifted sts.		Ipecac, po	60		
Acacia, po.		Iris plox	60		
Aloe, Barb.		Jalapa, pr	60		
Aloe, Cape.		Maranta, 1/4s	60		
Aloe, Socotri		Podophyllum po.	60		
Ammoniac		Rhel, cut	60		
Assafoetida		Rhel, pv	60		
Benzoinum		Spigella	60		
Catechu, 1s.		Sanguinari, po 24	60		
Catechu, 1/2s.		Serpentaria	60		
Catechu, 1/4s.		Senega	60		
Camphora		Smilax, off's H	60		
Euphorbium		Smilax, M	60		
Galbanum		Scilla	60		
Gamboge		Scilla, po 35	60		
Gualacum		Symplocarpus	60		
Kino		Valeriana Eng.	60		
Mastic		Valeriana, Ger	60		
Myrrh		Zingiber a	60		
Opil		Zingiber j	60		
Shellac		Semen	60		
Tragacanth		Anisum	60		
Herba		Apium (gravel's)	60		
Absinthium, oz pk		Bird, 1s	60		
Eupatorium oz pk		Carul	60		
Lobelia		Cardamon	60		
Majorum		Coriandrum	60		
Mentha Pip oz pk		Cannabis Sativa.	60		
Mentha Vir oz pk		Cydonium	60		
Rue		Cheopodidum	60		
Tanacetum V.		Dipterix Odorate.	60		
Thymus V. oz pk		Foeniculum	60		
Magnesia		Foenicreek, po	60		
Calcined, Pat.		Lini	60		
Carbonate, Pat.		Lini, gr'd bbl 4	60		
Carbonate K-M.		Lobelia	60		
Carbonate		Pharlaris Cana'n.	60		
Oleum		Rapa	60		
Absinthium		Sinapis Alba	60		
Amygdalae, Dulc.		Sinapis Nigra	60		
Amygdalae Ama.		Spiritus	60		
Anisi		Frument W D.	60		
Aurant Cortex		Frument Co O T.	60		
Bergamit		Juniperis Co	60		
Cajiputi		Juniperis Co	60		
Caryophylli		Saccharum NE	60		
Cedar		Spt Vini Galli	60		
Chenopadii		Vini Oporto	60		
Cinnamoni		Vini Alba	60		
Citronelli		Sponges	60		
Conium Mac.		Florida sheeps' wl	60		
Copaiba		carriage	60		
Cubebae		Nassau sheeps' wl	60		
Acacia		carriage	60		
Auranti Cortex		Velvet extra shps'	60		
Zingiber		wool, carriage	60		
Ipecac		Extra yelw shps'	60		
Ferri Iod		wool, carriage	60		
Rhel Arom		Grass sheeps' wl	60		
Smilax Off's		carriage	60		
Senega		Hard, slate use	60		
Scilla		Yellow Reef, for	60		
Scilla Co		slate use	60		
Tolutan		Syrups	60		
Prunus virg		Acacia	60		
Syrups		Auranti Cortex	60		
Acacia		Zingiber	60		
Auranti Cortex		Ipecac	60		
Zingiber		Ferri Iod	60		
Ipecac		Rhel Arom	60		
Ferri Iod		Smilax Off's	60		
Rhel Arom		Senega	60		
Smilax Off's		Scilla	60		
Senega		Scilla Co	60		
Scilla		Tolutan	60		
Scilla Co		Prunus virg	60		
Tolutan		Wholesale Druggists	60		
Prunus virg		Grand Rapids, Michigan	60		

