

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, AUGUST 17, 1904

Number 1091

**We Buy and Sell
Total Issues
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State, County, City, School District,
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BONDS**

Correspondence Solicited.

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

**Commercial
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WIDDICOMB BLDG. GRAND RAPIDS.
DETROIT OPERA HOUSE BLOCK, DETROIT.
WE FURNISH PROTECTION AGAINST
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Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere—for every trader. **C. E. McCORNE, Manager.**

IF YOU HAVE MONEY

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

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

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

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LITTLE MEN FOR SOLDIERS.

That the Japanese to-day are the equals as fighting-men in war, if not the superiors, of any soldiers on this globe is established. That is a distinction they have won for themselves in all the hardships of a military campaign and in hotly contested battles lasting for hours in which the combatants were engaged not only at long range, but also in bayonet charges and hand-to-hand fighting.

The most distinguishing characteristic of the Japanese as a race, apart from their color and race peculiarities, is their small stature. They are in height and weight far below the average of the people of the various European nationalities, and yet this deficiency in size and weight is no bar to their excellence as soldiers.

These remarks come up in connection with the fact that when men were offering themselves for enlistment at the outbreak of the Spanish War the United States medical officers who inspected the volunteers rejected great numbers of them, as it was reported, because of their lack of height and weight. It is a fact that the people who are natives of the alluvial regions of the South have been accustomed to drink rain water caught in cisterns, because it was the best and purest water to be had, being entirely free from mineral matter and particularly compounds of lime, which are the chief constituents of the bony frame. As a consequence the people so brought up are inferior in height and weight to those raised in countries where there is lime in the drinking water.

The rejection of such men for lack of height and weight in the face of the record that was made by the same sort of men in the battles of the Civil War on the Confederate

side was regarded as entirely unreasonable and unwise, and the record made by the Japanese in the great war with Russia, whose soldiers are, as a rule, big men, proves it to have been based on the absurd notion that a small man is lacking in the qualities which make a soldier, and that these requisites consist wholly in bone and brawn.

If the United States military authorities should stick to such an unreasonable notion, they may one day have to try conclusions with the little men of Japan, and be forced to change their opinions on the subject. Of course, when battles were fought with clubs, spears, axes and that sort of thing, the big man had a great advantage, and the little man was at his mercy. But gun-powder and the trigger put the dwarf on an equally in a fight with the giant and even gave him an advantage, thus proving that the antique notion about the necessity of big men for soldiers is an absurdity that ought not to survive in this advanced age.

PERILS OF PRESERVATIVES.

Forty years ago the unprofessional world never heard of such an organ in the human body as the appendix, nor of the disease which attacks it. To-day it is one of the common diseases which affect human health and one of the most dangerous. It seizes on all classes and conditions of people and apparently nobody knows the cause of its extraordinary frequency, if, indeed, anything is known at all of its causation.

When medical scientists are silent it would be akin to profanity for the non-professional ignoramus to venture an opinion, but when all are in the dark, each one may be allowed to do his own groping. Doubtless the duty of relieving the sufferings of patients is by far the most important duty of the physician, but that of the sanitary investigator follows somewhere.

It may not be amiss, out of the ignorance and gloom of the situation, to inquire if the adulteration of food with so-called preservatives may not be at the bottom of the astounding ingress of certain sorts of diseases.

Not a great many years ago salt and sugar were the only food preservatives known. Whatever could not be kept wholesome and palatable by their aid was abandoned. To-day borax, salicylic acid, formaldehyde and other chemical substances are used to preserve food articles. The process was most appropriately styled "embalming" by General Miles during the Spanish War, and although serious complaints were made of the unwholesomeness of the means used, the practice has not only been continued, but the use of such

drugs has enormously increased.

It is to be doubted if we get what is called "fresh," that is to say, perishable, food stuffs that are free from such drugging. Meats, fish, the liquor of oysters, milk, and all the stuff that is put in air-tight cans, are "treated" with some sort of preserving agent.

Dr. Wiley, the distinguished pathologist and chemist of the United States Department of Agriculture, made a very full report upon his experiments in feeding to a corps of assistants food treated with borax. He found the persistent use of this substance, even in small quantities, extremely injurious to human health, and he is now engaged in experimenting on his subjects with other preservative food poisons.

It is, therefore, not too much to suggest that the introduction into our daily food of the substances mentioned, and the habitual use for years of them, may not only have so deranged the physical constitutions of the people as to cause the influx of new diseases, but even to produce conditions of ready transmissibility to their offspring. Certainly there is a wide field for investigation which should be occupied by other scientists besides the eminent physician of the Agricultural Department.

Wolf von Schiergrand, in his recent book, "America, Asia and the Pacific," refers to the present war in the East as follows: "The war represents but the initial stage in an international struggle throwing deep shadows before a great struggle, but one which, there is every reason to hope, may be fought solely with the weapons of peace. But it will be, in any event, a long contest, and will involve not two nations, but all the leading nations of the globe. Its ultimate outcome will settle, probably for centuries to come, the question of predominance, commercial and political, among civilized powers. This coming conflict will be, in a word, for the mastery of the Pacific."

In the death of Perry Hannah Michigan loses one of the sturdiest pioneers and most representative business men, combining the best types of both. Mr. Hannah lived to see the Grand Traverse region gradually evolved from a wilderness to a garden spot and he had the satisfaction of realizing that he was the most important factor in the advancement.

When a woman looks in a mirror she is reasonably sure to see the object of her affections.

An enterprising Milwaukee grocer advertises "Spring chickens all the year round."

GENERAL EDUCATION.

Immediate Future of Pharmacy Depends Upon It.*

The public school system is the heart of intellectual life at the present day. The school system can not be considered separately from the organization of the commonwealth. The pulse of the school beats through the community, and beats by virtue of the vital force it draws from that community. To complain of the schools is to be impatient with the development of the people and with the present stage of civilization.

The people have entered upon a new order of living, whereby city and country are consolidated. The farmer, receiving daily papers by rural free delivery, takes two postal cards that he may stop the one paper and start another of a different political utterance, with as much independence as he could exercise were he a candidate for the governor's chair. He can call his family physician by telephone or call up his druggist for further directions in the relief of a crop from the ravages of a destroying insect. The mechanic or the frugal laborer counts on the schooling of his children as he counts on the roof over their home, and watches the test of his sons in the high school as their capabilities are weighed in the common intellectual balance, under plans for the business of life and for its several pursuits.

The people themselves are adopting by township vote the provision of centralized schools, having all high school grades, with free transportation of all pupils to and from their rural homes. The conveyance of school children is guarded by State contract as sacredly as the carriage of the mails under contract of the Federal Government. In Michigan the representative of the State Grange unites with the Superintendent of Public Instruction in a report upon the Centralized Schools of Ohio.

*Paper read by Prof. Albert B. Prescott, of Ann Arbor, at annual convention Michigan State Pharmaceutical Association.

looking to it that our State shall not fall behind in the march.

Such are the people of this Commonwealth, whose sons and daughters carry the numbers of high school students and lead in the intellectual sentiment of high school classes. Already in the high school grades they nourish the pride of liberal learning, they yield to the ambition for such a general training, in the science and literature of the world's work and thought of to-day, as shall give them strength in any pursuit they may enter upon, advantage in any station they may fill.

It always seems to me, in the self-confidence of my own enthusiasm, that I could appeal to high school seniors, in behalf of pharmacy, as a pursuit of interest and promise, a study that brings the potent materials of all the earth to the foot of man, an opportunity to draw the inventions of science into the profits of a manageable business. In the simplicity of my heart, I would like to lay the actual merits of pharmacy before a large jury of high school graduates, many of whom are certainly wanted in pharmacy. Certainly, I say, there are places waiting for them, these young men whom I seem to see before me, the students who have won out in the four-years' race of the general studies of the high school, if I, as a stranger, could get their attention to the real merits of pharmacy as a pursuit.

But these students, whom we are supposed to address, look one to another and fall back upon what has happened among their former classmates, in the events known to their parents, and well known to the neighborhood at home, fellows who they know went before the State Board after working in a drug store and were given State examination in this same pharmacy. Fellows who could not pass to the third year of the high school went before the State Board. Tom Jones, poor boy, never had a chance to finish the eighth grade, but he has taken the Board examination in pharmacy and

the drug store man thinks he can pass it next time. Yes, they have a State law and a standard of knowledge and so forth, all going to show that high school work is not in it. If they want high school work, why don't they stand up for it? I would rather go into a hardware store, where they don't set up for any studies in particular, than to go in on the grammar school grade. This is what they say to themselves, to each other and to their parents about pharmacy.

It is against such discouragements of low standards and by virtue of the innate merits of pharmacy itself that a good number of students of full college preparation still enter upon thorough courses of pharmaceutical study in university schools.

When I received the circular letter of Dean Searby, of the University of California School of Pharmacy, a few weeks ago, I confess to having felt some humiliation that he should ask the conference of colleges to do no more than this, to require for college entrance one high school year in 1905-6, two high school years in 1906-7, and so on. But, upon reflection, I agree with him, and with others, that any standard, in general education, providing an annual advance leading up to the equivalent of high school graduation, faithfully adopted, deserves to be supported. To begin with, it publishes the poverty of pharmaceutical education and opens out the danger of neglect. Let us not shrink from open confession. Evils must be seen and declared. It is not too late to begin. New York is a little in advance of us in the date prefixed for the high school requirement. In their college standards, however, the exclusive policy of Eastern States is by no means to be coveted by Michigan. For the Pharmacy Board to require the diploma of colleges, up to this time wholly destitute of an entrance standard, would never be a matter of pride in this State. We have set a better example for fully twenty years. To this the hundreds of New York

and Pennsylvania graduates of the Michigan University bear witness, as do the students of pharmacy who continue to come to Ann Arbor from the Eastern States.

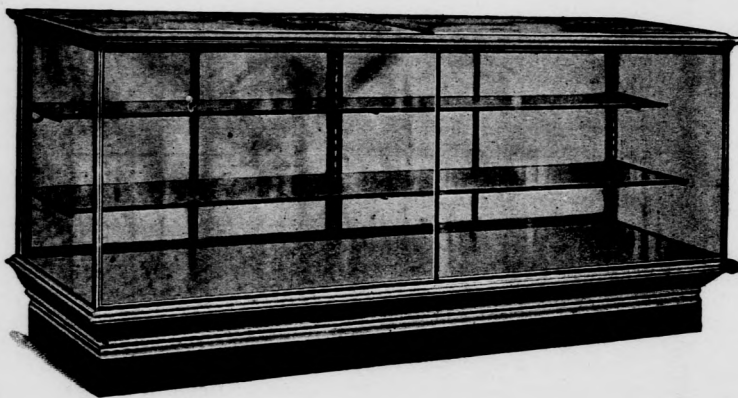
At present, however, I fully believe that the immediate future of pharmacy depends mainly upon the general education, that is to say, the personal quality, of its recruits. Young men of real ability and ambition, those who can adapt themselves to the shifting demands of pharmaceutical business and to its fast coming discoveries, are the men to save pharmacy as a distinct pursuit. Pharmacy itself will educate such men. No other profession does more to educate and develop its practitioners, those capable of meeting the opportunities of the time.

As a merely mercantile pursuit it is hardly probable that pharmacy could maintain a separate existence very long, certainly not with regulation by State law, nor with a body of practitioners recruited from the culls left behind by the public school system.

Education, in its fullest meaning, has been well said to lie "in the great stock of ideas possessed by mankind." Shall we have a generation of pharmacists with the capacity of continued education in the commerce and the research of this avocation?

It is easy to agree with Dr. Henry E. Armstrong, of London, as chairman of the Mosley Commission, in his late report upon the educational methods of the United States, that over-teaching is the tendency in certain of the more advanced professional schools, as those of medicine and law at the present. Pharmacy surely can not be charged with this excess, and the active commercial spirit of its practice will preserve it within healthful limits. It only remains to look to the personal quality of the recruits to its ranks to make pharmacy a most representative profession in the twentieth century.

Our idea of a bread winner is a girl who takes the cake.



"Our Crackerjack"

Do you realize that our "Crackerjack" \$25 Show Case is now as staple a proposition as sugar, kerosene or baking soda?

The trouble with some merchants is, that they do not appreciate the fact that GOOD FIXTURES are as important as GOOD MERCHANDISE.

This case is the Masterpiece of the Show Case Art.

Nothing finer can be constructed from wood and glass.

Are you contemplating remodeling your store? If so, send us a rough pencil sketch and we will have our expert submit you a plan.

Write for Catalogue "B."

Grand Rapids Show Case Co., Grand Rapids, Michigan

Boston Office, 30 Kingston St.

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

The Largest Show Case Plant in the World

LEATHER GOODS.

Novelties Which Will Be Shown the Coming Season.

The conservative trading of the past month or two may clear the way for active fall buying when stocks are lowered by the summer demand. Considerable activity is looked for in the traveling goods lines. There are some manufacturers who are pessimistic and expect little improvement over conditions ruling for the past few months, and will be satisfied with an ordinary fall business.

The buyers of small leather goods when they visit the market for fall stocks will find much that is new and somewhat interesting. The styles of the spring have left their impress on the new lines, but so modified that many new things have appeared. Leather handles are the thing, some novelties being shown in this line.

The favorites of the early summer, such as "Peggy," "Vanity," "Envelope," etc., will be seen this winter and fall in numerous styles. Covered and lock frames seem to have nearly supplanted the metal, although both are seen at this writing.

In the traveling goods line fitted goods and the higher grades of bags and cases naturally command the primary attention, but there is less range in the novelties. The new grain effects are to be found in all classes of goods to which they can be adapted, including the natural grain calf.

Some very fine dressing cases are shown for the fall trade. These come in the finest of leathers, and the designs are very similar to those of last season. Some of the newest ones have square bases, while others have the familiar curves.

A radical innovation comes from Paris, but at present its fate has hardly been decided for this country. It is decidedly bizarre in character, and shows its French origin, and for this reason it is considered likely to be popular. The novelty consists of a bright colored leather frame on a black or dark bag, the combination being limited only by the different shades of red, blue and green. A neat seal bag is shown with a red leather covered frame, or a black patent leather and a red frame with black straps stitched with red silk. There are also green and blue bags with white frame and handle, or, in fact, any color desired.

This summer there has been a good trade in traveling bags and suit cases, in fact, everything which pertains to traveling in comfort and with a certain degree of convenience. The American public is waking up to the fact that it does not pay to travel in discomfort, even short distances, and the popularity of the St. Louis Exposition has opened up a wide field for traveling goods which might otherwise have remained closed.

We are taking certain ideas from our English cousins each year, the large bags being perhaps the most desirable thing this season. These bags are fully as commodious as the suit-cases and have a much richer appearance, and for this reason will be used more and more for the fine trade. The suit-cases have necessari-

ly been much cheapened in popular estimation since their introduction by the fact that they are made up in so many of the cheaper grades and in imitation leathers. The man who goes into a shop to buy a handsome bag is not going to purchase one which can be confused with a cheap bag if he can help it.