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	
Package Coffee		Salt Fish	
Flour			
Index to Markets			
By Columns			
Col			
A			
B			
C			
D			
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F			
G			
H			
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3		4		5	
60 ft.	1 44	Lemon Biscuit Square. 8		Linen Lines	
70 ft.	1 30	Lemon Wafer 16		Small	26
80 ft.	2 00	Lemon Snaps 10		Medium	26
Cotton Braided		Lemon Gems 10		Large	24
40 ft.	1 35	Lem Yen 10		Poles	
50 ft.	1 35	Marshmallow 16		Bamboo, 14 ft., pr ds.	50
60 ft.	1 65	Marshmallow Cream. 16		Bamboo, 16 ft., pr ds.	65
Galvanized Wire		Marshmallow Walnut. 16		Bamboo, 18 ft., pr ds.	80
No. 20, each 100 ft long. 1 90		Mary Ann 8		FLAVORING EXTRACTS	
No. 19, each 100 ft long. 2 10		Malaga 10		Foots & Jenks	
COCOA		Mich Coco F's'd honey. 12		Coleman's Van. Lem.	
Baker's	38	Milk Biscuit 12		2oz. Panel 1 20	70
Cleveland	41	Mich Frosted Honey .. 12		3oz. Taper 2 00	1 50
Colonial, 1/4s	35	Mixed Picnic 11 1/2		No. 4 Rich. Blake. 2 00 1 50	
Colonial, 1/2s	33	Molasses Cakes, Scl'd 3		Jennings	
Epps	42	Moss Jelly Bar. 12		Terpeness Lemon	
Huyler	45	Muskegon Branch, Iced 10		No. 2 D. C. pr ds.	75
Van Houten, 1/4s	12	Newton 12		No. 4 D. C. pr ds.	1 50
Van Houten, 1/2s	20	Oatmeal Crackers 8		No. 6 D. C. pr ds.	3 00
Van Houten, 1/4s	40	Orange Slice 12		Taper D. C. pr ds.	1 50
Van Houten, 1s	72	Orange Gem 8		Mexican Vanilla	
Webb	31	Penny Assorted Cakes. 8		No. 2 D. C. pr ds.	1 30
Wilbur, 1/4s	41	Pilot Bread 7		No. 4 D. C. pr ds.	2 00
Wilbur, 1/2s	42	Pineapple Honey 15		No. 6 D. C. pr ds.	3 00
COCOANUT		Ping Pong 9		Taper D. C. pr ds.	3 00
Dunham's 1/4s	26	Pretzels, hand made .. 8		GELATINE	
Dunham's 1/2s & 1/4s. 26 1/2		Pretzettes, hand m'd 8		Knox's Sparkling, ds. 1 20	
Dunham's 1/2s	27	Pretzettes, mch. m'd 7		Knox's Sparkling, gro. 14 00	
Bulk	12	Pretzettes, mch. m'd 7		Knox's Acidu'd, doz. 1 20	
COCOA SHELLS		Revere 14		Knox's Acidu'd, gro. 14 00	
20 lb. bags	2 1/2	Rube Sears 8		Oxford 75	
Less quantity	3	Scotch Cookies 10		Plymouth Rock 1 50	
Pound packages	4	Snowdrops 16		Nelson's 1 50	
COFFEE		Spiced Sugar Tops .. 8		Cox's, 2 qt. size 1 61	
Rio		Sugar Cakes, scalloped 8		Cox's, 1 qt. size 1 10	
Common	11	Sugar Squares 15		GRAIN BAGS	
Fair	12	Sultanas 15		Amoskeag, 100 in b'e. 19	
Choice	15	Spiced Gingers 10		Amoskeag, less than b. 19 1/2	
Fancy	18	Urchins 8		GRAINS AND FLOUR	
Santos		Vienna Crimp 8		Wheat	
Common	11	Vanilla Wafer 16		Old Wheat.	
Fair	12 1/2	Waverly 9		No. 1 White 98	
Choice	13 1/2	Zanzibar 9		No. 2 Red 98	
Fancy	16 1/2	DRIED FRUITS		New Wheat.	
Peaberry		Sundried		No. 1 Red 93	
Fair	12 1/2	Evaporated 6 1/2		No. 1 White 93	
Choice	13 1/2	California Prunes		Winter Wheat Flour	
Fancy	16 1/2	100-125 25 lb. boxes. 3 1/2		Local Brands	
Peaberry		90-100 25 lb. boxes. 4 1/2		Patents 5 65	
Fair	12 1/2	80-90 25 lb. boxes. 4 1/2		Second Patents. 5 25	
Choice	13 1/2	70-80 25 lb. boxes. 4 1/2		Straight 5 05	
Fancy	16 1/2	60-70 25 lb. boxes. 6 1/2		Second Straight. 4 45	
Peaberry		50-60 25 lb. boxes. 6 1/2		Clear 4 70	
Fair	12 1/2	40-50 25 lb. boxes. 7 1/2		Graham 4 70	
Choice	13 1/2	30-40 25 lb. boxes. 7 1/2		Buckwheat 4 70	
Fancy	16 1/2	1/4c less in bu. cases		Rye 4 00	
Peaberry		1/4c less in bu. cases		Subject to usual cash discount.	
Fair	12 1/2	Citron 14 1/2		Flour in bbls., 25c per bbl. additional.	
Choice	13 1/2	Corsecan 14 1/2		Warden Grocer Co.'s Brand	
Peaberry		Imp'd. 1 lb. pks. 7 1/2		Quaker, paper 5 00	
Fair	12 1/2	Imported bulk. 7 1/2		Quaker, cloth 5 20	
Choice	13 1/2	Peel 12		Spring Wheat Flour	
Peaberry		Orange American 12		Pillsbury's Best 1/4s. 6 00	
Fair	12 1/2	London Layers 3 cr. 1 90		Pillsbury's Best 1/2s. 5 90	
Choice	13 1/2	London Layers 3 cr. 1 95		Pillsbury's Best 3/4s. 5 80	
Fancy	16 1/2	Cluster 4 crown. 2 50		Lemon & Wheeler Co.'s Brand	
Peaberry		Loose Muscatels, 2 cr. 5 1/2		Wingold, 1/4s. 6 20	
Fair	12 1/2	Loose Muscatels, 3 cr. 6 1/2		Wingold 1/4s 6 10	
Choice	13 1/2	Loose Muscatels, 4 cr. 6 1/2		Wingold 3/4s 6 00	
Fancy	16 1/2	L. M. Seeded, 1 lb. 7 1/2		Judson Grocer Co.'s Brand	
Peaberry		L. M. Seeded, 1/2 lb. 5 1/2		Ceresota, 1/4s 6 00	
Fair	12 1/2	Sultanas, bulk. 8 1/2		Ceresota, 1/2s 5 90	
Choice	13 1/2	Sultanas, package. 8 1/2		Ceresota, 3/4s 5 80	
Peaberry		FARINACEOUS GOODS		Warden Grocer Co.'s Brand	
Fair	12 1/2	Beans		Laurel, 1/4s & 1/4s paper. 6 20	
Choice	13 1/2	Dried Lima 2 1/2		Laurel 1/2s 6 10	
Peaberry		Med. Hd. Pk'd. 2 00		Laurel, 1/4s 6 00	
Fair	12 1/2	Brown Holland 2 50		Laurel, 3/4s 6 00	
Choice	13 1/2	Farina		Meal	
Peaberry		24 1 lb. pks. 1 50		Bolted 2 50	
Fair	12 1/2	Bulk, per 100 lbs. 2 50		Golden Granulated 2 60	
Choice	13 1/2	Hominy		Feed and Millstuffs	
Peaberry		Flake, 50 lb. sack 1 00		St. Car Feed screened 22 50	
Fair	12 1/2	Pearl, 200 lb. sack 4 00		No. 1 Corn and oats. 22 50	
Choice	13 1/2	Pearl, 100 lb. sack 3 00		Corn Meal, coarse 21 00	
Peaberry		Maccaroni and Vermicelli		Winter wheat bran 21 00	
Fair	12 1/2	Domestic, 10 lb. box 60		Winter wheat midn'gs. 22 00	
Choice	13 1/2	Imported, 25 lb. box 2 50		Cow Feed 21 50	