The dressing-table shows its full complement of leather goods this year, and some of the daintiest of the little toilet articles are made up in the light-colored pigskin. The man of the house has always hitherto considered it his right to have his fine toilet articles made with the leather, but lately the mistress is coming to a realization of the fact that leather shows up well, and is natty, to say the least.

The little stick-pin cases for the man are just of a size to slip easily into his bag, and take up very little room. When the bag is unpacked, the little case is placed on the dresser, and affords a safe place for the pins, with no danger of their slipping off and being lost. These little cases come in different finishes and sizes, but they have won the hearts of the men, and will sell readily in any stock.

The traveling man is perhaps more luxurious than milady, and for that reason it appears that the novelties are offered him first. The man who has to be on the road a share of his time wants everything which adds to his comfort and convenience, and seldom considers the price.

The "Vanity" bags, as they are termed, are shown with many modifications and elaborations. In addition to the powder puff and mirror, there is a complete manicure set, pencil, memorandum book, purse, card case, and even a watch set in the front or cover. Some of the latest models have inside frame pockets, two or three gusseted compartments, and an extra flap for holding mirror and toilet requisites. An exposed central or main pocket, with lock frame and a gusseted compartment on each side, is the novel feature in others of this class. One is shown in the long and narrow style, without handle.

How a Clerk Planned and Built a \$500,000 Home.

In 1865 John A. McCall, a book-keeper, working nine hours a day for \$15 per week, sat at his desk and planned the home he was going to build for himself when he got rich. His fellow clerks laughed. McCall said nothing, but plunged into his work. He has just built the house he planned so completely while he was a clerk, and has built it just as he planned to do. Now a big white palace stands near the sea at Long Branch, just as McCall, the clerk, planned that it should, and it cost over half a million dollars.

This is not all that has come to the one time clerk either; he has a handsome home in a fashionable district of New York, is more than a few times a millionaire, is President of a mammoth life insurance company, director in eleven great corporations,

and receives as a salary, independent of the income from his investments, \$75,000 per year. All this he has earned through his own efforts and without aid from others. He has not been a speculator nor has he ever indulged in questionable finance in his march to wealth and power. Every cent that he owns has been made in straightforward business transactions; every step that he has taken upward has been the reward of merit and hard work.

Mr. McCall was born in 1849. His parents were neither rich nor influential, and were unable to give their son more than an education in a business college. His start and subsequent success have all been reached through sheer pluck and indomitable will.

At the age of 16 he began business life as a clerk in the Albany assorting house for State currency at \$10 per week. He rose gradually until he received \$900 per year, which is about his present income for one day. He next secured a position as book-keeper for a mutual life insurance company and was started on the road that was to carry him to success.

The value of sticking to one line is shown by the record of Mr. McCall. In 1870 he was appointed to the State Insurance Department. Here he got to be the best posted man in the department. He unearthed the schemes of the swindling insurance companies and helped to send many of the man connected with them to prison.

All this time he had the ideal of

his home that was to be firmly fixed in his mind, and he continued to work harder than anybody else in the department in the hope of gratifying his ambition. In fifteen years he rose to the position of State Superintendent of Insurance.

In 1885 he refused a reappointment because he had been offered and had accepted the position of controller of a life insurance company. He stayed in this position until 1892, when he was elected to the presidency of another company. It took him just twenty-two years to rise from a \$15 clerkship to the head of one of the greatest life insurance companies in the world, yet at the time of his election he was only 43 years old.

Four years after his advent as President, McCall had the temerity to come out against the Morgan syndicate in regard to the Government bond loan of 1896. Morgan was beaten. He became an ardent admirer of McCall and now seeks his advice upon all important ventures. At the beginning of the Spanish war McCall, a Democrat, was consulted by President McKinley in regard to financing the war and assured the President that \$300,000,000 could be raised by himself inside of forty-eight hours.

Horace Welles.

One surprising thing about a surprise party is the lack of surprise it creates.

Spinsters write the best love stories, probably because their ideas of the tender passion are imaginary.

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.



Movements of Merchants.

Saranac—A. S. Densmore has sold his stock to the Farmers' Supply Co.

Laurium—The drug stock of John C. Vivian has been destroyed by fire.

Detroit—Edward Pokorny has purchased the dry goods stock of Adam Pohl.

Alma—J. L. Miller & Son succeed Miller & McCarty in the grocery business.

Middleville—Dell Topping has engaged in the bakery and restaurant business.

Port Huron—The Blair millinery stock has been sold to Mrs. Hicks, of Cleveland.

Crawford—James A. Campbell has sold his stock of general merchandise to Hiram Cole.

Plainwell—James A. Stout has rented the flour and feed mill of the J. F. Eesley Milling Co.

Northport—Dr. T. J. Fralich has purchased the interest of his partner in the drug stock of C. E. Harvey & Co.

Rochester—M. Brock & Co. expect to retire from business January 1. The firm handles bazaar goods and groceries.

Alpena—Julius Szczukowski has engaged in the grocery business at the corner of Second avenue and Mirre street.

Reed City—Mrs. A. B. Slosson has sold her millinery stock to Mrs. Lillian Sterling, of Manistee, who took possession Aug. 15.

Niles—A. Green, Jr., of Chicago, expects to open up a clothing store in his father's building on Main street about September 15.

Cadillac—E. J. Darling has sold his grocery and bakery business to Otto Hector, who will continue operations at the same location.

Detroit—Augustus R. Kiefer has purchased the shoe stock of Edward Schulert, at 1511 Russell street and will continue the business at that place.

Rapid City—Wm. A. Segar has sold his drug stock to Carl M. Tinkham, formerly of Grand Ledge, who will continue the business at the same location.

Sunfield—Daniel Hulett has purchased the interest of Amos Hulett in the milling firm of Hulett Bros. and will continue the business in his own name.

Hart—C. W. Noret is closing out his drug stock, which he will supplant with a line of racket goods. He will continue the sale of crockery and wall paper.

Pontiac—Chas. F. Tunstead has retired from the Mascotte Cigar Co. The business will be continued under the same style by Wm. J. Tunstead and Robert J. Corr.

Leland—Dr. J. F. Slepicka has purchased the interest of Edward H. Mack in the drug firm of Slepicka & Mack and will continue the business at the same location.

Sparta—W. A. Clark & Son, who

engaged in general trade here several months ago, offers to turn the stock over to the creditors if the latter will allow them one exemption.

Lansing—The milling business of F. Thoman & Bro., which has been established over twenty years, will cease operations, owing to a disagreement between the partners.

Howell—The firm of Burk & Gardner, agricultural implement and musical instrument dealers, is in the hands of a receiver, pending settlement of partnership matters.

Howard City—Ceylon Williams has purchased the interest of Samuel McKenzie in the planing mill firm of Williams & McKenzie and will continue the business in his own name.

Battle Creek—John C. Shaffer, of Chicago, trustee in bankruptcy for the Cero Fruto company, has asked for bids for the plant of the company, including land, building and fixtures.

Big Rapids—George M. Davidson and R. H. Randall are to form a partnership for the purpose of manufacturing boats. They will build water crafts of all sizes and patterns to order.

Ionia—K. B. Smith has under construction a bean and grain elevator, 28x40 feet in dimensions, three stories and basement, costing \$3,000. He expects to occupy the building by Sept. 15.

Hillsdale—Marvin E. Hall has sold an interest in his clothing stock to Fred E. Perry and Harry W. Perry. The business will hereafter be conducted under the style of the Hall-Perry Clothing Co.

Grand Marais—Robert Daly has moved the old Morse & Schneider store building from Seney to McMillan, where it will be rebuilt. Dr. Daly will put in a line of general merchandise as soon as building is completed.

Battle Creek—The Queen City Co-Operative Co. declared a dividend of 50 per cent. at a meeting of the stockholders held a few days ago. This is alleged to be the second dividend the company has declared in nine months.

Petoskey—Louis Hankey has returned to this city and associated himself with his father and brother in the milling business of C. F. Hankey & Son. He has until lately been associated with the Thomas Forman Co., at Detroit.

Lansing—The Austin-Burrington branch of the National Grocer Co., in view of the encouraging business outlook, has arranged with A. C. Bird to erect a store building near the union depot, three stories and basement, with a total floor space of 44,800 feet.

Summerton—John J. Battles, grocer at this place, has absconded for some reason. His wife has undertaken to assume the indebtedness and continue the business and the creditors are disposed to assist her in every way possible to accomplish this result.

Ionia—George Beemer, for several years traveling salesman for J. L. Dolson & Sons, at Charlotte, has resigned his position and, in company with his son-in-law, H. E. Bergy, who

resigned his position in the union depot at Grand Rapids, Aug. 1, will remove to Ionia, where they will open a stock of general merchandise about September 1.

Ortonville—The store building and general stock of Frank Place were totally destroyed by fire Aug. 16 and none of the contents were saved. The loss, amounting to about \$1,200, is partially covered by insurance. The fire originated from the explosion of a kerosene stove.

Menominee—The Dormer Fish Co. has commenced work in this city on a new cold storage. It is to be 32x50 feet in dimensions and have a capacity for 3,000 packages of fish. This is to supplement the new cold storage recently completed which has a capacity of 7,000 packages.

Cheboygan—The trustee of the \$13,000 mortgage on the clothing and shoe stock of P. L. LaPres is closing out the stock to the best advantage. LaPres has disappeared and his whereabouts are unknown. Fancy farming and extravagant tastes are generally held responsible for the failure.

Cassopolis—The hardware firm of Tallyday & Reynolds, which succeeded H. E. Moon on January 1, 1903, and has since done a very satisfactory business, will soon be changed to Tallyday & Fisher, Fred Reynolds having sold his interest to John J. Fisher, who was until recently engaged in the furniture business here. Mr. Fisher does not take possession until after Sept. 10.

Ypsilanti—J. Royce has purchased the grocery stock of Walter S. Haynes and will continue the business at the same location. Mr. Royce came to this city some time ago from the Soo, where he was engaged in the same line of business. About one year ago Mr. Royce and Chas. Crane bought out the grocery stock of Ferguson & Snyder, which they sold after about six months to Wells & Gooding.

Clare—The G. B. W. Nelson grocery stock, purchased by him six months ago, was closed Monday. W. Van Sicklen first held a chattel mortgage and then a bill of sale for the stock. Two Saginaw firms each placed an attachment on the stock. The Dow-Snell Co., of Toledo, by a writ of replevin removed a part of the stock. Then a representative of the Worden Grocer Co., of Grand Rapids, and Phipps-Penoyer Co. and Smart Fox Co., of Saginaw, made settlement with Mr. Van Sicklen. Appraisers found the stock to be about \$800. Total debts amount to over \$1,300, independent of the Van Sicklen claim.

East Jordan—John Chamberlin, one of the pioneer merchants of East Jordan, died last week in Montana, where he had gone for his health, having been stricken with Bright's disease more than a year ago. Mr. Chamberlin and F. E. Boosinger came to East Jordan from Lansing in 1883 and established a mercantile business in the building then known as the Loveday building. After a few months Mr. Chamberlin erected the store now known as the Mrs. Newson building. Three years later Mr. Boosinger suc-

ceeded to the business, Mr. Chamberlin returning to Lansing. Deceased was interested in the Lansing Confectionery Co., of which he was the founder. He leaves a wife and three grown up children.

Detroit—Gourlay Bros. announced their retirement from business Aug. 13. For thirty-four years the firm has had an enviable name in this city and has always been regarded as one of the most reputable and upright concerns in Detroit. James Gourlay came here from New York in 1870 and establish himself in the haberdashery business and men's furnishings at 116 Jefferson avenue. In 1875 he was joined by his brother, Alfred L. Gourlay, and the store at No. 1 Opera House Block was opened. Advancing years and an opportunity to rent the premises are given as the reasons for the retirement of James Gourlay. Alfred L. Gourlay will continue the men's custom shirt-making department and ladies' shirt waist and ladies' tailoring department on the fourth and fifth floors of the same premises, 153 Woodward avenue. It is understood that the entire stock of goods has been purchased by J. L. Hudson.

Manufacturing Matters.

Adrian—The stockholders of the American Screen Co. have decided to increase the capital stock to \$100,000.

Kalkaska—A. C. Beebe's grist mill was recently destroyed by fire, evidently of incendiary origin. Loss, \$3,000.

Woodland—Rowlader & Reiser, elevator operators here and at Coats Grove, have consolidated their interests with C. E. Rowlader, elevator operator at Hastings. The business at all three places will hereafter be conducted under the style of Rowlader Bros. & Reiser.

Three Rivers—The Riverside Butter Co. has closed its creamery at this place for the present on account of lack of support. Two creameries burned here before the present one was built and this one has been closed part of the time since it was started for lack of patronage.

Lansing—Another gasoline engine plant has been secured for this place, there being at present not less than seven institutions of this kind doing business in this city. The new institution is the Richmond-Holmes Gasoline Engine Co., of St. Johns, the effects of which have been purchased by the Maud S. Pump & Windmill Co. About forty men will be employed as soon as the plant is removed here and this number will be increased as soon as the facilities can be secured.

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. 9 the course of the raw market has fulfilled all of our expectations, culminating on Aug. 12 in the purchase by principal refiners of all available cane sugar on spot at $4\frac{1}{4}c$ for 96 deg. test centrifugals and in purchases of such as were obtainable for shipment from Cuba at equal to $4.27c$, duty paid. A considerable block of beet sugar was also purchased for shipment from Hamburg on the same relative basis. Quotations have since remained unchanged, as follows: Centrifugals, $4\frac{1}{4}c$ spot, without offerings; Europe, firm with light offerings, 10-6 August-September being a parity of about $4.27c$ with centrifugals. The latest report from Europe, under date of Aug. 13, indicates continued unfavorable weather and under no circumstances can Europe now produce within 600,000 tons of last season's crop, and this only under the most favorable weather conditions during the remainder of the season. Refined remained unchanged since the advance of the 9th until Aug. 16, when the five point differential on sugar packed in 100 pound bags was restored, barrels remaining unchanged on a basis of $5.10c$ net for granulated. The usual mid-summer dullness between fruit crops has enabled refiners to catch up somewhat on their deliveries, which are reported as better than for some weeks past, but with the renewal of demand now almost immediately at hand, oversales will again become aggravating. Very serious delays are apprehended during the season of greatest consumption. All authorities agree that prices are likely to be considerably higher under these conditions.

Coffee—The market for Brazil coffees is firm at an advance during the week of about $\frac{1}{4}c$. At the present writing low-grade Brazils show an advance since the corresponding month of 1903 of nearly $3c$ per pound. Santos has had an advance in that time of about $2\frac{1}{2}c$. The distribution of coffee is widening to a very considerable extent. The interior districts, which have been light buyers for the last six months, are beginning to take coffee with much more freedom. This increased confidence has doubtless been partly due to the advance in package coffee by Arbuckle Bros., which aggregates $2c$ since July. Up to the present writing the Woolson Spice Co., which is dominated by the Sielcken interests, has advanced package coffee $\frac{1}{2}c$, and is now $1\frac{1}{2}c$ below Arbuckle. This is looked upon as an attempt by the Sielcken contingent to prevent an upward movement in values at this time. Milds are firm at a slight further advance. Java and Mocha are firm at last quotations.