Peaberry		Pearl Barley		Screenings 20 00	
Fair	12 1/2	Common 2 50		Oats	
Choice	13 1/2	Chester. 2 60		Car lots 44 1/2	
Peaberry		Empire 3 50		Corn	
Fair	12 1/2	Peas		Corn, new 55	
Choice	13 1/2	Green, Wisconsin, bu. 1 35		Hay	
Peaberry		Green, Scotch, bu. 1 40		No. 1 timothy car lots. 10 50	
Fair	12 1/2	Split, lb. 4		No. 1 timothy ton lots. 12 50	
Choice	13 1/2	Rolled Oats		HERBS	
Peaberry		Rolled Avenna, bbl. 5 25		Sage 15	
Fair	12 1/2	Steel Cut, 100 lb. sacks 2 70		Hops 15	
Choice	13 1/2	Monarch, bbl. 5 00		Laurel Leaves 15	
Peaberry		Monarch, 10 lb. sacks. 2 40		Senna Leaves 25	
Fair	12 1/2	Quaker, cases 3 10		INDIGO	
Choice	13 1/2	East India 3 1/2		Madras, 5 lb. boxes 55	
Peaberry		German, sacks 3 1/2		S. F., 2, 3, 5 lb. boxes. 65	
Fair	12 1/2	German, broken pkg. 4		JELLY	
Choice	13 1/2	Taploca		5 lb. pails per doz 1 70	
Peaberry		Flake, 110 lb. sacks 4 1/2		15 lb. pails 1 70	
Fair	12 1/2	Pearl, 130 lb. sacks 4 1/2		30 lb. pails 65	
Choice	13 1/2	Pearl, 24 lb. pks. 6		LICORICE	
Peaberry		Cracked, bulk 3 1/2		Pure 80	
Fair	12 1/2	24 2 lb. packages 2 50		Calabria 23	
Choice	13 1/2	FISHING TACKLE		Sicily 14	
Peaberry		1/2 to 1 in 6		Root 11	
Fair	12 1/2	1 1/2 to 2 in 7		LYE	
Choice	13 1/2	2 to 3 in 9		Condensed, 2 ds 1 00	
Peaberry		3 to 4 in 11		Condensed, 4 ds 3 00	
Fair	12 1/2	4 to 6 in 13		MEAT EXTRACTS	
Choice	13 1/2	6 to 8 in 15		Armour's, 2 oz 4 45	
Peaberry		8 to 10 in 17		Armour's, 4 oz 5 70	
Fair	12 1/2	10 to 12 in 19		Libbig's, Chicago, 2 oz. 5 50	
Choice	13 1/2	12 to 14 in 21		Libbig's, Chicago, 4 oz. 5 50	
Peaberry		14 to 16 in 23		Libbig's, imported, 2 oz. 5 50	
Fair	12 1/2	16 to 18 in 25		Libbig's, imported, 4 oz. 5 50	
Choice	13 1/2	18 to 20 in 27			
Peaberry		20 to 22 in 29			
Fair	12 1/2	22 to 24 in 31			
Choice	13 1/2	24 to 26 in 33			
Peaberry		26 to 28 in 35			
Fair	12 1/2	28 to 30 in 37			
Choice	13 1/2	30 to 32 in 39			
Peaberry		32 to 34 in 41			
Fair	12 1/2	34 to 36 in 43			
Choice	13 1/2	36 to 38 in 45			
Peaberry		38 to 40 in 47			
Fair	12 1/2	40 to 42 in 49			
Choice	13 1/2	42 to 44 in 51			
Peaberry		44 to 46 in 53			
Fair	12 1/2	46 to 48 in 55			
Choice	13 1/2	48 to 50 in 57			
Peaberry		50 to 52 in 59			
Fair	12 1/2	52 to 54 in 61			
Choice	13 1/2	54 to 56 in 63			
Peaberry		56 to 58 in 65			
Fair	12 1/2	58 to 60 in 67			
Choice	13 1/2	60 to 62 in 69			
Peaberry		62 to 64 in 71			
Fair	12 1/2	64 to 66 in 73			
Choice	13 1/2	66 to 68 in 75			
Peaberry		68 to 70 in 77			
Fair	12 1/2	70 to 72 in 79			
Choice	13 1/2	72 to 74 in 81			
Peaberry		74 to 76 in 83			
Fair	12 1/2	76 to 78 in 85			
Choice	13 1/2	78 to 80 in 87			
Peaberry		80 to 82 in 89			
Fair	12 1/2	82 to 84 in 91			
Choice	13 1/2	84 to 86 in 93			
Peaberry		86 to 88 in 95			
Fair	12 1/2	88 to 90 in 97			
Choice	13 1/2	90 to 92 in 99			
Peaberry		92 to 94 in 101			
Fair	12 1/2	94 to 96 in 103			
Choice	13 1/2	96 to 98 in 105			
Peaberry		98 to 100 in 107			
Fair	12 1/2	100 to 102 in 109			
Choice	13 1/2	102 to 104 in 111			
Peaberry		104 to 106 in 113			
Fair	12 1/2	106 to 108 in 115			
Choice	13 1/2	108 to 110 in 117			
Peaberry		110 to 112 in 119			
Fair	12 1/2	112 to 114 in 121			
Choice	13 1/2	114 to 116 in 123			
Peaberry		116 to 118 in 125			
Fair	12 1/2	118 to 120 in 127			
Choice	13 1/2	120 to 122 in 129			
Peaberry		122 to 124 in 131			
Fair	12 1/2	124 to 126 in 133			
Choice	13 1/2	126 to 128 in 135			
Peaberry		128 to 130 in 137			
Fair	12 1/2	130 to 132 in 139			
Choice	13 1/2	132 to 134 in 141			
Peaberry		134 to 136 in 143			
Fair	12 1/2	136 to 138 in 145			
Choice	13 1/2	138 to 140 in 147			
Peaberry		140 to 142 in 149			
Fair	12 1/2	142 to 144 in 151			
Choice	13 1/2	144 to 146 in 153			
Peaberry		146 to 148 in 155			
Fair	12 1/2	148 to 150 in 157			
Choice	13 1/2	150 to 152 in 159			
Peaberry		152 to 154 in 161			
Fair	12 1/2	154 to 156 in 163			
Choice	13 1/2	156 to 158 in 165			
Peaberry		158 to 160 in 167			
Fair	12 1/2	160 to 162 in 169			
Choice	13 1/2	162 to 164 in 171			
Peaberry		164 to 166 in 173			
Fair	12 1/2	166 to 168 in 175			
Choice	13 1/2	168 to 170 in 177			
Peaberry		170 to 172 in 179			
Fair	12 1/2	172 to 174 in 181			
Choice	13 1/2	174 to 176 in 183			
Peaberry		176 to 178 in 185			
Fair	12 1/2	178 to 180 in 187			
Choice	13 1/2	180 to 182 in 189			
Peaberry		182 to 184 in 191			
Fair	12 1/2	184 to 186 in 193			
Choice	13 1/2	186 to 188 in 195			
Peaberry		188 to 190 in 197			
Fair	12 1/2	190 to 192 in 199			
Choice	13 1/2	192 to 194 in 201			
Peaberry		194 to 196 in 203			
Fair	12 1/2	196 to 198 in 205			
Choice	13 1/2	198 to 200 in 207			
Peaberry		200 to 202 in 209			
Fair	12 1/2	202 to 204 in 211			
Choice	13 1/2	204 to 206 in 213			
Peaberry		206 to 208 in 215			
Fair	12 1/2	208 to 210 in 217			
Choice	13 1/2	210 to 212 in 219			
Peaberry		212 to 214 in 221			
Fair	12 1/2	214 to 216 in 223			
Choice	13 1/2	216 to 218 in 225			
Peaberry		218 to 220 in 227			
Fair	12 1/2	220 to 222 in 229			
Choice	13 1/2	222 to 224 in 231			
Peaberry		224 to 226 in 233			
Fair	12 1/2	226 to 228 in 235			

6	7	8	9	10	11
MOLASSES New Orleans Fancy Open Kettle ... 40 Choice ... 35 Fair ... 26 Good ... 22 Half barrels 2c extra MINCE MEAT Columbia, per case ... 2 75 MUSTARD Horse Radish, 1 dz ... 1 75 Horse Radish, 2 dz ... 3 50 Bayle's Celery, 1 dz ... OLIVES Bulk, 1 gal. kegs ... 1 00 Bulk, 3 gal. kegs ... 95 Bulk, 5 gal. kegs ... 90 Manzanilla, 7 oz ... 80 Queen, pints ... 2 25 Queen, 19 oz ... 4 50 Queen, 28 oz ... 7 00 Stuffed, 5 oz ... 90 Stuffed, 8 oz ... 1 45 Stuffed, 10 oz ... 2 30 PIPES Clay, No. 216 ... 1 70 Clay, T. D., full count ... 65 Cob, "o. 3 ... 85 PICKLES Medium Barrels, 1,200 count ... 7 75 Half bbls, 600 count ... 4 50 Small Half bbls, 1,200 count ... 5 50 Barrels, 2,400 count ... 9 50 PLAYING CARDS No. 90, Steamboat ... 85 No. 15, Rival, assorted ... 20 No. 20, Rover enameled ... 1 70 No. 572, Special ... 1 75 No. 98, Golf, satin finish ... 2 00 No. 308, Bicycle ... 2 00 No. 632, Tourm't whist ... 25 POTASH 48 cans in case ... 4 00 Penna Salt Co's ... 3 00 PROVISIONS Barreled Pork Mess, ... 14 00 Back fat ... 14 50 Fat Back ... 14 50 Short Cut ... 13 50 Pig ... 18 00 Bean ... 12 50 Brisket ... 16 00 Clear Family ... 13 00 Dry Salt Meats Bellies ... 9 75 S P Bellies ... 10 Extra Shorts ... 9 Smoked Meats Hams, 12 lb. average ... 12 Hams, 14 lb. average ... 12 Hams, 16 lb. average ... 12 Hams, 20 lb. average ... 11 75 Skinned Hams ... 13 75 Ham, dried beef sets ... 14 Shoulders, (N. Y. cut) ... 12 75 Bacon, clear ... 11 75 California Hams ... 9 75 Boiled Hams ... 13 Picnic Bowed Ham ... 15 Berlin Ham pr's'd ... 10 Mince Ham ... 10 Lard Compound ... 6 75 Pure ... 8 60 lb. tubs, advance ... 7 75 40 lb. tubs, advance ... 7 75 50 lb. tubs, advance ... 7 75 20 lb. pails, advance ... 7 75 10 lb. pails, advance ... 7 75 5 lb. pails, advance ... 7 75 3 lb. pails, advance ... 7 75 Sausages Bologna ... 6 Liver ... 6 Frankfort ... 7 75 Pork ... 7 75 Veal ... 8 Tongue ... 9 75 Headcheese ... 9 75 Beef Extra Mess ... 10 50 Boneless ... 10 50 Rump, new ... 10 50 Pig's Feet 1/4 bbls, 40 lbs ... 1 10 1/4 bbls, 40 lbs ... 1 10 1/4 bbls, 40 lbs ... 1 10 1/4 bbls, 40 lbs ... 1 10 Tripe Kits, 15 lbs ... 70 1/4 bbls, 40 lbs ... 1 25 1/4 bbls, 40 lbs ... 2 50 Casings Hogs, per lb. ... 25 Beef rounds, set ... 15 Beef middles, set ... 45 Sheep, per bundle ... 70 Uncolored Butterine Solid, dairy ... 9 75 @ 10 Rolls, dairy ... 10 75 @ 11 1/2 Canned Meats Corned beef, 14 ... 2 50 Corned beef, 20 ... 2 50 Potted ham, 1/4 ... 45 Potted ham, 1/4 ... 45 Deviled ham, 1/4 ... 45 Deviled ham, 1/4 ... 45 Potted tongue, 1/4 ... 45 Potted tongue, 1/4 ... 45 RICE Screenings ... 2 75 Fair Japan ... 3 75 Choice Japan ... 4 Imported Japan ... 4 75 Fair Louisiana hd. ... 3 75 Choice La. hd. ... 4 75 Fancy La. hd. ... 5 75 Carolina ex. fancy ... 6 75	SALAD DRESSING Columbia, 1/2 pint ... 2 40 Columbia, 1 pint ... 4 25 Durkee's, large, 1 doz ... 4 50 Durkee's, small, 2 doz ... 5 25 Snider's, large, 1 doz ... 2 35 Snider's, small, 2 doz ... 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer ... 3 15 Deland's ... 3 00 Dwight's Cow ... 3 15 Emblem ... 2 10 L. P. ... 3 00 Wyandotte, 100 3/4 ... 3 00 SAL SODA Granulated, bbls ... 85 Granulated, 100 lb. cases ... 1 00 Lump, bbls ... 75 Lump, 145 lb. kegs ... 95 SALT Diamond Crystal Table Cases, 24 3/4 boxes ... 1 40 Barrels, 100 3/4 bags ... 3 00 Barrels, 50 1/2 bags ... 3 00 Barrels, 40 7/8 bags ... 2 75 Butter Barrels, 320 lb. bulk ... 2 65 Barrels, 20 1/4 bags ... 2 55 Sacks, 28 lbs ... 2 75 Sacks, 56 lbs ... 67 Shaker Boxes, 24 3/4 ... 1 50 Butter Bris, 280 lbs, bulk ... 2 25 Linen bags, 5-56 lbs ... 3 00 Linen bags, 10-28 lbs ... 3 00 Cotton bags, 10-28 lbs ... 2 75 Cheese Bbls., 280 lb. bulk ... 2 40 5 barrel lots, 5 per cent. discount. 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. Common Grades 100 3/4 sacks ... 1 90 60 5/8 sacks ... 1 80 28 10/16 sacks ... 1 70 56 1/2 sacks ... 30 25 2/8 sacks ... 15 Warsaw 56 lb. dairy in drill bags ... 40 28 lb. dairy in drill bags ... 20 Solar Rock 56 lb. sacks ... 22 Common Granulated, fine ... 80 Medium Fine ... 90 SALT FISH Cod Large Whole ... @ 6 Small Whole ... @ 5 75 Strips or bricks, 7 1/2 @ 10 Pollock ... @ 3 75 Halibut Strips ... 14 75 Chunks ... 15 Herring Holland White Hoop, barrels ... White hoops, 1/2 bbl. ... White hoops, keg ... White hoops, mchs ... Norwegian Round, 100 lbs ... 3 60 Round, 40 lbs ... 2 00 Scaled ... 18 Trout No. 1, 100 lbs. ... 7 50 No. 1, 40 lbs. ... 3 25 No. 1, 10 lbs. ... 90 No. 1, 8 lbs. ... 75 Mackerel Mess, 100 lbs. ... 12 00 Mess, 40 lbs. ... 5 30 Mess, 10 lbs. ... 1 25 Mess, 8 lbs. ... 1 50 No. 1, 100 lbs. ... 11 00 No. 1, 40 lbs. ... 4 90 No. 1, 10 lbs. ... 1 40 No. 1, 8 lbs. ... 1 20 Whitefish No. 1 No. 2 Fam 100 lbs. ... 3 50 50 lbs. ... 4 50 10 lbs. ... 1 00 8 lbs. ... 82 SEEDS Anise ... 15 Canary, Smyrna ... 6 Caraway ... 8 Cardamon, Malabar ... 1 00 Celery ... 10 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 3 Poppy ... 4 75 Rape ... 25 Cattle Bone ... 25 SHOE BLACKING Handy Box, large, 3 dz ... 2 50 Handy Box, small ... 1 25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 SNUFF Scotch, in bladders ... 37 Maccaboy, in jars ... 35 French Rapple, in jars ... 47	SOAP Central City Soap Co's brand. Jaxon ... 2 85 Jaxon, 5 box, del. ... 2 80 Jaxon, 10 box, del. ... 2 75 Johnson Soap Co. brands Silver King ... 3 65 Calumet Family ... 2 75 Scotch Family ... 2 85 Cuba ... 2 35 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 Dome, 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 Marshall's ... 4 00 Proctor & Gamble brands Lenox ... 2 85 Ivory, 6 oz ... 4 00 Ivory, 10 oz ... 6 75 Star ... 3 10 A. B. Wrisley brands Globe, Cheer ... 4 00 Old Country ... 3 40 Scouring Enoch Morgan & Sons. Sapallo, gross lots ... 9 00 Sapallo, half gross lots ... 4 50 Sapallo, single boxes ... 2 25 Sapallo, hand ... 2 25 SODA Boxes ... 5 75 Kegs, English ... 4 75 SOUPS Columbia ... 3 80 Red Letter ... 90 SPICES Whole Spices Allspice ... 12 Cassia, China in mats ... 12 Cassia, Batavia, bund. ... 28 Cassia, Saigon, broken ... 40 Cassia, Saigon, in rolls ... 55 Cloves, Amboy ... 23 Cloves, Zanzibar ... 20 Mace ... 55 Nutmegs, 75-80 ... 45 Nutmegs, 105-10 ... 35 Nutmegs, 115-20 ... 30 Pepper, Singapore, blk. ... 15 Pepper, Singap. white ... 25 Pepper, shot ... 17 Pure Ground in Bulk Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 43 Cloves, Zanzibar ... 23 Ginger, African ... 15 Ginger, Cochon ... 18 Ginger, Jamaica ... 25 Mace ... 65 Mustard ... 18 Pepper, Singapore, blk. ... 17 Pepper, Singap. white ... 25 Pepper, Cayenne ... 20 Sage ... 20 STARCH Common Gloss 1 lb. packages ... 4 75 3 lb. packages ... 4 75 6 lb. packages ... 5 75 40 and 50 lb. boxes ... 3 75 Barrels ... 3 Common Corn 20 lb. packages ... 5 40 lb. packages ... 4 75 SYRUPS Corn 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 1/2 dz in case ... 1 60 2 1/2 lb cans 1/2 dz in case ... 1 85 Pure Cane Fair ... 16 Good ... 20 Choice ... 25 TEA Japan Sundried, medium ... 24 Sundried, choice ... 32 Sundried, fancy ... 36 Regular, medium ... 24 Regular, choice ... 32 Regular, fancy ... 36 Basket-fired, medium ... 31 Basket-fired, choice ... 38 Basket-fired, fancy ... 43 Siftings ... 22 Fannings ... 12 Gunpowder Moyune, medium ... 30 Moyune, choice ... 32 Moyune, fancy ... 40 Pingsuey, medium ... 30 Pingsuey, choice ... 30 Pingsuey, fancy ... 40 Young Hyson Choice ... 30 Fancy ... 36 Oolong Formosa, fancy ... 42 Amoy, medium ... 25 Amoy, choice ... 25	English Breakfast Medium ... 20 Choice ... 30 Fancy ... 40 India Ceylon, choice ... 23 Fancy ... 48 TOBACCO Fine Cut Cadillac ... 54 Sweet Loma ... 33 Hiawatha, 5 lb. pails ... 56 Hiawatha, 10 lb. pails ... 54 Telegram ... 23 Pay Car ... 31 Frobey Rose ... 