Tea—The market is in a healthy condition. In the East there seem to be buyers for all the tea available.

On this side buyers are buying for their wants only, but stocks are low and September ought to bring a general replenishing. A great many jobbers have bought little or no tea since early last spring, having worked entirely on their stocks in hand. In the fall they will probably need most grades, and if this theory is correct, a brisk business will result. There have been no changes in price during the week.

Canned Goods—New pack tomatoes are easier. Some have been offered since the packing season opened at a figure under the price asked a month ago. The size of the coming pack is, of course, hard to guess at, but there is little doubt but what it will be ample for all requirements. Corn shows no features. The amount of current business is nil. Interest in the future increases as the season advances. So far all signs point to a good pack, but it is some time yet before any great quantity will be put into the can. Full particulars of the shortage in the salmon pack are published elsewhere in this week's issue of the Tradesman. The spring pack of shrimp was a failure this year and while there is some chance for a better pack this fall the shortage is sure to be very large. Canned lobsters are also in short supply.

Dried Fruits—The prune market is in very poor shape and even further declines are not unlikely. Peaches are quiet and unchanged. The market is strong. Currants are dull. Cables from the other side tell of continued firmness. Seeded raisins are unchanged. The market seems completely demoralized. As low as was the last association quotation, offers on heavy lots at a shade under have been made during the week, and there is every prospect of acceptance. The everyday demand for seeded raisins, even with the price so low, is light. Loose raisins are in light demand at ruling quotations. Apricots are slow. Some new fruit has arrived, but the demand for it is interfered with by the green fruit season.

Syrups and Molasses—Sugar syrup has advanced on account of the opening of the export demand. Molasses is dull and unchanged. Corn syrup is unchanged, although the corn market is strong.

Rice—Jobbers report the actual movement as comparatively light, with preparations being made for a large fall and winter campaign. The rice interests of the south are conducting an educational campaign on the value of rice as a food and this is expected to augment the sales somewhat.

Provisions—The provision market shows little change for the week. With the exception of dried beef, there is enough stuff coming forward to supply the demand. Dried beef is in good demand and scarce. Some holders, but not all, have advanced prices. The strike has greatly delayed shipments. Hams are firm, but the market shows no change during the week. Some jobbers will advance $\frac{1}{4}c$ during the coming week.

Barrel pork is unchanged and in fair demand. Bellies and bacon are unchanged, firm and in good demand. Canned meats are unchanged and firm.

Fish—Mackerel is strong on account of no receipts in New England, and the market is about $50c$ higher. Sardines are unchanged and very firm. The domestic market shows a strong advancing tendency. Cod, hake and haddock are dull and easy. Salmon is unchanged and in the usual summer demand.

The Produce Market.

Apples—Red Astrachans and Early Harvest command $20@25c$ per bu.; Duchess, $25@30c$; Sweet Boughs, $30@35c$. The crop is large and the market is dull.

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

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

Beets— $15c$ per doz. bunches for small beets with tops; $60c$ per bu. for large beets.

Blackberries— $\$1.35$ per crate of 16 qts. This week will see the finish of this year's crop in this latitude. Further north, berries will continue to be marketed for a fortnight.

Butter—Receipts are large but the quality is poor. Creamery is steady at $18c$ for choice and $19c$ for fancy; No. 1 dairy is strong at $12@14c$, while packing stock is decidedly in evidence at $9@10c$; renovated, $16c$.

Cabbage— $60c$ per doz.

Carrots— $15c$ per doz. bunches; $50c$ per bu.

Cauliflower— $\$1.30$ per doz.

Celery— $16c$ per doz. bunches.

Cucumbers— $15c$ per doz. for large; $20c$ per 100 for pickling.

Currants— $\$1.25$ per 16 qt. crate for red and $\$1.75$ for black.

Eggs—Dealers pay $16\frac{1}{2}@17c$ on track, case count, holding candled at $18@18\frac{1}{2}c$.

Green Corn— $12c$ per doz.

Green Onions—Silver Skins, $15c$ per doz. bunches.

Green Peas— $\$1$ per bu.

Green Peppers— $\$1.25$ per bu.

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

Lemons—Messinas, $\$4$; Californias, $\$3.75$.

Lettuce— $65c$ per bu. for outdoor grown.

Musk Melons— $\$2$ per crate of $1\frac{1}{2}$ bu. Texas grown; $\$4$ per crate of 45 for Rockyfords; Gems, $40c$ per basket of 12 to 15; Osage, $\$1$ per crate of one doz.

Onions—Southern (Louisiana) are in active demand at $\$1.50$ per sack. Silver Skins, $\$2.25$ per crate. California, $\$2.50$ per sack.

Oranges—Late Valencias command $\$4.50$ per box.

Parsley— $25c$ per doz. bunches.

Peaches—Six basket crate of Georgia Albertas commands $\$1.50$. Early Rivers (white) fetch $75@90c$; Hale's Early (yellow) command $\$1@1.25$. The home grown stock does not stand shipping yet.

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

Plums—The yield of all varieties is reported heavy. Burbanks are now

in plentiful supply on the basis of $\$1@1.25$ per bu.

Potatoes—The market is steady on the basis of $40c$ per bu.

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

Poultry—Spring chickens, $11@12c$; fall chicks, $8@9c$; fowls, $7@8c$; spring turkeys, $14@12c$; old turkeys, $9@10c$; spring ducks, $10@11c$; Nester squabs, $\$1.50$ per doz.

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

Squash— $50c$ per box of 25 lbs. net.

Tomatoes— $75c$ per $\frac{1}{2}$ bu. basket. The tendency is downward and lower prices are looked for soon.

Watermelons— $20@30c$ apiece for Georgia.

Wax Beans— $75c$ per bu.

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

Manistee Merchants To Have Another Bargain Day.

Manistee, Aug. 16—At the last meeting of the Manistee Business Men's Association the Advertising Committee reported that $\$66$ was collected for the Bargain Day advertising and, after paying the expenses, it still had $\$8.40$ on hand towards paying the expenses of the next bargain day.

Those merchants who were present stated that Bargain Day was a They all were enthusiastic about great success and desired to see it continued. Most of them said they did more business that day than they had done in any four days before. They all were enthusiastic about Bargain Day and decided to hold the next one on Wednesday, Aug. 31.

Harry Aarons, S. Winkleman and G. A. Johnson were appointed on the Advertising Committee.

On motion the chair appointed a Transportation Committee, consisting of Thomas Trimble, C. D. Gardner and S. C. Thompson.

The Soliciting Committee consists of Will Pettigrove, Wm. Lloyd, Frank Stubbs, Harry Herzberg and F. J. Zielinski.

Dirk J. Vander Werp and William Folkertsma, who have been conducting two clothing stores under the style of Vander Werp & Folkertsma, have succeeded in effecting a settlement with all their creditors on the basis of 50 cents on the dollar.

Norman N. Nevetzral and C. Snyder have formed a co-partnership under the style of the Nevetzral Produce Co. to engage in the carlot apple and potato business. Mr. Snyder has been in charge of Leonard Starks' potato warehouse at Kingsley.

The Walter French Glass Co. has leased the store building at 22 Ottawa street, formerly occupied by the Alfred J. Brown Seed Co., and expects to be able to open for business on Monday of next week.

Wm. H. Jones, David Wolf, Daniel McCoy, Benjamin Wolf, Hon. M. S. Keeler and E. H. Foote are stockholders in the recently-organized Evart Savings Bank.

WINDOW TRIMMING

Displays Departing From the Established Form.

One or two or three large objects in a show window, or a multiplication of small articles, or something unusual or entirely foreign to a window trim—any one and all three of these methods of store-front arrangement are certain to focus the wandering gaze of the ordinary—or extraordinary—pedestrian.

* * *

The truth of the above affirmation is, this week, most aptly exemplified in three widely different Monroe street establishments: Peck Bros., with their three immense carboys of formaldehyd; the Millard Palmer Company's exhibit of the Grand Rapids souvenir these people are manufacturing especially for sale at the Louisiana Purchase Exposition, the memento consisting of an apparent twice-folded hundred dollar bill which most ingeniously forms the cover of a pocketbook, and is so natural looking that it would easily deceive the most expert pickpocket at first glance; the third eye-compelling object is the life-size statue of William Penn in the east window of the popular tobacconists, Treusch Bros., opposite the Morton House.

* * *

Formaldehyd! The enormous bottles—regular giants—in the double coarse wicker baskets certainly look very interesting, and I set out to learn a bit about the stuff in those big containers. Without perusing the card that goes with same, I imagined the liquid must be some sort of disinfectant from the fact that directly in front of the carboys there are sulphur "candles," and other similar shapes to burn for sick room purposes.

The dictionary says of formaldehyd:

"(Chem.) A colorless, volatile liquid, HcCO, resembling acetic or ethyl aldehyde, and chemically intermediate between methyl alcohol and formic acid."

This definition means little to the layman, but the sound of the firm name of the Michigan chemists who manufacture this disinfectant is much more familiar to the average oricular appendage—I refer to Parke, Davis & Co., of the beautiful City of the Straits.

I was given the names of two other manufacturing chemists who make a specialty of this noxious-smelling but purifying agent: Merck & Co., whose St. Louis, Missouri, laboratory is a branch of their New York establishment, and the Mallinckrodt Chemical Works, which latter company also has branches in other places. All three concerns are rated high in Dun, and are said to be the largest makers of formaldehyd in this country. I was told by a local chemist that not much of this article is brought from across the Pond, as the above manufacturers are amply

able to supply all the demand on this side the water.

The price, wholesale or retail, seldom changes, and is never cut. The demand does not vary much from year to year except in certain sections where the added call for the drug is concomitant with stringent local situations—such, for instance, as the recent West Side Flood due to the raging condition of our beloved Grand, when large quantities were called for. The odor of formaldehyd is said to be much more disagreeable than that of sulphur.

The carboys exhibited in the Peck window are a dark green. They rest in a cozy nest of hay twisted into a long rope. This packing is between the carboy and the inner basket, which has two large handles fixed to the top edge. The outside basket is even coarser than the inner one. It, also, has two stout handles on the upper edge. Over the mouth of the carboy goes a funny hood-like wicker cover, resembling, for all the world, the top of a festive beer mug from the country whence comes all the formaldehyd on display in the Peck window.

The accompanying card informs the public as follows:

These 3 carboys contain about five hundred pounds of formaldehyd, a powerful disinfectant imported by us from Germany.

* * *

Said the windowman of the Millard Palmer store:

"Yes, the little \$100 purses do attract a deal of attention. We put them on the market about the first of July and they go like hot cakes. This exhibit is the first time they have been seen here in Grand Rapids. Everyone stops to look at the odd window-compartment and many are the humorous comments of the passers-by. The purses are made of \$100 facsimiles of the genuine article, somewhat similar to those used for advertising purposes. They are designed more as a souvenir of the Exposition than of Grand Rapids, although the name of the city of their production appears on the pocketbooks. They are an actual purse, shutting their contents up securely."

In arranging these the window dresser placed them in many straight rows on bright yellow cheesecloth. Only five are open—and that inconspicuously in the background, so that what catches the curious eye is only money, money, money. And as money, money, money, and more money, money, money is what most of humanity is straining every nerve and muscle to grasp, needless to state that every man, woman and child is eager to see what such a lavish layout of the coveted stuff may mean, and it takes several minutes before it dawns on the average observer that he is not gazing on the "real ting!"

* * *

Much more difficult is it to arrange a pleasing window when the trimmer has only one sort of article—or at most three or four—to draw from; but somehow "Monte Carlo" Treusch manages to surmount the

obstacles in his path in this regard and arrives at a satisfactory conclusion with only the smokers' goods at his disposal. But this week, along with "Monte Carlo's" perennial smile, we have that of William Penn to cheer us on our way along this Vale of Tears—and either one is a sufficient guarantee to scare away the megrims!

The toy season is now opening for the domestic toys in a very auspicious manner, the indications at this time all pointing to an unusually brisk year in the domestic goods. While many of the lines remain very similar to last season, still every house is showing a certain number of novelties of more or less merit. Of course, there is the usual influx of puzzles, and a large majority of these will enjoy a sale for a short time, and the most deserving of them will endure for some time. Perhaps the most noticeable thing in the toy business this year is the development of the kindergarten idea in this country. A few years ago it would have been considered unwise, if not entirely foolhardy, to have started a large kindergarten line in any but the stores which catered to a fine class of trade. This year the importers took the bit in their teeth and started the nucleus of kindergarten departments, and the domestic people have taken up the challenge. As a result both branches of the business have been especially rich in goods which retail for moderate prices and are in perfect accordance with the latest of the kindergarten teachings.

AUTOMOBILE BARGAINS

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

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

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.
GRAND RAPIDS, 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.

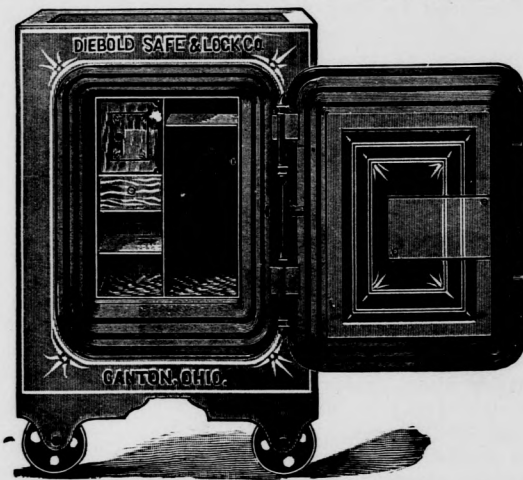
Price, \$1 by Express

Tradesman Company
Grand Rapids, Mich.

Do You Want a Safe?

IF SO WE INVITE YOU TO INSPECT OUR LINE OF FIRE AND BURGLAR PROOF

DIEBOLD SAFES



WHICH WE CONSIDER THE BEST SAFES MADE

If not convenient to call at our store, we shall be pleased to have you acquaint us with your requirements and we will quote you prices by mail.

TRADESMAN COMPANY, Grand Rapids, Mich.

THE N. A. R. D.

Views and Observations of a Michigan Druggist.*

It is your own fault, not mine, that I am the unfortunate individual that brings to you a report of the N. A. R. D. convention held in Washington, October 5, 6 and 7, 1903. One might as well be expected to do the impossible as to present to a body of intelligent pharmacists something new about a convention held nearly a year ago, but it is my duty as an accredited delegate of this Association. I was paid for it and it matters not how much you may dislike ancient history—stand it you must.