49 Protection ... 40 Sweet Burley ... 42 Tiger ... 40 Plug Red Cross ... 31 Falo ... 37 Kyo ... 37 Hiawatha ... 41 Battle Ax ... 37 American Eagle ... 33 Standard Navy ... 37 Spear Head 7 oz. ... 47 Spear Head 14 2-3 oz. ... 44 Honey Twist ... 55 Jolly Tar ... 43 Old Honesty ... 43 Toddy ... 34 J. T. ... 37 Piper Heidsieck ... 66 Boat ... 40 Honey Dip Twist ... 40 Black Standard ... 38 Cadillac ... 38 Forge ... 30 Nickel Twist ... 50 Smoking Sweet Core ... 34 Flat Car ... 32 Great Navy ... 32 Warpath ... 26 Bamboo, 16 oz. ... 25 I X L, 5 m. ... 27 I X L, 16 oz. pails ... 21 Honey Dew ... 40 Gold Block ... 40 Flagman ... 40 Chips ... 32 Kilt Dried ... 21 Duke's Mixture ... 39 Duke's Cameo ... 43 Myrtle Navy ... 44 Yum Yum, 1 2-3 oz. ... 39 Yum Yum, 1 lb. pails ... 40 Cream ... 38 Corn Cake, 2 1/2 oz. ... 24 Corn Cake, 1 lb. ... 22 Plover Boy, 1 2-3 oz. ... 39 Plover Boy, 3 1/2 oz. ... 35 Peerless, 3 1/2 oz. ... 35 Peerless, 1 2-3 oz. ... 38 Air Brake ... 36 Cant Hook ... 32 Country Club ... 32 Forex-XXXX ... 28 Good Indian ... 23 Self Binder ... 20 Silver Foam ... 34 TWINE Cotton, 3 ply ... 23 Cotton, 4 ply ... 23 Jute, 2 ply ... 14 Hemp, 6 ply ... 13 Flax, medium ... 20 Wool, 1 lb. balls ... 6 75 VINEGAR Malt White Wine, 40 gr. 8 ... Malt White Wine, 80 gr. 11 ... Pure Cider, B & B ... 11 Pure Cider, Red Star ... 11 Pure Cider, Robinson ... 10 Pure Cider, Silver ... 10 WASHING POWDER Diamond Flake ... 2 75 Gold Brick ... 3 25 Gold Dust, 24 large ... 4 50 Gold Dust, 100-5c ... 4 00 Kirkoline, 24 4 lb. ... 3 90 Pearline ... 3 75 Sapoline ... 4 10 Babbitt's 1776 ... 2 75 Roseine ... 3 50 Armour's ... 3 50 Nine O'clock ... 3 35 Wisdom ... 3 30 Scourine ... 3 50 Rub-No-More ... 3 75 WICKING No. 0 per gross ... 30 No. 1 per gross ... 30 No. 2 per gross ... 50 No. 3 per gross ... 75 WOODENWARE Baskets Bushels ... 1 00 Bushels, wide band ... 1 25 Market ... 25 Splint, large ... 6 00 Splint, medium ... 5 00 Splint, small ... 4 00 Willow, Clothes, large ... 7 25 Willow Clothes, med m ... 6 00 Willow Clothes, small ... 5 00 Bradley Butter Boxes 2 lb. size, 24 in case ... 72 3 lb. size, 16 in case ... 68 5 lb. size, 12 in case ... 63 10 lb. size, 6 in case ... 60 Butter Plates No. 1 Oval, 250 in crate ... 40 No. 2 Oval, 250 in crate ... 45 No. 3 Oval, 250 in crate ... 50 No. 5 Oval, 250 in crate ... 60	Churns Barrel, 5 gal., each ... 2 40 Barrel, 10 gal., each ... 2 55 Barrel, 15 gal., each ... 2 70 Clothes Pins Round head, 5 gross bx. ... 55 Round head, cartons ... 75 Egg Crates Humpty Dumpty ... 2 40 No. 1, complete ... 32 No. 2, complete ... 18 Faucets Cork lined, 8 in ... 65 Cork lined, 9 in ... 75 Cork lined, 10 in ... 85 Cedar, 8 in ... 55 Mop Sticks Trojan spring ... 90 Eclipse patent spring ... 85 No. 1 common ... 75 No. 2 pat. brush holder ... 85 12 lb. cotton mop heads ... 15 Ideal No. 7 ... 90 Pails 2-hoop Standard ... 1 60 3-hoop Standard ... 1 75 2-wire, Cable ... 1 70 3-wire, Cable ... 1 70 Cedar, all red, brass ... 1 25 Paper, Eureka ... 2 25 Fibre ... 2 70 Toothpicks Hardwood ... 2 50 Softwood ... 2 75 Banquet ... 1 50 Ideal ... 1 50 Traps Mouse, wood, 2 holes ... 22 Mouse, wood, 4 holes ... 45 Mouse, wood, 6 holes ... 70 Mouse, tin, 5 holes ... 65 Rat, wood ... 80 Rat, spring ... 75 Tubs 20-in., Standard, No. 1 ... 7 00 18-in., Standard, No. 2 ... 6 00 16-in., Standard, No. 3 ... 5 00 Double Acme, No. 1 ... 7 00 18-in., Cable, No. 2 ... 6 50 16-in., Cable, No. 3 ... 5 50 No. 1 Fibre ... 10 80 No. 2 Fibre ... 9 45 No. 3 Fibre ... 8 55 Wash Boards Bronze Globe ... 2 50 Dewey ... 1 75 Double Acme ... 2 75 Single Acme ... 2 25 Double Peerless ... 3 25 Single Peerless ... 2 50 Northern Queen ... 2 50 Double Duplex ... 3 00 Good Luck ... 2 75 Universal ... 2 25 Window Cleaners 12 in. ... 1 65 14 in. ... 1 85 16 in. ... 2 30 Wood Bowls 11 in. Butter ... 75 13 in. Butter ... 1 15 15 in. Butter ... 2 00 17 in. Butter ... 3 25 19 in. Butter ... 4 75 Assorted 12-15-17 ... 2 25 Assorted 15-17-19 ... 3 25 WRAPPING PAPER Common Straw ... 1 75 Fibre Manila, white ... 2 75 Fibre Manila, colored ... 4 No. 1 Manila ... 4 Cream Manila ... 3 Butcher's Manila ... 2 75 Wax Butter, short cut ... 13 Wax Butter, full count ... 20 Wax Butter, rolls ... 15 YEAST CAKE Magic, 3 doz. ... 1 15 Sunlight, 3 doz. ... 1 00 Sunlight, 1 1/2 doz. ... 50 Yeast Foam, 3 doz. ... 1 15 Yeast Cream, 3 doz. ... 1 00 Yeast Foam, 1 1/2 doz. ... 58 FRESH FISH Per lb. No. 1 Whitefish ... 11 1/2 White fish ... 10 1/2 Trout ... 7 8 Black Bass ... Halibut ... 10 1/2 Ciscos or Herring ... 5 Bluefish ... 11 1/2 Live Lobster ... 22 Boiled Lobster ... 23 Cod ... 12 1/2 Haddock ... 8 No. 1 Pickerel ... 8 1/2 Pike ... 7 Perch, dressed ... 7 Smoked White ... 12 1/2 Red Snapper ... 16 Col. River Salmon ... 14 1/2 Mackerel ... 14 1/2 OYSTERS Cans F. H. Counts ... 40 HIDES AND PELTS Hides Green No. 1 ... 8 Green No. 2 ... 7 Cured No. 1 ... 9 75 Cured No. 2 ... 8 75 Calfskins, green No. 1 ... 11 Calfskins, green No. 2 ... 9 75 Calfskins, cured No. 1 ... 12 Calfskins, cured No. 2 ... 10 75 Steer Hides, 60 lbs over ... 10 Pelts Old Wool ... 15 @ 1 50 Lamb ... 25 @ 60 Shearings ... 25 @ 60 Tallow No. 1 ... 4 75 No. 2 ... 3 75 Wool Washed, fine ... 22 Washed, medium ... 25 Unwashed, fine ... 14 @ 20 Unwashed, med. ... 21 @ 23 CONFECTIONS Stick Candy Standard ... 7 75 Standard H. H. ... 7 75 Standard Twist ... 9 Cut Loaf ... 9 Palls Jumbo, 32 lb. ... 7 75 Extra H. H. ... 9 Boston Cream ... 10 Olde Time Sugar stick 30 lb. case ... 12 Mixed Candy Grocers ... 6 Competition ... 7 Special ... 7 75 Conservé ... 7 75 Royal ... 8 75 Ribbon ... 9 Broken ... 8 Cut Loaf ... 8 English Rock ... 9 Kindergarten ... 8 75 Bon Ton Cream ... 8 75 French Cream ... 11 Star ... 11 Hard made Cream ... 14 75 Premie Cream mixed ... 12 75 Fancy-In Pails O F Horehound Drop ... 10 Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 Peanut Squares ... 9 Sugared Chocolates ... 11 Salted Peanuts ... 12 Starlight Kisses ... 10 San Blas Goodies ... 12 Lozenges, plain ... 9 Lozenges, printed ... 10 Champion Chocolate ... 11 Eclipse Chocolates ... 13 Quintette Chocolates ... 12 Champion Gum Drops ... 9 Moss Drops ... 9 Lemon Sours ... 9 Imperial ... 9 Ital. Cream Opera ... 12 Ital. Cream Bon Bons ... 12 20 lb. pails ... 12 Molasses Chews, 15 lb. cases ... 12 Golden Waffles ... 12 Fancy-In 5 lb. Boxes Lemon Sours ... 50 Peppermint Drops ... 60 Chocolate Drops ... 60 H. M. Choc. Drops ... 25 H. M. Choc. Lt. and ... Dark No. 12 ... 1 00 Brilliant Gums, Crya ... 60 O. F. Licorice Drops ... 80 Lozenges, plain ... 55 Lozenges, printed ... 60 Imperial ... 55 Mottos ... 60 Cream Bar ... 55 Molasses Bar ... 55 Hand Made Cr'ms ... 80 @ 90 Cream Buttons, Pep. ... and Wintergreen ... 65 String Rock ... 60 Wintergreen Berries ... 55 Old Time Assorted ... 25 lb. case ... 2 50 Buster Brown Goodies ... 30 lb. case ... 3 50 Up-to-Date Assmt ... 32 lb. case ... 3 50 Pop Corn Dandy Smack, 24s ... 65 Dandy Smack, 100s ... 2 75 Pop Corn Fritters, 100s ... 50 Pop Corn Toast, 100s ... 50 Cracker Jack ... 3 00 Pop Corn Balls ... 1 30 NUTS Whole Almonds, Tarragona ... 16 Almonds, Ivica ... Almonds, California ... 16 shelled, new ... 14 @ 16 Brazil ... 11 Filberts ... 11 Walnuts, French ... 13 Walnuts, soft shelled ... Cal. No. 1 ... 14 @ 15 Table Nuts, fancy ... 12 Pecans, Med. ... 10 Pecans, Ex. Large ... 9 Pecans, Jumbos ... 11 Hickory Nuts per bu. ... Ohio new ... 1 75 Cocoanuts ... 4 Chestnuts, per bu. ... Shelled Spanish Peanuts ... 7 75 @ 8 Pecan Halves ... 38 Walnut Halves ... 33 Filbert Meats ... 25 Alcanta Almonds ... 36 Jordan Almonds ... 47 Peanuts Fancy, H. P. Suns ... 6 75 @ 7 Fancy H. P. Suns ... Roasted ... 7 75 @ 8 Choice, H. P. J'ba ... 8 75 @ 9 Choice, H. P. J'um ... bo, Roasted ... 9 @ 9 75	