In the first place, I want to say to you gentlemen that the \$25 so graciously, generously and lavishly thrust upon me to pay my expenses in some unaccountable manner was all spent. I offer you my sincere apology for this unusual and wanton extravagance, but before passing too severe a criticism you should bear in mind that I have been in the employ of the State two and one-half years at a salary of \$3 per day, whenever I put in 14 hours a day, and that I have cultivated an extravagant manner of living that comes naturally with over-paid service. Examples of this can be found among members of the Legislature and Board of Supervisors. I also attribute some of this extravagance on my part to my associates. I roomed and was closely associated with the distinguished Treasurer and Ex-President of the N. A. R. D.—one backed up by one of Michigan's prosperous manufacturers of pharmaceuticals and the other with all the funds of the N. A. R. D. at his command—can you wonder that I was obliged to draw heavily upon your liberal allowance, knowing as I did that the reputation of this Association would have to be maintained no matter what the cost?

The trip to Washington and return was all that the most critical, esthetical traveler could possibly ask for. The unlimited means furnished by this Association made it possible for your delegate to ride in a Pullman and associate with men of quality. As he leaned back in an easy chair, with his feet elevated in the smoking apartment of the Pullman, enjoying the delightful second-hand odor of the other fellow's cigar as it gently wafted its way toward the open window, and as he looked out and viewed the many beautiful scenes that from time to time passed in panoramic view before his eyes, his mind wandered back to the last meeting of this Association and he recalled the fervid manner and looks of Mr. Park-ill as he made his eloquent appeal to this Association, with tears in his voice and water in his mouth, urging, pleading and insisting that the magnificent allowance which you afterward voted be allowed. Such an eloquent, effective appeal could have been made only by a man who had attended as a delegate all kinds of conventions all over this broad land of ours and knew from personal experience the expense attending such a trip. It was very pleasurable, with plenty of means and enjoyable associates, entertainment the best, a mild and delightful climate. How could it have been otherwise?

What the N. A. R. D. convention did at Washington is a matter of history and the very thing they declared very emphatically they would do and did not do is also a matter of history. The proprietors came to us, as usual, with plenty of soft soap and money, and sponge-like, we absorbed everything in sight—especially the money—notwithstanding the fact that the convention reaffirmed the position it took at its previous annual meeting regarding direct con-

*Report of Arthur H. Webber, of Cadillac, to the Michigan State Pharmaceutical Association.

tract and serial numbering plan and in face of the strongest kind of proof as to its efficacy, practicability and positive success wherever tried. The proprietors unceremoniously turned it down, guaranteeing to adopt some plan of their own—as they did later, the success of which you are all no doubt familiar with. Speakers said nice things about the retail druggists, supplemented this with a \$15,000 donation and we wound up our meeting in an old-fashioned prayer meeting sort of a jollification where every retail druggist present was converted to the proprietor's kind of religion and everybody went home full of enthusiasm and happy.

Now, my understanding of the whole matter is simply this: I believe that the proprietors down in their hearts acknowledge to themselves that the serial numbering plan, as demonstrated by the Miles Co., with perhaps, a few minor changes, has been made and can be made as much a success with themselves as with the Miles people; but naturally it will entail a large amount of trouble and expense and, unlike the Miles people, they will get no benefit from the advertising, but, on the contrary, will be obliged to acknowledge that they were forced to it. Now, so long as they can keep the retail druggists good natured and believers in their professed desire to help them at an expense of \$500 to \$1,000 a year and thereby insure the marketing of their products as usual, don't you see that it is a deal cheaper for them than to inaugurate a new plan originated by some one else and with all the advertising benefits from its adoption absorbed by the people who conceived the idea and in addition to all this practically acknowledged defeat and admit that they were not honest in their former declarations of love and solicitude for the retail druggist?

Perhaps I would do the same thing myself if I were a proprietor, but at the same time I cannot but feel I had much rather be in the Miles Co.'s position than in theirs, for just so sure as the sun rises and sets, the N. A. R. D. are going to positively demand the acceptance of the direct contract and serial numbering plan by the proprietors of this country and by the help of the money they have so liberally donated upon diverse occasions we will be able to force the demand.

I am a firm believer in the N. A. R. D. and all that it represents. I recognize the value and the good that it has done for the retail druggists of the United States, but I have always criticized the position it has taken with the proprietors. In my opinion, there has never been a time in the history of this Association when they might not have forced the proprietors to accept any plan for price protection that has been thoroughly demonstrated as a success. The druggists of the United States would have united in enforcing an effort of this kind, even without organization. Not but what I am a believer in the value of systematic organization, but I prefer to see the money used come directly from the druggists, instead of from a class of men who give it for the purpose of helping defeat the very object that it was intended for. I may be mistaken in my diagnosis of the purposes that govern and actuate the proprietors in their treatment of the retail druggists. I sincerely hope I am, but with the history of the past five years to judge from, remembering that time and again they have promised to adopt unanimously any plan that could be proven practical and a success, and when all that had been done to come before us asking that we give them another year to try a plan of their own, which a boy just out of the high school could see at a glance could not be made a success, let alone a body of intelligent proprietors, it must have

necessarily been a pure bluff upon their part. What they will do in St. Louis is veiled in mystery. Perhaps they will double their former contribution for organizing purposes, with the understanding, of course, that it must be thoroughly understood that in large trade centers full prices cannot be maintained.

As to the position the N. A. R. D. will take at that convention there ought to be no mystery and I hope and trust that Michigan will be represented by delegates who will put forth every effort in forcing upon the proprietors the contract serial numbering plan. It is now or never. The N. A. R. D. organization cannot be maintained for very long unless some decisive action is taken at the St. Louis convention.

I know the feelings that prevailed among the members of the Resolution Committee at Washington and it took the combined influence of the best men of the N. A. R. D. to keep them lined up in favor of the resolution M. Representing, as they did, nearly every state in the Union, their sentiments were fairly indicative of the feelings that prevailed with retail druggists throughout the country and I am positive that the officers of the N. A. R. D. cannot get them to acquiesce in a compromise measure at St. Louis.

Aside from resolution M., the convention was harmonious and all agreed as to the value and necessity of the remainder of the resolutions, and the executive staff of the N. A. R. D., as you all know, have done faithful, honest, sympathetic work in carrying out the wishes of that convention, as embodied in the various resolutions.

The officers of the N. A. R. D. are men of the highest character and in the work that they have done and are doing are actuated by the best of motives and it is a matter for congratulation that we have men of this character who are willing to devote their time, effort and means in behalf of the commercial interests of the retail druggists and this work and effort of theirs should receive the unanimous approval of this Association. As an Association, we ought to feel highly complimented and honored that one of our own members, a man whom we all feel proud of, because of the good work he has done for this Association, was made Treasurer of the National body. It was a most worthy tribute to the man himself and also to the State he represents.

Peanut Supply Short.

Reports received in the New York market last week from the producing districts indicate a shortage of domestic peanuts. Several of the cleaners in Virginia are refusing to accept further orders, and the indications are that the new crop will be a small one. Supplies in Virginia are said to be enough only for thirty days. The entire available stock in this country is said to be only 20,000 bags. No statistics are available now as to the foreign crop.

Jeweled and Mosaic Shirtings.

In the new lines of imported shirtings of the fine order jacquarded weave effects are wonderful exhibitions of skilled ingenuity, so technical in their display of originality that only a person of accomplishment in the art could describe them lucidly—which the importers themselves do not seem inclined to undertake. In the way of colors the darker grounds predominate, something after the manner of the present season, with pronounced narrow stripes, figured, and with mottled effects. On the lighter grounds the figured work shows two, and sometimes three, color associations, so tastefully harmonized that they enhance the beauty of design without offending the critical eye. A grouping of this sort is composed of the famous "swelled" or "mosaic" pattern of two colors, and on a wine, corn, or tan ground the ensemble is an effect of great beauty. A new jacquard figure of the swivel feature is such a clever imitation of hand embroidered work as to deceive the casual observer, while certain printed resemblances to watered silk are so striking that—they can not be described.

Overproduction of Prunes.

Producers and handlers of prunes are facing a great overproduction this year and a consequent fall in prices. The California and Oregon crop is estimated at 150,000,000 pounds and there is a "carry-over" from last year of 50,000,000 pounds. The crop in Bosnia, Servia and France is estimated at 400,000,000 pounds, so that the American producers can not expect any export demand to relieve the situation.

There has been a sharp reaction in the prices of resin, which has reached a figure above that of any year for the last thirty years. Members of the trade interested in maintaining the high prices claim that the larger demand and the scarcity of supply were the cause of the recent phenomenal advance, and that the decline will be but temporary, but those on the other side of the market attribute the high prices which have been quoted to the manipulation of speculators in Savannah, and claim that lower prices are to be expected.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - AUGUST 17, 1904

THE TWO CONVENTIONS.

Grand Rapids had the pleasure and the privilege of entertaining two classes of merchants last week—the druggists and the hardware dealers.

The Michigan State Pharmaceutical Association met on Tuesday and Wednesday. The attendance was larger than it has been at any convention for the past fifteen years, and the number of new members, seventy-three in all, breaks the record for at least that length of time. The meetings were held quietly in the St. Cecilia building and the proceedings were marked by an earnestness and enthusiasm which argues well for the future of the organization. Much of the time of the convention was devoted to the discussion of the proposed new pharmacy law, which it is hoped to have enacted by the next Legislature. The present law has been on the statute books nearly twenty years and is naturally somewhat obsolete. The most radical departures from the old law are the proposition to elect the members of the Board of Pharmacy by the Michigan State Pharmaceutical Association, instead of their being appointed by the Governor, and also the raising of the educational standard of applicants for registration.

The Michigan Hardware Dealers' Association met on Wednesday and Thursday in the banquet hall of the Pantlind hotel. This convention was also more largely attended than any convention for the past half dozen years, ninety-seven members registering with the Secretary and forty new members being admitted to the fold. While the proceedings were not of a scientific or professional character, like those of the druggists, they partook of the commercial spirit and in both the papers and discussions a high order of excellence was maintained. The real work of the convention was very seriously hampered and interfered with by a dozen or more exhibitors, most of whom had rooms contiguous to the convention hall, and it was plainly apparent that this feature was an obnoxious one from the standpoint of constant attendance and convention interest, and it is hoped that the hardware dealers will follow the example of

the druggists and abolish this feature of convention work altogether, hereafter.

A peculiar feature of the proceedings of both conventions was the similarity between the aims and aspirations and abuses and annoyances incident to the drug and hardware trades and the corresponding advantages and disadvantages peculiar to other lines of mercantile life, which served to impress the observer with the conclusion that the gulf between the different avenues of commercial activity is not so great as it may seem; that the same general underlying rules of business are peculiar to all lines of trade; that what hurts one class of merchants is inimical to all classes and that conditions favorable to one line are, as a rule, conducive to the welfare of all.

The Michigan Tradesman had the pleasure of being the first trade journal in the United States to present most of the papers read at both conventions. This it was able to do through the kindness of the gentlemen on the program and the facilities the Tradesman has for executing composition on short notice on account of having two fast Mergenthaler Linotype machines.

The vegetarians can and do make quite an argument in support of their cause out of the acknowledged strength of the Japanese. They are strong not only physically but mentally, and have been demonstrating that fact right along of late. It is a well known fact that the Japanese eat very little, if any, meat. Rice is their principal article of diet, with eggs, vegetables and fruit, when the eater can afford them. They sell more tea than they use themselves and what they do use is without milk or sugar and very weak. They drink a great deal of water. In fact, the use of water internally and externally is a great feature with them. It may not be a bad thing that the war has attracted attention to their method of living and if some Americans would pattern after them they might be better off and in better physical condition. There was a prospect that the strike in Chicago would make meat scarce and so enforce something of a vegetarian diet, but the packers say they are killing thousands of stock daily and shipping hundreds of carloads. If the Japanese pattern is to be followed, the prospect is that it must be voluntarily rather than enforced.

Agriculture is still the leading pursuit in point of numbers in the United States. It employs 39.6 per cent. of the population engaged in gainful occupations, against 24.3 per cent. in manufactures. It is the 60 per cent. of the otherwise gainfully employed who contribute to the prosperity of the farmers of the United States. There would be quite a different story to tell if the number employed in agriculture composed 60 per cent. of the total.

The man who spends all of his time preparing for death has not lived for much.

ONE OF THE UNDOWNABLE.

Some years ago, dire disaster, straight from the hand of providence, fell upon the unfortunate city of Galveston. Even now it causes a shudder to recall the dreadful event. There were wreck and ruin everywhere, and the morning papers recording the catastrophe were put down with the thought, expressed or unexpressed, "That's the last of Galveston."

It happens, however, that Galveston herself did not think so. That little spot in the world's wilderness had been her home. She had gone down there when the waves were quiet and the winds were still and taking nature there at her best had loved her and made up her mind to stay with her for better or worse. There she had lived, there she had built her home, there her children had been born and there—the lips were compressed and the little hands were clinched—she was going to stay. The Saxon round-head in her thrust aside the yielding cavalier and after the elements had done their worst, bare-headed and bare-footed, she came down from the sad heights to build anew the home and the city that had been left not one stone upon another.

She did not come alone. The sympathizing world stood at her side, ready to help her in her dire distress, expecting to hear the selection of another place for a home less exposed to the shocks of air and sea and when they heard in unmistakable terms, Galveston it had been and Galveston it still would be, admiring her spunk and slipping into her hesitating hands substantial aid for present emergencies and more whenever she wanted it, they left her to her own devices. At once the work began and it began with walling out the sea. Never again should that pitiless monster play havoc with the city of Galveston, and she has just completed the great sea wall which will protect the town from the death and destruction of a few years ago.

This wall, which extends around the Eastern and Gulf sides of Galveston, is three and three-fourths miles in length, seventeen feet above mean tide, sixteen feet wide at the base and five feet at the top, made of solid granite concrete and protected on the Gulf side by heavy granite riprap extending to the water. Begun in October of 1902, the building of it has been a tremendous engineering and financial undertaking and the vim of Galveston is shown by the fact that the whole cost has been borne by the citizens in having taken the \$1,500,000 bonds which were issued to raise funds for the work.

The sea wall, however, is only a part. A still greater task has been already begun. The wall is to guard against encroachment by the waters of the Gulf when high tides and heavy winds endanger the city. Only by raising the general level of Galveston, along the sea front at least, can thorough assurance of safety be given. This is what is to be done. The city will be raised in grade to the top of the seawall on the Gulf front, sloping thence to the present

level on the other side of the island which Galveston stands on. One block has been brought to the intended grade line. Others are enclosed by levees, and into these mammoth dredges are pumping sand and water, the latter draining out through a canal left for that purpose.

The cost of this grade-raising will be \$2,135,000 and is met by an arrangement by which the State remits all taxes on the city for seventeen years, the money thus saved going to the creation of a sinking fund, and the contractors taking most of their pay in bonds, which are considered an excellent investment. The city will be fairly well loaded down with debts, but she will have so improved conditions to show her progressiveness and energy that there is no doubt of her being a great gainer in the long run by the extraordinary measures she has taken.