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

Jaxon Brand



1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 35
1 lb. cans, 2 doz. case 60

Royal



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
.000 or more \$1 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case..2 60
35 1/2 lb pkg. per case..2 60
38 1/4 lb pkg. per case..2 60
16 1/2 lb pkg. per case..2 60

FRESH MEATS

Beef

Carcass 5 @ 9
Forequarters. 5 1/2 @ 6 1/2
Hindquarters. 8 1/2 @ 10
Loins. 12 @ 16
Ribs. 8 1/2 @ 13
Rounds. 7 1/2 @ 8 1/2
Chucks. 7 @ 6 1/2
Plates @ 4

Pork

Dressed @ 7
Loins. @ 11 1/4
Boston Butts. @ 10 1/2
Shoulders. @ 9 1/2
Leaf Lard @ 7

Mutton

Carcass. 6 @ 7
Lambs 9 1/2 @ 10 1/2
Cascass. 5 @ 7 1/2



CORN SYRUP

24 10c cans \$1 84
12 25c cans \$2 30
6 50c cans \$2 20

COFFEE

Roasted

Dwinell-Wright Co.'s Bds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha.
Java and Mocha Blend.
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sagin-
aw; Miesel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fiebach Co., Toledo.

COFFEE SUBSTITUTE

Javril



2 doz. in case. 4 50



CONDENSED MILK

4 doz. in case
Gall Borden Eagle. 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

SAFES



Full line of the celebrated
Diebold fire and burglar
proof safes kept in stock
by the Tradesman Com-
pany. Twenty different
sizes on hand at all times
—twice as many safes as
are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

STOCK FOOD.

Superior Stock Food Co., Ltd.

\$.50 carton, 36 in box. 10.80
1.00 carton, 18 in box. 10.80
12 1/2 lb. cloth sacks. 84
25 lb. cloth sacks. 1.65
50 lb. cloth sacks. 3.15
100 lb. cloth sacks. 6.00
Peck measure90
1/2 bu. measure. 1.80
12 1/2 lb. sack Cal meal. 39
25 lb. sack Cal meal. 75
F. O. B. Plainwel, Mich.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size. 6 50
50 cakes, large size. 3 25
100 cakes, small size. 8 85
50 cakes, small size. 1 95

Tradesman Co.'s Brand



Black Hawk, one box. 2 50
Black Hawk, five bxs. 2 40
Black Hawk, ten bxs. 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Place Your

Business

on a

Cash Basis

by using

our

Coupon Book

System.

We

manufacture

four kinds

of

Coupon Books

and

sell them

all at the

same price

irrespective of

size, shape

or

denomination.

We will

be

very

pleased

to

send you samples

if you ask us.

They are

free.

Tradesman Company

Grand Rapids

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it. Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only

New York Chicago St. Louis



Get our prices and try
our work when you need

Rubber and
Steel Stamps
Seals, Etc.

Send for Catalogue and see what
we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich.

IRON AND STEEL,
CARRIAGE AND WAGON
HARDWARE,
BLACKSMITH SUPPLIES

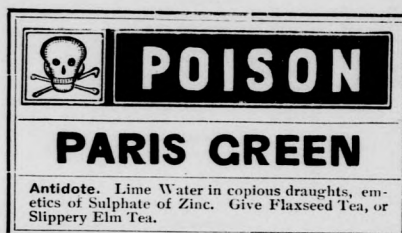
We would be pleased
to receive your order
for these goods.

Sherwood Hall Co.

Limited

Grand Rapids, Michigan

Paris Green Labels



The Paris Green season is at hand and those dealers
who break bulk must label their packages according to
law. We are prepared to furnish labels which meet the
requirements of the law, as follows:

100 labels, 25 cents
200 labels, 40 cents
500 labels, 75 cents
1000 labels, \$1.00

Labels sent postage prepaid where cash accompanies
order. Orders can be sent through any jobbing house
at the Grand Rapids market.

Tradesman Company, Grand Rapids

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Drug stock and fixtures. Business established 25 years. Will invoice about \$3,000; located in hustling town surrounded by good farming community; twenty-five miles from Grand Rapids. Will sell or rent brick store building. A bargain if taken soon. Reason for selling, poor health. Address No. 750, care Michigan Tradesman. 750

For Sale—Brand new fire-proof safe, 54 inches high, 33½ inches wide, 31 inches deep, 5 book spaces, 11 pigeon holes, 3 drawers, heavy outside and inside double doors, weight 2,700 pounds. Ryena Food Company, Ltd., Saginaw, Mich. 751

For Sale Cheap—Three lots, store building, residence, little barn and oil house, stock of clean merchandise at cost. The only store at Emmons, doing good business. For further details call on or write to F. Stehlik, Emmons, Kas. 752

Wanted—Location for dry goods, shoes and furnishing, in lively town of 10,000, or will buy stock if cheap. H. Henry, General Delivery, Chicago. 754

For Sale—Drug store in Western Michigan town of 1,400. Address No. 755, care Michigan Tradesman. 755

Coffee Roasting Machinery For Sale—Consisting of one 5 foot cylinder Knickerbocker roaster, stoner, cooling box, exhaust fan, coffee milling or scouring machine. Whole outfit cost over \$800. Wholesale grocers and large retailers can afford to own this machinery and roast their own coffee at price we will make for it. Also one dried fruit cleaner for renovating old raisins and currants. Robson Bros., Lansing, Mich. 756

For Sale—Stock clothing \$14,000 for \$10,000, other merchandise bargains; \$10,000 to \$75,000. L. J. M., Box 158, Dayton, Ohio. 758

For Sale—\$2,000 stock general merchandise; neat and clean; new brick building; fine living rooms above. Address Box 14, Benson, Ill. 759

For Sale Cheap—Drug stock and fixtures. Address No. 760, care Michigan Tradesman. 760

For Sale—\$1,800 stock general merchandise, shoes, dry goods and groceries. Box 2177, Nashville, Mich. 763