It is impossible to look at Galveston to-day without feeling proud of her, and, without carrying the idea too far, some of that pride is due to the fact that Galveston, while appreciating our feeling towards her, is rather inclined to be indifferent about it. She has not said so, nothing on her part has even suggested it; but when fate had seemingly left her helpless it was her own right hand and her own strenuous arm, backed by her own unconquerable will, that gave her the victory and, the mistress of her own fortunes, she points to the restored city, the work of her own hands, simply asserting her right to be classed among those whom misfortune can not down. It is the American characteristic—American because it is the old Saxon, modernized on this side of the Atlantic, a characteristic no more to be mistaken for the article ante-dating the famous voyage of the May Flower than that unseaworthy vessel could be seen and taken for an up-to-date ocean greyhound. The one went as the winds willed; the other challenges them and the waves together at their worst and, not to be downed, plies undaunted from shore to shore on schedule time.

Splendid as Galveston's achievement is, it is to be noted that she makes no boast. Questioned, she would declare it nothing. "What is there to brag of? It was the only thing to be done and I did it. If you want to put it that way, it was the Gulf of Mexico against Galveston and Galveston won. I wasn't going to be downed as long as there was a rock or a handful of sand in sight. It is just the American spirit. I know now how Chicago and Boston and Baltimore felt when their troubles came. I know how the American generally feels at such times. He will or he won't, as the case may be; but downed he won't be as long as there is life in his body. That was the making of Galveston as it has been the making of America and that is what is making the American the leading man on earth"—a sentiment in no respect to be disputed.

Hope is hard to kill as long as Doubt is kept from the door of the heart.

CAPITAL AND CREDIT.

Its Use and Abuse in Our Daily Business.*

In a retrospective view of the discussions which have taken place in the hardware conventions in our own, as well as in our sister states, we have seen the methods of our business enemies handled without gloves and have had many opinions expressed as to the best means of successfully subjecting, if not of exterminating them. Some of the knowledge so gained we have applied with profit to our own business, some of it we applied without profit to our neighbors' business, and it has been applied without profit because applied to our neighbors' instead of to our own business. These enemies are not imaginary. They are real and have deserved all the attention that has and can be given to them. The opinion naturally formed after listening to a free discussion by business men, whom personal experience has given knowledge, can not but be of direct and lasting benefit, not only to the participants, but to all who carefully study the reports as given in our several very able trade journals, as well as in the bulletins issued by the National Association.

It is not to belittle these troubles which we have had and are still having, but to call your attention to other and fully as serious ones which we are called upon to fight as individuals, rather than as an organization, and which organizations as organizations can not remedy, that I have chosen for the subject of this paper Capital and Credit, Its Use and Abuse in Our Daily Business.

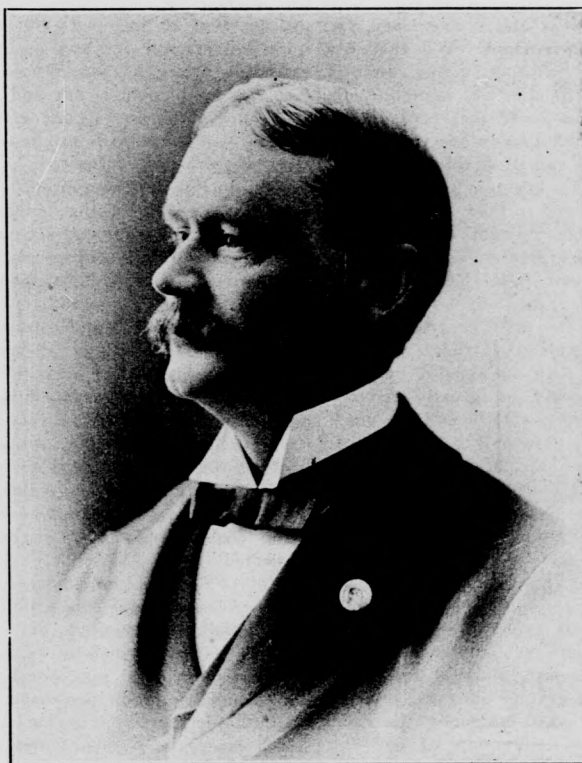
While I appreciate the necessity of continuing unabated the fight we have undertaken, and while I realize the fact that our enemies will appear in new places and in new garb with the intention of deceiving us into the belief that they are now our friends, I sincerely believe that if we each carefully examine and strengthen our individual business we shall be better able to lend valuable assistance to the great mass of merchants whose interests are identical. I feel that there is often a greater enemy to our ultimate success in our own business, one which, if it is not absolutely sucking our life blood, is badly crippling us, one which we fully recognize and resolve almost hourly to strangle, but continue to postpone from day to day the disagreeable task, until circumstances over which we have no control compel us to face it, sometimes too late, in the astonishing footings of our profit and loss and expense accounts. As a rule each of us charges to the profit and loss account such items as an entire or a portion of an account uncollectible, while the time lost in attempting to collect, the postage, the profit the money should have earned had we had the use of it in our business, and often an attorney's fee, have naturally drifted into the expense account, as methods under which most of us do business have not been so systematized as to make it easy to

correctly divide the various entries upon our books, and for these reasons the profit and loss account of itself does not fairly represent our actual losses.

In the mail with the invitation from our Secretary to prepare a paper to be read before this convention was a copy of an address delivered before the National Association of Credit Men by F. W. Yale, a member of that Association, which appealed to me so strongly that I have since had occasion quite frequently to refer to it in order to refresh my memory upon some of its many good points. The subject of Mr. Yale's address was Failures and Their Causes, and I would suggest to any member who has not likewise been favored that he write the Secretary of that Association, 29-31 Liberty street, New York, and request a copy. If it is

that we are here for the purpose of exchanging views and having an enjoyable time, are good natured and will submit to considerable imposition without grumbling. I have, therefore, no fear in leaving my fate in your hands.

Many of the troubles which we have are of our own making through our overanxiety to increase sales too often at the expense of those of our competitors, by taking chances of making collections beyond those which common prudence would dictate, and in attempting to cover too much ground by competing in price with the catalogue house, and in time with the installment dealer. We are, in doing this, practically burning our candles at both ends. We must either choose one or the other method, or adopt a system that will allow us to do business upon both. In our



A. K. Edwards

not out of print I have no doubt that such request would be cheerfully complied with, as one of the objects of that Association is educational.

Mr. Yale discusses the causes that have led up to failures, looking at them from a credit man's standpoint, in a very clear and concise manner. His article suggested to me ideas which might be applied with profit by those of us who have neither reached perfection in our methods nor failure in our business, and it is with the idea that we may be able to better guide our several crafts so as to avoid these dangerous shoals that I undertake to draw your attention to them.

I am fully aware of my incapacity for the task I have assumed, but appreciate the fact that our members realize fully that we are none of us critical as to scholarly methods, but

business we have been quite successful in meeting cash prices with cash prices, and installment prices with installment prices. At first we feared it might be the cause of much annoyance and many difficulties, and it probably has been, but the annoyance and difficulties have been so greatly overbalanced by the advantages gained that we have increased the line of goods upon which we are naming special prices for cash, and I firmly believe that this increase will continue until much of the line is so covered by us. We have already applied it to stoves, ranges and refrigerators.

Capital and credit are the two vital items in our business life. Our capital and our credit, as well as our customers' capital and our customers' credit are linked and interlinked in such manner as to make it diffi-

cult to separate them. Our capital is money of our own which we have invested in business. If we borrow money to increase our capital it is then not capital but credit which we have added. We may increase in this manner our credit to a small extent by deceiving our creditors with the idea that our capital is the sum of both our capital and our credit, but the advantage gained is only temporary, as the modern methods of commercial reporting are almost sure to locate, approximately at least, the amount of our capital and fix our credit unbeknown to us, and after we imagine that our inflated report has been taken as an actual fact. The larger and more prosperous a business is the nearer to the actual facts are the commercial agencies able to secure correct information from the managers of such business interests. Therefore, when replying to enquiries, either from our creditors or from the commercial agencies representing them, it behooves us to be frank and honest as such a statement will certainly increase to the fullest extent possible with good business judgment our credit, even if it does not inflate our capital, while an attempt to deceive will tend to arouse a suspicion that we are worse off than we are in reality, and the report will likewise be so colored.

Nearly as important a matter to us as our own credit is the knowledge of our customers' credit. The man who relies upon the fact that he is a well-to-do farmer, a well paid mechanic, or a prosperous professional man, to obtain unlimited credit, and by unlimited credit I mean credit without a positive time stated for payment, and not unlimited as to the amount, and who feels insulted or at least injured when pressed for payment, is a good customer for our competitor to have. Regarding this oversensitiveness upon the part of the debtor community, there appears to be a growing sentiment that it is no longer a personal insult to be asked to settle an account that is due or past due, nor to have a pay day named when the account is made. This to us is an encouraging sign. When our customers realize that their personal friends are entitled to the same treatment as the stranger who is supplying them with artistically worded, and too often untruthful advertisements regarding the goods he has for sale, then and not until then will a disagreeable feature of business be eliminated.

In our business we have endeavored to arrange each and every credit with a positive pay day. We have tried to instill into the minds of our customers and employees that the only means we have of maintaining our credit is to meet our obligations promptly, and the only way in which we could do that is to realize promptly from our sales; that while our purchases aggregate hundreds or even thousands of dollars where theirs are only dollars or tens of dollars, our creditors do not consider it obligatory to notify us that the account had matured, but made sight drafts which must be honored, or time drafts with invoices which must be accept-

*Paper read by A. K. Edwards of Kalamazoo, at ninth annual convention Michigan Hardware Dealers' Association.

ed. We have endeavored to convince our debtors that there was nothing so valuable to a business man, whether that man was engaged in the farming or mercantile business, as his credit; nothing of which we were so jealous as our own, and that there was no way so sure of building it up and maintaining it as by sacredly meeting obligations made. Education has much to do with this, and we feel that we are much indebted to our enemy, the catalogue house, for educating the masses to the fact that cash transactions were not only desirable but necessary in conducting successful business operations. To the customer who asks for an accommodation until after wool shearing, after haying, after harvest, or after hog killing, we ask when he is going to shear his sheep, mow his hay, harvest his grain or kill his hogs, and base our reply to his request upon such positive data. If we consider the customer responsible and the time asked is in excess of the time that we feel that we can safely grant, we so state, explaining our reasons, then offer the credit upon cash terms upon his giving his note bearing interest until such date. If we do not consider him responsible we decline the account and allow another dealer, if he can find one, to take the chance. We keep in mind two facts which we learned years ago from men older in business than ourselves: One is that we owe no man an apology for requesting a settlement of an account which is due, and the other that if a man is to take offense upon having plain business facts frankly stated to him, we prefer to have him take such offense before rather than after he has an account with us.

If we take a customer's note, and he is a man who keeps a bank account, we have this note made payable at such bank, otherwise at our office. If the note is not discounted we see to it that he is notified some days in advance of the date that it becomes due, that he may have no excuse for neglecting it. If discounted we leave this for the bank. We do not hesitate to say no to the customer who wants credit and whom we either do not know, or know is irresponsible or careless in meeting his obligations. If he is a stranger we ask for and investigate his references before granting the accommodation. If he has had credit with us we refer to our books before again extending it, if there is a doubt as to his responsibility. If such reference shows the time taken was longer than agreed upon we do not hesitate to call his attention to the fact, and if his excuse is not satisfactory we tell him so and decline to accept promises no better than the ones he previously failed to keep. We do not accept as an excuse for nonpayment the one so generally offered, that we can charge interest, remembering that we are not bankers, have not the capital to be bankers and are under too much expense for the capital we have to make it profitable to do a banking business. We realize that we must turn our money over several times each year to do a prof-

itable business, which we can only do through doing either a cash business or one with very short time credits.

We unhesitatingly decline credit to the man who always finds cash to purchase liquor, credit seldom goes there, but who wants credit with us. We advise him to first buy for cash his necessities, then get credit for his luxuries.

We do not hesitate to refuse credit to a man for fear that he will injure us by having his friends withdraw their patronage, as is often threatened by people inexperienced in the affairs of life. We have learned that the majority of men can not control the business of their own families, much less of their neighborhood, and that the neighbors of such people more often than otherwise wonder how they obtain any credit.

We find it much easier to say yes to a request for credit, so cultivate the habit of looking a man in the face and saying no, and if necessary, explaining our reasons. We endeavor to do this without giving offense, but being human we sometimes do, and have no doubt that occasionally we refuse credit to people who would make good and profitable customers, but this is a business chance which we are obliged to take.

Unprofitable accounts bring losses considerably greater than the loss of the account itself. They bring the loss of our time, our book-keeper's time, and often with an attorney and court fee added. If these could be done away with the expense of doing business would be greatly reduced and the net profits would be much larger, and the worry of business that shortens the life of many a man would be greatly lessened. Do not for one moment think that we are conducting our business so systematically, and with such accurate knowledge of our customers, that we have only good accounts upon our books. While we are avoiding as far as possible the wholesale making of undesirable accounts, we find too many succeed in getting into us, through either our poor judgment, the carelessness or indifference of our employes, or misfortune coming to the customer after his name and many items of charges have become thoroughly dried upon the pages of our ledger. We live in hopes, however, that some bright mind will conceive of a plan where the reports upon personal credits will be as easy to obtain as it is to-day easy to obtain prices upon the commodities in which we deal, but we realize that before this is brought about personal animosities and jealousies between rival business houses must be put aside, and that the parties directly benefited must be willing to pay their full share towards such necessary expense. The present method of holding an account until it becomes hard or worthless and then turning over to a foreign collecting agency whose only object is to worm out of the debtor a payment, does not accomplish the purpose and often works a hardship upon the persons they brand as "dead beats."

I learn from our programme that

we are to have a paper upon Collections. I have therefore dealt as lightly as possible with this subject, knowing that it would be interestingly handled, but of necessity have had to encroach somewhat upon it, in order to illustrate the points I am endeavoring to make. I wish to add just a few words upon a subject which is of a more delicate nature, as it may be considered strictly personal as it applies to ourselves rather than to our customers. In our endeavor to educate our customers to greater promptness in their business relations, let us not forget that we are under the same obligations to our creditors that our customers are to us, and that in order to establish and to maintain a credit at the highest point possible, compatible with the amount of capital invested in our business, we must meet our obligations promptly, or where circumstances over which we have no control make this impossible, take up the question at once with our creditors and arrange for any necessary extension. Let us not ignore the fact that an account is due and trust to the good nature of our creditor that he will grant without the asking all the extra time required. Often he will do this, but he appreciates the fact that we realize the obligation, and this acknowledgment accompanied with the request often places a much more favorable light upon our request and our supposed condition. If we ignore this simple duty and it becomes necessary to call our attention to this matter it is to him an exceedingly unpleasant duty to perform and usually to us a very mortifying request to receive, and often leads to the loss of a good customer by one and the loss of a good business friend by the other, simply because plain business obligations have been neglected.

While I have laid much stress upon our careless and expensive credit system I realize that there are other dangers to be avoided by us, in order that our capital may not be impaired and our credit weakened. One of the hardest to avoid is overbuying, which causes thousands of merchants to tax their credit to the utmost, to worry themselves into premature old age, if not the grave, even when not the cause of disastrous failures. It is a self-gratifying pleasure to realize that this jobber or that manufacturer holds us in such high esteem that he or they would fill any order we might send them without a question until such time as we neglected to meet our payments with reasonable promptness. Then an investigation would be put on foot to find out the whys and wherefores and what was our actual worth and responsibility. Possibly we would hear nothing of it, but it would be made just the same. Oftentimes payments are made promptly, but it is through the financial assistance of our banker or our friend, at the expense of our profits, or of a large proportion by them, by added interest charges.

Let us keep in mind that this interest works all the time, days, nights and Sundays, is not a member of any

union and never demands shorter hours, although when times get hard and money tight it often asks increased pay. It is this interest that too often more than eats up the amount we had supposed that we had saved by increasing our orders to a speculative quantity. Let us avoid the flattery of our friend, the commercial traveler, who talks to us about carloads as if it was our habit of buying carloads of his wares every week, every month, or every season. Let us rather go carefully over last season's purchases and sales and see if we did not then purchase too largely of this or that article, if the people for some reason did not change their minds and leave upon our hands or shelves a lot of goods we felt confident of selling, and which we would not have purchased had we known we were to have had a backward spring, a dry summer or a wet fall. If conditions should prove favorable, couldn't we sort up often at a very small additional expense much less in reality than the loss forced upon us by having to carry at an expense or to dispose of at a loss our overpurchases? This is a serious proposition which each of us must face and decide for himself, but I am of the opinion that the money lost by carrying overstocks, causing the additional interest, rent, insurance charges, and loss by shrinkage in values, is many times greater than the amount originally gained in lower prices by swelling quantities beyond those normally required in our business. Some of the most successful retailers are men who are so attentive to business that their daily shortages have been reduced to a minimum by frequent buying in moderate quantities, rather than by attempting to carry extreme stocks or to astonish traveling men with the size of their orders.

Another very important question for us to consider is that of insurance in its application to credit. The concern that carries an insurance upon their property to from 75 to 90 per cent. of its actual value adds to his credit value with the conservative creditor. There is no gainsaying this, and while we may sometimes feel that in paying premiums upon insurance policies we are paying for "dead horses" such is not the fact. We are really thereby not only assuring ourselves that in case of a fire loss we will not be wiped out of business, and possibly for all time, but we are assuring our creditors that in case of such loss their accounts against us are still good. The value of each of these assurances is of too great importance to be either overlooked or ignored.

Many of these questions if intelligently settled by each of us as individuals would bring about the natural settlement of others to which we give more time and which we feel are a serious menace to our business interests. Times are constantly changing, and it behooves us to see that we change our methods to keep in harmony with the times, and not allow ourselves to become so infatuated with the idea that we alone are right and the world is all wrong that

we follow in the rut made for us by our predecessors or by ourselves, until the same becomes so deep that we have not the strength to get out, and our friends see the hopelessness of attempting to lend assistance. The result is that business failure overtakes us or business rivalry passes us so far that we are no longer looked upon as either a factor or competitor in business. Let us carefully watch the leakages in our business and stop them, aim to find out our own errors and shortcomings and correct them, and keep our hands upon the public pulse, and I believe that the best of us would see a decided improvement in our profit account, which is in reality the one object the great majority of us have for being in business.

Why Every Pharmacist Should Join the A. P. A.*

Briefly for commercial, educational, scientific and social reasons.

1. The annual proceedings are sent to every member and, not considering anything else at all, their value is many times the cost of the annual dues, a volume of 800 to 1,300 pages, well indexed, and about two-thirds of its pages filled with a concise, world-wide review of pharmacy, materia medica, new apparatus and practical methods of manipulation. Personally, I have found many times from the proceedings the solution to some formula or pharmaceutical problem which I had sought for vainly from other sources.

2. The Revision Committee of the U. S. P. is largely made up of members from the American Pharmaceutical Association and the National Formulary was originated, published and revised by the Association without cost on the part of the members except as expert work had to be paid for; and every purchaser of a copy of the National Formulary is buying the best collection of practical formulas on the market, at a price much below what such a production from the commercial publisher would be. Where would we be to-day without the results of the labors of a Squibb, Parrish, Proctor, Lyons, Trimble, Remington, Maisch, Dohme, Prescott, Rusby and many others who, because of their devoted unselfishness, gave, through the Association, to the world freely of their pharmaceutical labors.

3. The annual dues are \$5. Can any pharmacist truthfully say he would not receive that much material benefit?

4. The broadening influence of belonging to such an Association is not to be lost sight of. You hear it said frequently that one great advantage of a higher education is that it trains one to think, logically and connectedly, developing the reasoning faculties. Also the contact with broad-minded, educated men lifts one out of a rut and presents a stimulus to a man to do his level best and makes him at the same time more considerate of others' weaknesses. Edmund Burke, the orator, said of reason: "We are unwilling to cast away the coat of ancient prejudice and trust

ourselves to the naked reason, because we suspect that in each man the stock of reason is small and prefer to avail ourselves of the bank and capital of ages." At the Association meetings are men from all departments of our profession or trade, whichever you choose to call it, but you do notice the cordiality, genial manners and deference to what each one says that make you think all knowledge does not reside in one's self and we need to help ourselves from the common fund.

5. Do we not owe it to ourselves as a duty not to stand aloof from such a good cause, but join heartily and help along such an organization, especially when it has done so much for our welfare?

6. The high intellectual and practical plane occupied by the American Pharmaceutical Association for fifty-two years since its organization should likewise awaken our admiration and fealty. Here we see results, perfected after many years of labor, finally given for the benefit of every member of the profession; deep research work faithfully followed out in order to add something to our common stock of knowledge; painstaking labor in chemistry year after year to bring out a little more of the truth concerning the organic principle of a plant. Is this not praiseworthy, unselfish and to our practical benefit? Whose Pharmacopoeia issued in the last ten years takes highest rank as a book of science? Is it not the U. S. P.?

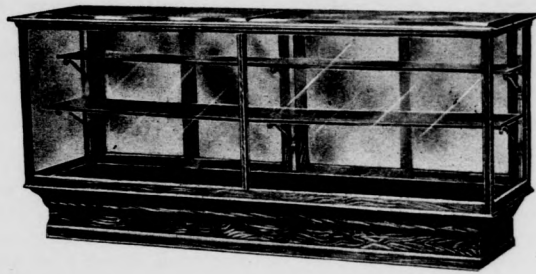
7. The American Pharmaceutical Association is cosmopolitan in its personnel, confined to the limits of no state or section or even country, for distinguished foreigners of scientific attainments deem it an honor to hold membership in its ranks. It is composed of no one class of men, but here you see the retail druggist along with the professor, the chemist with the hard-headed business man, the large manufacturer and the editor—all working together for a common purpose.

Whether you view it from the scientific, educational, social or commercial point of view, it is the parent of all, sustaining well its deserved reputation and asking us all earnestly: "Won't you join us, giving of your strength and receiving of our benefits?"

Nearly every branch of the fancy goods business felt the effects from the poor business conditions prevalent in the early spring, but now they are nearly on the road to recovery. The depression was not due to hard times or any logical reason like that, but in the East trade was at just such a stage that very little was needed to bring trouble. Merchants in general have blamed the weather, but that is rather begging the question. The ordinary observer of economics can not fail to see that the reason lies somewhat deeper than that, and the dry goods and lines closely allied to it are the first to feel the natural reaction.

The best part of any education is to learn how to study.

*Paper read at annual convention Michigan State Pharmaceutical Association by Wm. A. Hall, of Detroit.



No. 63. Best combination case on the market, 26 inches wide, 42 inches high, adjustable shelves. Shipped knocked down. Glass, finish and workmanship of the highest grade.

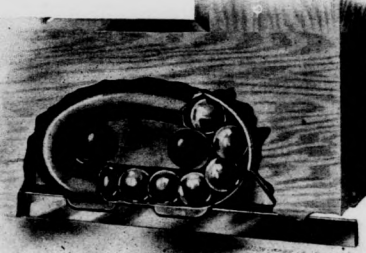
BALLS

and their relation to show cases

The ordinary show case door does not roll—it slides. If it's tight enough to exclude the dust, a little moisture will cause it to swell, and the door sticks.

If it's fitted loosely enough to work freely, the dust can get in and take up its habitation within glass walls.

You can't get these doors out without a lot of carpenter work, so cleaning the case is a difficult proposition.



All Our Show Case Doors are on Ball Bearings

The balls rest on a steel track which moisture does not affect. The doors fit so snugly that dust cannot creep in. They work so easily that a touch is enough to open them.

The end of the track can be raised a little and the track can be drawn out, after which the doors can very easily be entirely removed from the case. Cleaning the doors or inside of the case is an easy job.

Good idea, isn't it? It will keep you from losing your temper.

Our catalogue tells more

Grand Rapids Fixtures Co.

Grand Rapids, Michigan

New York:
724 Broadway

Boston:
125 Summer St.

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



Observations of a Gotham Egg Man.

The merits of the storage egg situation are variously regarded. The facts obtainable as to production and accumulation in storage up to mid-summer are much less favorable than at this time a year ago, because it is evident that the yield has been much larger and that total storage accumulations have been greater by fully 20 per cent. It is also indicated that the period of unloading surplus stock is later this year than last.

Some operators consider that these features of the situation will prove only sufficient to offset the unusual scarcity and comparatively extreme prices that prevailed last year during the late fall and winter, and they are consequently very hopeful that, even with much larger reserves than last year, the stock can all be absorbed at a profit, even if the later range of prices should be considerably lower than last year. Others consider the excess of accumulation so great that, in view of the higher cost of the goods, there is little chance of a profitable unloading in the long run even although values may reach a point of small profit at the beginning of the unloading season.

There are, of course, important features affecting the later situation of the egg market that can not be reasonably predicted, and which affect the late fall and winter prospects materially; the most important of these is the character of the weather—which has so important an influence upon the scale of late fall and winter production. The inability to form any reasonable opinion as to this important feature takes it practically out of the question, except that the conservative operator will conduct his operations on the expectation of at least average conditions.

Another very important feature, and one of which a reasonable opinion may be formed, is the extent of fall production during the period before the weather can have any serious influence—say from mid-August to December. There has, of late years, been a noticeable tendency toward lighter receipts of fall eggs in Eastern markets. Expressed in percentages of the quantity received March 1 to August 1, the arrivals from August 1 to December 1 have been as follows: 1899, 52 per cent.; 1900, 49 per cent.; 1901, 48 per cent.; 1902, 45 per cent.; 1903, 38 per cent.

This constant decrease in the proportion of fall receipts in the East, as compared with those of the spring and early summer, is attributed by some to a changing method of handling poultry on the Far Western farms, but I am inclined to believe that it is not greater than can be accounted for by the growth of cold storage facilities in the East and the fact that the proportion of storage eggs held in the East has steadily increased during the past few years. This naturally decreases the East-

ward movement of stored eggs in the fall and winter and increases the movement during the storage season.

I am inclined to believe that the relation of late summer and fall receipts to earlier receipts will not show as much decrease this year as last, because the proportion of stored eggs held in the West is now much greater than it was in 1903. Taking the above figures as a guide we may guess (with some reason) that our receipts from August 1 to December 1 this year will be about 36 per cent. of those from March 1 to August 1. In that case we should have an expectation of about 750,000 cases during the four months named, which, with 450,000 cases stored here August 1, would make a total of 1,200,000 cases.

It is a reasonably safe egg situation here (under average winter weather) if we get our stock of refrigerators down to 150,000 cases by December 1. Last year we had only 108,000 cases on that date. On the above estimate we should have to use 1,050,000 cases from August 1 to December 1 to reduce our stock to 150,000 cases; that would be an average of 60,200 cases a week. Last year our average trade output during these months was 58,550 cases a week, when the cost of the storage accumulations was about 2c below the cost this year.

This is rather a novel method of forecasting our prospective egg receipts, and some of my readers may smile at it. I suggest the basis of the calculation only in the absence of anything better but, after all, it seems reasonable.—N. Y. Produce Review.

Table vs. Fancy Poultry.

Fancy poultry is all well enough in its way, but this feature of the business does not concern farmers who are not raising chickens for show. Hungry humanity demands eggs and fowls for the table, and this demand is increasing enormously all the time. Of course, the fancy breeders are not looked to for this supply, as they are breeding fowls to be looked at and not eaten. Fine feathers are all right in their place, but the pleasure they bring is to the eye and not the palate. It is food that is wanted, and exhibition fowls do not supply it. The market does not look to fanciers for eggs and table poultry, but to the farmers.

As quality is the prime factor in the sale of all articles, it should go without saying that it does not pay to market inferior poultry. There is always a great demand for the best, but little or none for that which is ill-fed, ill-dressed, ill-packed and ill-shipped. This applies to chickens that are sold for food. In the domain of fancy fowls the prices are just as high as ever if the offerings come up to the somewhat exacting conditions. A good trio that will stand the test can easily be disposed of at advanced prices. One Indiana breeder recently sold four fowls for \$900 and was offered and refused \$1,800 for the head of his flock.

Few bachelors are capable of holding a girl baby until she gets beyond the age of 16.

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, 121

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.

New Date and Fig Industries.

If the good work that has been prosecuted in California and Arizona during the past few years in cultivating figs and dates continues, these now imported tropical fruits will become as cheap and as common as the California prune and raisin. According to reliable authorities, the California crop of Smyrna figs during 1903 amounted to 130,000 pounds. Of course, 65 tons of dried fruit is a mere bagatelle compared with the market in this country, but it must be remembered that it is only within the past five years that the secret of the pollination of the fig, which fills the fruit with the characteristic minute seeds and develops its delicate flavor, was wrested from nature by the Government experts. The pollination is accomplished by a tiny insect, that had to be imported from the shores of the Mediterranean, and, what is still more interesting, this insect is particularly fastidious, and refuses to employ its talents for the benefit of man unless fed on Capri, or wild figs. Accordingly, wild figs, which are worthless for table purposes, had to be imported, and now one of the expenses of fig cultivation is the distribution of the Capri figs throughout the orchards for the benefit of this exacting little insect.

Down in Arizona, where the experimentalists have been struggling with the date palm question for some years past, most gratifying success has been achieved. While a large number of the suckers, brought at great expense and trouble from Algiers and other African date districts, as well as from Arabia, have died, the station has now 422 trees started, some 60 trees in blossom and at least four varieties in fruit. The thoroughness of the world search for promising varieties of dates will be appreciated when it is said that specimens of sixty-eight varieties are now growing at the Arizona Experiment Station grounds.