For Sale—Fine fruit and stock farm; one mile from railroad town; consisting of 223 acres; good house, barn and watered with springs; title good. Hub Realty Company, Waynesville, Mo. 764

For Rent—Up-to-date store adapted for any kind of store, \$25 per month. For particulars address M. E. Davey, Imlay City, Mich. 766

Wanted—Experienced grocery salesman or energetic young man to take position on the road. Address No. 767, care Michigan Tradesman, giving qualifications. 767

Attention, For Sale—Flour, feed, buckwheat 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

Wanted—To buy part interest in a produce business. Experienced manager and good book-keeper. Address No. 739, care Michigan Tradesman. 739

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. Julie Magnee, Findlay, Ohio. 666

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 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

Attention, Merchants—The Rapid Sales Company can reduce or close out your stock for spot cash without loss; we prove our claims by results; self-stickers, slow-sellers and undesirable goods given special attention; our salesmen are experts. Address Rapid Sales Co., 609, 175 Dearborn street, Chicago, Ill. 721

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

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—Good two-story, steel-sheeted, tar and gravel roofed store building, 20x74 feet on the best street of good town. Secured trade in trade; must sell. Address 810 Lake St., Petoskey, Mich. 681

For Sale 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—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 hustling Northern Michigan town. Stock will inventory about \$3,500. Address No. 731, care Michigan Tradesman. 731

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 hustling Northern Michigan town. Address No. 744, care Michigan Tradesman. 744

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

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—236 acre farm adjoining Salem. Address J. B. Bickler, Salem, Ia. 723

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—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

The Memphis Paper Box Co. is an old established, fine-paying business; will sell the business for what it is worth; proprietor is old and in feeble health. Address Jack W. James, 81 Madison St., Memphis, Ten. 736

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 \$500. 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

Wanted—Will pay cash for an established, profitable business. Will consider shoe store, stock of general merchandise or manufacturing business. Give full particulars in first letter. Confidential. Address No. 519, care Michigan Tradesman. 519

Wanted—Good clean stock of general merchandise. Want to turn in forty-acre farm, nearly all fruit, close to Traverse City. Address No. 670, care Michigan Tradesman. 670

For Sale—Fourteen room hotel, new and newly furnished, near Petoskey. Fine trout fishing. Immediate possession on account of poor health. Address No. 601, care Michigan Tradesman. 601

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

For Sale—Bright, new up-to-date stock of clothing and furnishings and fixtures, the only exclusive stock in the best town of 1,200 people in Michigan; nice brick store building; plate glass front; good business. Stock will inventory about \$5,000. Will rent or sell building. Failing health reason for selling. No trades. Ackerson Clothing Co., Middleville, Mich. 569

A firm of old standing that has been in business for fifteen years and whose reputation as to integrity, business methods, etc., is positively established, desires a man who has \$5,000 to take an active part in the store. This store is a department store. Our last year's business was above \$60,000. The man must understand shoes, dry goods or groceries. The person who invests this money must be a man of integrity and ability. Address No. 571, care Michigan Tradesman. 571

For Sale—Farm implement business, established fifteen years. First-class location at Grand Rapids, Mich. Will sell or lease four-story and basement brick building. Stock will inventory about \$10,000. Good reason for selling. No trades desired. Address No. 67, care Michigan Tradesman. 67

Cash for Your Stock—Or we will close out for you at your own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 577 West Forest Ave., Detroit, Mich. 2

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

For Sale or Will Exchange for an All 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 salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

HELP WANTED.

Salesmen to sell goods to grocery dealers; \$75 per month and traveling expenses paid; experience unnecessary. Purity Co., Chicago, Ill. 753

Clothing Salesman Wanted—We have an opening for a salesman to represent us in Ohio and Indiana, who has an established trade of not less than \$50,000. W. S. Peck & Company, Syracuse, N. Y. 757

Wanted—Salesman to carry double tipped gloves as side line. Address Manufacturer, No. 51 E. Fulton St., Gloversville, N. Y. 727

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 and send \$1 for outfit and go to work. Address W. B. White, Inventor and Mfr., 311 9th St., Des Moines, Iowa. 726

Wanted—Side line men for our elegant line of litho mailing cards and advertising novelties. Liberal commission. Samples carried in the pocket. Address D. J. Goff Lithograph Co., Elkhart, Ind. 765

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. 714

H. C. Ferry & Co., the hustling auctioneers, stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

MISCELLANEOUS.

Advertising Wanted—On special terms. Send copy of mail order magazine. (No newspapers). Burnet Company, 1626 O'Farrell St., San Francisco. 761

Wanted—To correspond with some good clever fellow from 25 to 30 years of age, who wishes to invest \$1,200 to \$1,500 in a good paying business. I have something good to offer. Address No. 762, care Michigan Tradesman. 762

Investigate an absolutely honorable and legitimate proposition whereby on an investment of \$500 you can clear \$3,000 within sixty to ninety days; will pay railroad fare one way to rigidly investigate the proposition before investing a dollar. Address M. Williams, Scottsville, N. Y. 746

Agents make big money selling campaign pictures, buttons, badges. Write quick for territory; send 50 cents for samples. Hall Supply Co., 7715 Normal Ave., Chicago, Ill. 748

Over 1,000 charters in three years; laws and blanks free. Philip Lawrence, former assistant secretary state, Huron, South Dakota. 749

You can play the piano at sight, by our system of music. Price 20c, in dimes or stamps. Burnet Music Co., 1627 O'Farrell St., San Francisco. 745

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 3¼ 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

GENUINE PROGRESS

(Continued from page 42)

courage the same, and that our Legislative Committee be instructed to co-operate if necessary with the Legislative Committee of other trade organizations to secure such legislation as may be necessary for relief from this evil.

I would advise that this Association continue its affiliation with the National Association of Retail Druggists, and that we send delegates to the St. Louis convention in October next, and that we give to that Association all the help in our power consistent with the fact that the Michigan State Pharmaceutical Association is not an association of retail druggists exclusively, and that its work has always been done more along the lines of pharmacy and legislation than of trade matters. I believe the work of the N. A. R. D. is being done by conscientious and earnest men, who are making honest efforts to bring about better trade conditions for the druggists of this country and that they have already accomplished very much good, but I am convinced that they would accomplish more by adopting a more liberal policy. In my judgment the benefits derived from the extensive county organization work being done by that Association does not warrant the amount of work done, and the money expended for that purpose.

I would recommend that this Association, through its officers and Legislative Committee, co-operate with the officers of the N. A. R. D. and other interested associations to secure a reduction in the revenue tax on alcohol and to secure the passage of the "Mann Bill," amending our patent laws, which now make it possible for foreign manufacturers of medicinal substances to obtain higher prices for their products in this country than in their own or in other foreign countries.

I can not recommend attempting to put into effect a serial numbering or other plan to control the sale of patent medicines, operating through the jobber, that would admit of but one selling price in all places and under all conditions, because I believe the trade conditions of this country at the present time to be such as to render the putting into effect of such a plan impossible.

I believe it to be the duty of this Association to cultivate the closest relations with the American Pharmaceutical Association, and to appoint delegates to its next meeting. Acting upon the suggestion of its President, Mr. Hopp, I have appointed a committee, that will, with your consent, at a proper time tell us of the work for pharmacy that has been done, is being done and will be done by the American Pharmaceutical Association.

I wish to thank the working committees of this Association for the very satisfactory manner in which they have done their work during the past year, and to call the attention of the Association to the importance of continuing the work being done by the Adulteration Committee, and I would recommend that an appropriate

tion sufficient for their needs be placed at their disposal. I would especially call your attention to the energy and businesslike methods displayed by our General and Local Secretaries, Mr. Burke and Mr. Kirchgessner, in the performance of their duties, and to the efficient manner in which their work has been done. I congratulate you upon the selection of such officers.

I wish to say, in conclusion, that I have stated to you facts and conditions exactly as I see and understand them, and that I am free to admit that the future may prove the error of some of my conclusions.

Not It—But. Something Just as Good.*

Substitution is the war cry of the press and the doctors of the present day. A great deal has been said about the evil, for all admit that it is such, and that it is wrong in principle and unprofitable in practice. And it seems to rest solely upon the question: What constitutes substitution, and when, if ever, is it justifiable?