Shortage of Canary Seed.

A canary seed famine is imminent, and the importers predict that values will be advanced beyond all former records. The principal supplies are obtained from Turkey, and the crop there is reported to have been ruined by drought and to be about one-sixth of the average yield. The estimated output for the year is placed at between 25,000 and 40,000 bags, while the normal production is about 175,000 bags.

The importers have been looking over the other producing countries of the world in the hope that supplies might be available elsewhere, but they have failed to find offerings. Morocco and Sicily, which next to Turkey produce the largest portion of the world's canary seed supply, have had only light yields, and it is said will have very small supplies available for export. In addition to this, the stocks in hand in the principal markets of the world are light, and the combination of circumstances presents a situation which this trade has never before been called upon to contend with, and which is believed will bring about exorbitant prices. The holders in Turkey have already

taken advantage of the situation, and are holding their stocks at figures which are higher than the importers here are willing to pay.

Recent Business Changes Among Indiana Merchants.

Berne—Burry & Fuhrman, who have been engaged in the millinery business, are succeeded by Fuhrman & Winans.

Indianapolis—Jefferies & Styers, provision dealers, will be known in the future under the style of Styers & McGee.

Indianapolis—The Vee Vee Manufacturing Co. is succeeded by the Indianapolis Furniture Manufacturing Co.

Indianapolis—B. W. Forkner and Ed. G. Storms have withdrawn from the Wells Manufacturing & Supply Co., wholesale dealers in office supplies.

Tipton—Bates & Caylor, grocers, are succeeded by Caylor & Newlin.

Indianapolis—A receiver has been appointed for the National Underwear Co., manufacturer of ladies' muslin underwear.

Indianapolis—Harry D. Segar has uttered a chattel mortgage of \$200 on his grocery stock.

Who Supported Atlas?

Not long ago the genial superintendent of a public school was asked by one of his youthful friends to listen to the latter's rehearsal of a lesson in which there was a reference to Atlas.

"Do you know who Atlas was?" asked the superintendent.

"Yes, sir. He was a giant who supported the world."

"Ah! Supported the world, did he?" went on the superintendent. "Well, tell me who supported Atlas?"

The little fellow looked as though he had not given the subject any particular attention, but showed immediate willingness to think it over. The superintendent stood looking on, trying hard to keep back a smile; but the youngster finally brightened up and answered:

"Well, I think he must have married a rich wife."

Current Currant Crop Short.

Reports vary as to the size of the coming Greek currant crop. Some estimate it as 20 per cent. short of last year, while others more conservative place it at 10 per cent. That there is some shortage is most certain, but what effect this will have on the future market is as yet problematical. The total crop last year is estimated at close to 100,000 tons, and if we admit the crop this year to be 15 per cent. less, and deduct from this the quantity required by the new currant bill and also the retention law, we shall still have a stock ample for all requirements.

Much has been said about the crop of lima beans in California, but recent estimates made by reliable men who have been over the ground place it at 570,000 sacks, which, with a carry-over of 100,000 sacks, brings the total up to 670,000 sacks available Oct. 1. This is substantially the same as last year.

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.

We want more

Fresh Eggs

We have orders for

500,000 Pounds Packing Stock Butter

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

Grand Rapids Cold Storage Co.
Grand Rapids, Mich.

HARDWARE CONVENTION.

Annual Convention of the Retail Dealers of Michigan.

The annual convention of the Michigan Hardware Dealers' Association, which was held in Grand Rapids last Wednesday and Thursday, was the most successful meeting ever held by that organization, both in point of interest and attendance. The register showed a total attendance of ninety-seven and the membership list was augmented by forty accessions.

The first meeting was called to order by President Popp at 11 o'clock Wednesday morning. After enjoining the members to attend all meetings promptly the President appointed the following committees:

Credentials—A. Harshaw, Delray; Henry Stadt, Grand Rapids and M. A. Penson, Saranac.

Constitution and By-Laws—E. J. Morgan, Cadillac; V. C. Wattles, Battle Creek; Arthur Shoeneberg, Saginaw.

Question Box—Frank Mulholland, Pottsville; J. G. Patterson, Detroit; Karl S. Judson, Grand Rapids.

Nominations—H. C. Minnie, Eaton Rapids; F. Brockett, Battle Creek; Henry C. Weber, Detroit; Geo. W. Hubbard, Flint; S. Winchester, Jackson.

Resolutions—O. H. Gale, Albion; C. M. Alden, Grand Rapids; Geo. Townner, Muskegon.

Sergeant-at-Arms—C. E. De Clement, Detroit.

The Secretary then read the minutes of the last regular meeting and also the minutes of a meeting of the Executive Committee held in Detroit on April 20.

Afternoon Session.

After calling the meeting to order at 2 p. m., President Popp introduced Hon. Edwin F. Sweet, Mayor of Grand Rapids, who delivered an address of welcome which convinced the delegates that their stay in the Furniture City would be a pleasant one, and that they might expect to be the recipients of numerous hospitalities. The President responded briefly to the address of welcome and thanked the Mayor for his welcome.

The Credential Committee made its report, recommending that all hardware dealers who had signed the roster be given seats in the convention. The report was adopted.

President Popp then delivered his annual address, which was published in full in last week's issue of the Tradesman.

Treasurer Weber presented his report as follows:

Balance on hand last year	\$ 306.78
Received from Secretary	714.00
Total	\$1,020.78
Disbursements	841.30

Balance on hand\$ 179.48

The Treasurer requested that an Auditing Committee be appointed and the Chair appointed as such Committee J. H. Whitney, Merrill; J. B. Sperry, Port Huron, and J. G. Patterson, Detroit.

Secretary Scott then read his annual report as follows:

When I was called upon as Secretary a year ago to give a report of

the work accomplished during the preceding year, I did so, feeling that our efforts toward the accomplishment of those purposes for which this Association was formed had been unusually successful during that period.

In preparing my report this year I could not help but feel even more enthusiasm over the outlook. While I know that there is an endless amount of work still to be accomplished, I realize that we are approaching the solution of several problems which have been a thorn in the side of the retail hardware trade in past years and which would always remain as such if the hardware dealers were forced to battle with them individually, instead of collectively through the Association.

If any hardware man of the State could realize, as thoroughly as do our officers and a large number of the members, the place which the Association occupies as a power for good, we would soon become so strong as an Association that any grievances which we might have would be readily adjusted, but inasmuch as the attendance at these conventions is not a very large percentage of the number of dealers in Michigan and the report of the work when imprinted or conveyed through correspondence is not as effective as when personally explained, there are a large number of retail dealers who do not feel obligated to become associated with the work and lend their moral and active support by taking out a membership with the organization.

Last year, immediately following our convention in Detroit, on the advice of the officers of the Association, an effort was made to secure a competent canvasser to undertake the work of explaining the benefits of the Association to those who are not members and interesting them in our organization. As the work requires the possession of more than ordinary canvassing ability and the number of men upon whom the canvasser may call in each town is limited, it was decided to offer \$3 for each new member received. This would leave \$1 to pay to the National Association and, while the Association would derive no revenue from each new member the first year, the receipts from dues in subsequent years and the necessity for getting new members into the fold justified the expense.

During the first nine months of the present fiscal year three different men were engaged by the Secretary to take up this work and two of them were furnished with literature and the necessary blanks; but after a trial they either considered themselves unsuited for the work or could not see that there was sufficient remuneration in it for them, for the results of their work amounted to absolutely nothing. I still think, however, that if we can secure the right man to carry on this work, we will secure more new members through this agency than through any other method and at the proper time during this convention I am sure that the new officers will appreciate it if any delegate present in a position to suggest the name of some one for the position will do so.

The officers, realizing the necessity for extending the work, decided recently to offer a rate of \$2 for membership up to December 31, 1904. It is felt that some might be induced to join at the present time who otherwise would prefer to wait until the first of the year, so as to secure a full year's membership for \$4, and I hope that before this convention is over we will have secured a great many applications as a result.

Before I depart from the membership question I would like to say one word to the members in regard to the payment of dues. Some of

us are careless about this matter and several letters are sometimes needed to remind us that the Association, like any other business enterprise, needs the money to successfully carry on the work. I am sure that a great many of us are much more careless about this matter than we would be about the payment of any other indebtedness. The dues, as we all know, are payable in January, and I hope that, when the next incumbent of the Secretary's office sends out his bills next year, we will treat the matter with the same promptness that we show in meeting other obligations and save him a great deal of time, which could be more profitably employed than writing members for their dues.

Now in regard to complaints. I take it that our friends in the manufacturing and jobbing business during the past year have been very good, for only six times since the last convention have complaints been filed with the Secretary. Four of these complaints were settled in a manner entirely satisfactory to both parties. One other, against a stove company for allowing their goods to be quoted at a low rate by a large catalogue house, has not been definitely settled, but I believe, in the light of recent events, we will be able to show the manufacturer the necessity for withdrawing his goods or having them listed at higher prices. The sixth complaint, which was against certain jobbers for selling to contractors, was carefully gone into by a committee appointed by the President of the Association, and while at that time I thought that the complaint was merely temporarily settled, as we have not heard from the complaining party since then, I hope that concessions made by both parties left no further cause for complaint.

In December, upon the request of one of our members, the glass jobbers of this State were interviewed and requested to refrain from selling glass to any but legitimate dealers. An agreement to this effect was signed by all the glass jobbers and a provision inserted in the same that, provided it became necessary for any glass jobber to sell direct to a contractor, he would give a commission on the sale to the retail hardware dealer doing business in that territory or to his nearest customer. I have since heard of several sales of glass made to contractors, but in every case that has been brought to my attention some hardware dealer has been given a commission, as agreed upon.

March 22-23-24, your Secretary, with Vice-President F. M. Brockett and T. Frank Ireland, a member of your Executive Committee, attended the fifth annual convention of the National Retail Hardware Dealers' Association in Indianapolis and found the affairs of our parent body in excellent shape. Various ways and means for increasing the interest in the various states affiliated with the National Association were discussed and we derived a great deal of benefit from the experience of the other states represented.

The parcels post bill was given a great deal of attention and, as a result, the fight was renewed in each state and no action was taken on the bill at the last session of Congress. The bill is not killed, however, and we will need to continue our efforts at the next session, as the Postal Progress League—in other words, the representatives of the mail order houses will undoubtedly be on hand in their efforts to force this obnoxious piece of legislation down the throats of the people of the country.

The officers of the National Mutual Hardware Fire Insurance Company made a very favorable report at the above meeting, in regard to the business of the company, and

stated that applications for policies were being received from every state in which there is a retail hardware dealers' association.

While the delegates will probably hear a more complete report of a meeting held at St. Louis, at which representatives from both the retail and wholesale hardware associations were present. I cannot refrain from mentioning this meeting at the present time. It was, undoubtedly, one of the most important gatherings of hardware men yet held and was only made possible by the rapid increase in the strength of the organization of dealers in this and other states.

Our former President, T. Frank Ireland of Belding, as a member of the Executive Committee of the National Association, was in attendance at that meeting and I believe will be with us to give the details of what was accomplished. A permanent committee was formed, comprised of members of both branches of the hardware business, who will, in conjunction with the National and State Retail and Wholesale Hardware Dealers' Association, carry out plans for offsetting the competition of catalogue houses which has become such a vital question with so many retail hardware dealers.

With the strength of the retailers and wholesalers combined, it should not be long before the manufacturers realize that their interests do not lie with the catalogue house, and I understand that already several manufacturers of standard lines have taken steps which will result in their goods being entirely withdrawn from the next issues of these catalogues. This committee has a great deal of work cut out for it and they are going to require considerable assistance. They have the names of all the members of each state association and occasionally different members will receive communications, asking them to comply with certain requests.

It is unnecessary for me to give the details of these requests, but I would like to urge every one here to carry out the wishes of this committee when appealed to, for if we are careless about this matter, it is unreasonable for us to expect any results. We have gotten to a point where we see a solution of the catalogue house problem in sight and it devolves upon us to follow up this advantage in every possible way.

In closing my report, I wish to take advantage of this opportunity for thanking the other officers of the Association for the assistance which they have given the Secretary during the past year. I have frequently appealed to them for advice and never have yet been disappointed in the result. I hope that the same spirit of co-operation will continue in the future and that the man you may select to perform the duties of Secretary during the coming year will enjoy the same assistance. My correspondence with the members of the Association has been very pleasant and I have felt that I could rely upon them in any emergency which might arise.

I hope that this convention will be the most interesting and profitable which we have ever had, and that after we return to our various cities we will not forget about the great work which is being carried on, but that we will enter upon the new year with increased enthusiasm and a determination to increase the strength and prestige of our Association.

J. H. Whitney, of Merrill, then read a paper on the Retail Dealer as an Educator, which was published in full in last week's paper.

C. L. Glasgow, of Nashville, read a paper on Social Relations, which was published verbatim in last week's issue.

A. F. Sheldon, of Chicago, deliver-

ed the following address on Salesmanship as a Science:

The business world is divided into two great parts: first, the making or manufacturing world; second, the distributing or selling world. While their functions are distinct, their relationship is most intimate.

Science has long entered extensively into the work of the making world. The science of mechanics, chemistry and many other sciences go to the very vitals of the economies and productiveness of the manufacturing world.

Philip D. Armour said a short time before he died that in the manufacture of hog products to-day there is nothing wasted but the squeal and the same is relatively true of almost every other line of manufactured products.

The manufacturing end of the business world has until lately received much more attention than the distributing end of the business. For a while the world depended upon natural demand and natural born salesmen to distribute manufactured products. From the financial standpoint of the business world, there is no use making things unless they are well sold. The ever narrowing margin of profits makes it necessary to employ method, system and order in selling goods in order to secure the best results, and this is but one way of saying that the proper selling of goods demands science.

It is my happy privilege to speak before your honorable body to-day on the subject, "The Science of Salesmanship." Let me first enquire, Who are the salesmen of the world? They are our commercial institutions, both great and small. The object of the institution as a whole is the selling of goods for profit. And how great that item of profit is! At the end of a year it depends more than many realize upon how well each and every one, from the head of the business down to the office boy or humblest clerk, has done his or her work. There must be that harmony born of a liberal use of the milk of human kindness to bring about the result.

The next question is, What is salesmanship? It is not the mere disposing of goods; they must be disposed of at a profit, or good salesmanship has not been exercised. To insure that element of profit we need a broader definition, the one which seems to most thoroughly define the meaning of the word is that "salesmanship is the power to persuade others to purchase at a profit that which the salesman has to sell."

Is this power to persuade others a purely natural gift, or is it something that can be developed? Many possess it naturally, but no one is so strong that he cannot become stronger. Any natural gift can be developed and improved by scientific cultivation. This is eminently true of persuasion or salesmanship in the abstract.

The next question is, What is science? Herbert Spencer tells us that science is only organized knowledge. If, therefore, we can organize the knowledge pertaining to the selling of goods, we have a science. It is possible to organize the knowledge pertaining to selling, because, whether the transaction be great or small, there are just four elements which enter into the deal. First, the salesman; second, the customer; third, the article sold, and fourth, the sale itself.