The side that I shall take, and the example given, are from my personal observation and experience during the past year, while traveling over this State. In my mind, substitution consists in using or causing another to use some article unknown by them in place of the known one called for. There should be no such thing as trying to talk a customer into using one of our own make when they call for a special advertised remedy. Nine times out of ten the man who substitutes something for an advertised remedy, and says it is just as good, is lying, for nine times out of ten he doesn't know whether it is "just as good" or not.

There is a story told of a baby that was lost. Its likeness was posted throughout the country and a large reward offered for its return by its father. Finally a woman brought a baby that compared to all outward appearance, and the agent for the father took the child. It was turned over to him as his own, and he took it home. The next day he rushed back to the agent with the child, shouting, "This is not my baby. This isn't the baby I want, sir," he said. "What if it isn't? it is just as good. Take it home and use it. If it doesn't satisfy you in a few years, bring it back. We can guarantee it as good as your brand, for the formula is exactly the same." But he still refused to accept the substitute baby, even after it had been compared with the photograph, and the features and size found identical. When asked why that baby wouldn't do, he answered, "It's a boy, our baby was a girl."

This only goes to show that there is always some one who knows the difference between the genuine which he wants and the counterfeit which is offered and often forced upon him. When are we justified in pushing our own make or something just as good? I have found that many druggists work on the plan of never offering a substitute when some particular make is called for by the customer, but when they are asked, "What have you got good for so and so, or what do you think is best for such a trouble?" they always recommend their own. This latter case, I think you will all admit, is the proper thing to do and one wouldn't be a very good business man who didn't go after the long end of the profit whenever possible, without knocking; yet I believe that many of us deceive ourselves in the amount of business we do in "our own line." I have noticed that, outside of cut rate stores, the volume of business in unadvertised lines really amounts to very little.

*Paper read by J. Major Lemen, Ph. G., at annual convention Michigan State Pharmaceutical Association.

I don't believe that there are many druggists in the State whose sales on preparations of their own make average \$1 per day. Did you ever figure it out that, including Sunday, we have 365 days in the year, and if you sell on an average of \$1 per day, you would have to sell \$365 or 1,440 bottles or boxes at 25c each.

It is a recognized fact that most people like something that is foreign made or not made by people they know in their own town. They may have all the confidence in the world in you as a druggist, so far as compounding their prescriptions and filling their family recipes are concerned, but when it comes to a proprietary medicine, they want something with a mysterious name or foreign air about it.

Again, whenever you sell a bottle of your own make, "or something just as good," you assume all the responsibility. If the remedy does not happen to give satisfaction or they do not get the results anticipated, and some people never would, and no medicine will cure all cases, your customers blame you. If they would come and tell us so, we could make it right, but many will not do this. While if they specify some certain remedy which they want, and then do not get the desired results, we are not held responsible. There is one thing that most of us forget, when we put out "something just as good," which may be practically the same formula as the advertised article yet one lacks that one ingredient which make the one "the real thing" and every unknown substitute a fraud, namely fame. The thing that costs money—advertising—is missing. One man devotes all his time, energy and money to build up the reputation of a certain remedy; when a customer asks for the one, it is dishonest to say to him, "We have something just as good and much cheaper." Now if this is so let us spend our money in creating the demand, and not steal the trade of another whose money has created it. Let us not divert to our own cash drawer all of the profit which we ought in honesty to share with another.

Many preparations which are enormously profitable to the retailer are made so simply because men push their business with perseverance, and it is ungrateful as well as dishonest for the sake of a little extra profit to cut into the legitimate business of the advertising manufacturer. If a man or company has spent thousands of dollars in building up the reputation of certain remedies, it is to his advantage to keep up the quality of the ingredients which enter into its manufacture. The profit is large if he is honestly treated, and it would be like committing suicide for him to use inferior drugs for the sake of a little extra profit. The one who makes an imitation and claims it is "just as good" has no sum at stake. He has invested nothing, has no valuable name to ruin and it is to his interest to make something just as good, just as cheap as he can.

The cut price rule is the head of the substitution evil. It is because of this that many are led to use cheaper products and force unknown makes upon the people. If you go into one of those 19-38-69c places and enquire for a certain brand, nearly every time the clerk will greet you with, "Now here is something we put up ourselves that is a little better."

This would all be avoided if the goods were sold on a living profit, and it is the business of every one to get such a profit. Some will say that the manufacturers are to blame for this, in that they charge too much for their products. I am not putting up a plea for those who charge more than the usual price for their line, but for those who conform to the

customary price of \$2, \$4 and \$8. In justice to them and ourselves we should get the full price and by so doing lose the incentive of substituting when some special article is called for.

E. P. Butler tells a good story about breakfast foods, which illustrates this very nicely and shows the results which sometimes follow. He says, suppose one breakfast food is made out of sawdust. People eat it and like it. The grocer substitutes one made of bran and says, "this is better." Perhaps bran is better than sawdust, but some people may prefer sawdust, some people may grow fat on it, who would get thin and peaked on bran. Some man may just need sawdust to tone up his system and bran might kill him. The grocer would be a murderer. In other words substitution is lying, cheating, obtaining money under false pretenses and maybe murder.

The buyer should remember these facts and put his confidence in the one who gives to his customer just what he asks for and thus show gratitude for the energy which builds up a successful business and helps to make him prosperous.

BUSINESS CHANCES.

Shoe Store—Splendid opening; clean stock; established business; thriving city of 10,000 inhabitants; invoices about \$2,800. Other interests reason for selling. Address No. 770, care Michigan Tradesman. 770

For Sale—Modern grocery stock and fixtures; invoice \$2,000; best town of 2,000 population in Southern Michigan; well established trade; good manufacturing; fine farming country; must change line of business soon. Address Box E, care Michigan Tradesman. 773

A clean stock of clothing, dry goods, cloaks, millinery. One of the best paying stores in Northern Michigan; established 32 years; put in complete new stock 5 years ago; one of the greatest chances for one wanting a good trade the day you open your doors. Stock and fixtures in good condition. Store best corner in the city; do a cash business of \$25,000. Stock about \$8,000 and can be reduced. Reason for selling, have store in this city and cannot give both my attention. J. I. Jacobson, 105 E. Main St., Jackson, Mich. 774

For Sale—Or exchange for farm. Good meat market doing good business. House and two lots, barn and ice house and poultry house. Slaughter house with 40 acres wild land fenced and small dwelling. Address No. 776, care Michigan Tradesman. 776

For Sale—My selected drug stock; invoiced \$2,409, now for slaughtering price of \$800 cash. Reason, retiring from business hurried by important family matters. Do not lose this rare chance. Werner Von Walthausen, Druggist, 1345 Johnson St., Bay City, Mich. 777

For Sale—Bargains in dirt—five farms, 160, 303, 105, 205 and 3,860 improved, unimproved. If you are honest in your intentions come South and buy. Write me for particulars. M. C. Wade, Texarkana, Texas. 678

For Sale—Excellent stock general merchandise; inventories \$6,000; sickness reason for selling. Address Lock Box 6, Manton, Mich. 694

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

Wanted—Position by experienced clothing and shoe salesman; understands trimming windows and has some knowledge in dry goods; a hustler; best of references. Address No. 771, care Michigan Tradesman. 771

Young man age 19 wants situation in grocery store; three years' experience. References. R., Box 106, Barryton, Mich. 768

For Sale—A fine stock of dry goods for sale cheap, for cash only; fine building; best location in town of 3,000; good lease; for particulars write to J. T. Long, Monticello, Iowa. 769

HELP WANTED.

Salesman Wanted—Experienced shoe salesman with established trade in and for Wisconsin for our women's, misses' and children's line of McKays, welts and turns. The Hannah-McCarthy Shoe Co., Auburn, N. Y. 772

Wanted—A first-class tinner, plumber and furnace man; an all around hardware man. Must be strictly sober and good workman. Work to begin not later than Sept. 1. This means permanent employment for the right man. Write stating wages wanted, experience, etc. H. L. Wood & Son, Rochester, Mich. 775