Now the question is, What is the key to this power to persuade? Search as you may, you will find but three factors or natural elements entering into the question of that power to draw, attract and persuade others. The first of these is sterling character. But what is character? It means much more than being good. Character is a composite thing. Reason, judgment, intuition, memory, love—in the sense of brotherly kindness—courage, faith, industry, perseverance, tact, courtesy, concentrat-

ed economy, the power of initiation, and many others enter into it. Do not tell me that man cannot build and develop these latent powers. Every positive has its corresponding negative, and every negative its positive. The positive may be deeply covered by the negative, but it is present in every normal man or woman, and that side of man's nature can be nourished and made to grow.

This is done by an understanding of the science of character building, which is a science of itself, and is included in the science of salesmanship. The second block of foundation material is health—perfect health—which enters most powerfully into the power to persuade others. Many say that they are healthy, when they have never known the glow of its perfection. It means to eat right, think right, breathe right and exercise right, along with other things which enter into the science of health building. By health I mean the harmonious conditions of the three departments of man—body, mind and soul.

The speaker then explained how these two foundation stones, sterling character and perfect health, rest upon the bed rock of true education, making plain that education consists of two things: first, the filling-in process of useful knowledge, which can be done in the great school of daily life; and, second, the drawing-out process of latent powers, represented by the natural faculties and qualities of the normal man.

Taking up the subject of the customer, the speaker made it plain that one of the great elements of success in business life is the ability to read human nature quickly and accurately, and showed how character reading is a science in itself and included in the science of salesmanship.

Taxing up the next factor, the article to be sold, he showed the value to the business man of being a logician. It is not alone in what one says, but how he says it. There is much in so putting things that they naturally appeal to the human mind. A business man must practice consciously or unconsciously the basic principles of the science of logic, and it is much better to see them clearly and practice them consciously.

The same is true of the fourth factor, the sale. The science that can aid us most then is the study of the human mind—the science of psychology.

Thursday Forenoon.

A. K. Edwards, of Kalamazoo, read a paper on Capital and Credit, which is published in full elsewhere in this week's paper.

E. J. Morgan, of Cadillac, then read a paper on Retail Credits, prepared by his partner, J. H. Murray. The paper is published elsewhere in this week's issue.

W. P. Bogardus, of Mt. Vernon, Ohio, President of the National Retail Hardware Dealers' Association, then read a paper on the Catalogue House Question. It will be found verbatim elsewhere in this week's paper.

E. S. Roe, of Buchanan, read a paper on Successful Retailing. It was published in full in last week's issue of the Tradesman.

Thursday Afternoon.

The Committee on Constitution and By-Laws recommended an amendment to the by-laws, providing that the President and Secretary shall attend all meetings of the National Hardware Dealers' Association. Adopted.

The Auditing Committee reported

that the Treasurer's report was correct. Adopted.

A delegate reported a case where a jobber persists in selling goods to contractors and architects and an animated discussion followed in which several of the delegates offered various suggestions as to the best method of getting the offending jobber to discontinue the practice.

On motion it was decided that all members should take the matter up with this jobber and convince him that it would be to his interest to conform to the wishes of the retail trade.

The Nominating Committee was then called upon and submitted the following names to the convention:

President—J. B. Sperry, Port Huron.

Vice-President—George B. M. Towner, Muskegon.

Treasurer—Henry C. Weber, Detroit.

Secretary—Arthur J. Scott, Marine City.

Executive Committee for two years—S. Winchester, Jackson; J. G. Patterson, Detroit; E. B. Standart, Holland; E. S. Roe, Buchanan, and John Popp, Saginaw.

The Secretary was instructed to cast the unanimous vote of the meeting for each of the candidates with the exception of the Secretary, and the Treasurer was instructed to cast a similar vote for the Secretary.

This was done and the above list of officers was declared duly elected.

H. G. Mulholland, Chairman of the Question Box Committee, was called upon and submitted several questions that had been placed in the box by delegates, over some of which considerable discussion arose. The first question which elicited considerable interest was, "Are Trading Stamps of Any Benefit to the Hardware Merchants?" A. Harshaw, of Delray, said that he thought no one but promoters derived any benefit from them and stated that an organized effort is being made by the Board of Commerce in Detroit to have trading stamps abolished in that city.

A delegate from Battle Creek said that the merchants in his city had tried trading stamps, had become dissatisfied and had ultimately discarded them, and none of the merchants handles them at the present time. Delegates from Cadillac and Kalamazoo reported that similar conditions existed in those cities and that after the dealers had found them expensive, as well as being a nuisance, they had discontinued their use entirely.

The question was submitted as to whether it is advisable for the Association to sell advertising space in its annual programme. A motion was made and carried that this matter be left entirely with the President and Secretary of the Association.

The question was submitted as to the advisability of joining a certain buying company, which on the co-operative plan is endeavoring to secure memberships in their proposition among the retail hardware dealers of Michigan. Several of the delegates discouraged the idea, feeling that nothing could be gained in

the long run by cutting out the jobber and buying from the manufacturer through any such agency. The consensus of opinion was that co-operative or syndicate buying by retailers is a "frost" and all such schemes are bound to meet with failure.

The President then appointed Henry C. Weber and A. Harshaw to escort the new officers to the chair. The retiring President spoke feelingly of the pleasure which he had derived during the past year from meeting and working with the other officers of the Association. He said that the new President could depend upon him at all times to assist him in every possible way.

The new President, J. B. Sperry, in taking the chair, acknowledged that the action of the Association in electing him to the highest executive office was a complete surprise to him and stated that he would to the best of his ability fulfill the duties of his office.

A. J. Scott, of Marine City, who was elected as Secretary for a third time, said that the membership had been materially increased during the past year and hoped that by the time of the next convention he would be able to report a still greater increase in membership.

George B. M. Towner moved that a vote of thanks be extended to the manager of the Pantlind Hotel and the jobbers and manufacturers who had contributed to the entertainment of the delegates. Adopted.

The Secretary read a letter from the convention bureau of the Detroit Board of Commerce, inviting the Association to hold their next convention in Detroit. He also read a letter of similar purport from John Popp on behalf of the Saginaw Retail Hardware Dealers' Association, urging the Association to meet in Saginaw in 1905.

C. A. Gower, of Lansing, extended a cordial verbal invitation to the Association to meet in Lansing.

Considerable discussion arose over the merits of the three cities mentioned above, after which a standing vote was taken as a result of which Saginaw was chosen and the next convention will be held in that city upon the second Wednesday in August, 1905.

The meeting then adjourned to accept the invitation of the local jobbers and manufacturers to take a trolley ride around the city and partake of a banquet at the Lakeside Club at Reed's Lake. The latter feature began at 7:30 p. m., when about 165 members and guests stretched their legs under the beautifully decorated tables which had been arranged in an artistic manner in the lower dining room. Sidney F. Stevens officiated as master of ceremonies, introducing Geo. G. Whitworth, who presented each speaker of the evening in his usually felicitous manner. Short and interesting responses were made by A. Harshaw, C. L. Glasgow, A. T. Stebbins, J. H. Whitney, Frank Conant and W. P. Bogardus. The affair was a very enjoyable one in every respect and appeared to fully meet the expectations of every one present.



Fall and Winter Styles in Collars and Cuffs.

This time of year is play-time in Troy, time when the riddle of quarter sizes, the puzzle of linen and cotton and the other hard nuts for the collar maker to crack are gratefully laid on the uppermost shelf. The factories are closed for vacation and inventory and in preparation for autumn and winter. Although trade was dull in spots last month, it was tolerably well sustained as a rule and many of the factories were busy right up to closing. Of course, the seasonable weather had much to do with this and brought very many orders of low folds for instant delivery. Collar buying, unlike buying in other lines, and quite illogically, too, has come to hinge purely upon the demand of the day. The retailer knows that the assortment of styles and sizes is kept full at the salesrooms and that hence the facilities for shipping are complete. Therefore, he takes his time about ordering and usually waits until the weather makes him. Summer trade thus far has been very good and, as already told, has not been limited to any special form or forms, but has embraced all the sizes and all the shapes.

The demand for summer collars will be active all through September, and it will probably not be until October that dealers will begin to call for wider folds and for wings. The wing is to be a large factor in sales, quite outstripping its record of last year. Endorsed by fashion and accepted as pre-eminently the correct form for autumn and winter, the sales of the wing should be more than during any former season. This shape is the only one that can be worn comfortably with wide four-in-hands and capacious squares and Ascots, and for that reason retailers will find it to their advantage to press the wing upon their trade just as soon as the season opens. Young men will wear the wing collar to the virtual exclusion of the other forms, while the fold will be preferred by the man who subordinates fashion to convenience. We do not believe that very large tabs will rule, although they will undoubtedly be shown in all lines, but that the moderate, high-and-tight variety will be the most approved by the generality of men.

Improvements have been made in poke collars, giving a more graceful tapering effect from buttonhole to tip and insuring a firmer fit around the neck. The best poke for autumn will be the model with tips quite sharply defined and a pronounced roll from the buttonhole upward to chin. The poke, more than any other collar, depends for looks upon the way it is laundered; faulty laundering will rob the very best poke of all grace and smartness. Pokes and lap fronts will be universally worn with evening clothes next autumn, and the wing will be out of the running. The at-

tempt last year to make a formal collar of the wing and to supplant the poke and lap front for wear in the evening was quite unsuccessful. The failure is frankly admitted by those retailers who advocated the round-cornered wing to accompany the swallowtail. Straight standers will play a very small part in sales, indeed, this form of collar seems to be steadily waning in favor and little is seen or heard of it in the best trade. It is rare that a straight stander fits satisfactorily and it is forever bulging and getting out of line. That shortcoming bars it somewhat.

Going into the smartest shapes of wings, there are three distinct types. On one the tabs are high and snug and very concave. It measures $2\frac{1}{4}$ inches in the back and $2\frac{3}{4}$ in front. The advantage of this collar is that the tabs are out of the way of the buttonholes and enable easy fastening with the fingers. Another model has tabs that droop decidedly at the corners. This measures $2\frac{1}{8}$ inches in the back and $2\frac{3}{8}$ inches in front. A third has exceedingly large tabs that lie far back against the neck. This is $2\frac{3}{8}$ in the back and $2\frac{1}{2}$ in front. These three together with the straight across tabs represent the four forms of wings that will command notice for autumn and winter. Among folds the form measuring about $1\frac{3}{4}$ inches in the back and 2 inches in front with quite a bit of room for the cravat knot will be much in evidence. Round-cornered wings will have a place, although small, in all high-class collar stocks and will be worn in the large cities.

It appears that the high-class collars are still to be wide-stitched, as they have been for several seasons. Whether it have wide or narrow stitching does not, of course, affect the service that a collar gives, but the difference between the upper class and the popular-priced article, whether it be a collar, a shirt, a cravat, or anything else, always lies in the details of finish. The wide-stitched collar has rather more character than the narrow-stitched, and wide stitching certainly looks better on a wing or a fold, although it is not especially to be recommended on a poke, lap-front or straight stander. There it appears crooked when the collar bends.—Haberdasher.

The evolution of the narrow belt of a few years back to the wide affair of to-day gives food for thought. For the winter and fall seasons it is reported that belts up to six inches will be extremely popular, with, of course, the various novelties and their eccentricities. Some trouble has been found in keeping the stock of buckles, especially in the cheaper grades, free from tarnish, but as long as the gilt fad endures there seems to be no remedy for it. The tendency of the belt to-day is to lengthen the waist and produce the long-waisted effect desired by the fashions of the time. Crush belts in their plainest forms will sell well this fall.

A woman likes to jolly her husband by telling him he is working too hard.



For thirty years the "Palmer Garment" has been a success; the styles got trade, the quality held it.

The same is true of it to-day; dealers who buy it get what they want, and what their customers want.

If you know the best and want it, let us hear from you.

Percival B. Palmer & Co.

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

The "Quality First" Line

Chicago



Changes in Store for Fall and Winter.

The past month, with the weeks which constitute August, is the season for buyers to pay their semi-annual visit to clothing markets. This usually includes a trip to New York. Some buyers do not consider this a necessity, and they accordingly select the market which is most convenient for them to purchase the garments needed to complete their fall and winter stocks. To many, however, a visit to the metropolis is considered a necessity, not alone that they can call upon the trade more easily, but a part of their time is spent in visiting retail stores and in meeting men in their own lines of business from all sections of the country. Thus they gather information which is later used to instill new life into their own establishments. This feature alone is well worth the journey and the time expended and so it is considered by those who desire their business conducted on live principles.

The house trade so far this season has been up to the average, although many buyers are holding off their visits until certain conditions which are agitating some of the markets at present are settled. Those who have already paid their visits received assurances that all goods purchased would be delivered promptly and would be made with the same care and attention to details as heretofore. Under these assurances the visitors did not hesitate to purchase as liberally as in previous seasons. Each day brings more merchants to the market and by the time the season is over it will be found that as many buyers have visited the home salesrooms of the manufacturing clothiers and that the volume of business for the season will average with any of the past few years.

Reports from all sections of the country state that retail business has been very good, caused by the hot weather which prevailed during July. The lively demand for all kinds of light weight garments exhausted stocks and retail merchants sent rush orders for duplicates to the manufacturers of clothing. These orders have been filled as rapidly as possible. It is said that there will be very little light weight clothing carried over for next season by the retail trade.

Manufacturers of clothing are busily engaged at the present time in making the stock necessary for early fall deliveries and in some of the markets the factories are already beginning to work overtime in order to produce the goods needed for early shipments. The garments which are now on order demonstrate the belief of retail merchants that brown and gray will be the popular shades for suitings for the coming season. The brown will doubtless be the leader and all shades and tones are included in the garments selected. There are many suits of solid color, but the range is carried out to a mixture that contains only a faint stripe or plaid of brownish tint. Many orders call for plain black or blue chevrons and serges in both single and double-breasted effects. Fancy worsteds and cassimeres also have a considerable demand.

There is little change in top coat styles from those worn last fall. The medium length coat is favored and covert is the popular fabric, although Oxfords are used to some extent. This coat is made with broad shoulders and fits loosely about the body. It is the most convenient coat ever devised for wear during the cool evenings of late summer and early fall. There are several attractive styles of light weight overcoats this season; probably the most popular one will be the "Chesterfield" of moderate length for wear over the frock or evening suit. This coat is made of Oxford, vicuna or other soft materials, and is silk faced to the edge.

For cold weather there is a great variety of styles. The most popular will be the long loose coat, with or without belted back. The former will, however, be worn to the greater extent. It is made of a large variety of materials in both striped and plaid effects. In many the brownish tint is a noticeable feature. It hangs loosely about the body from moderately broad shoulders. Surtouts and Paletots have many admirers and are made chiefly in the more expensive materials. Plain fabrics are the more popular in these styles. The heavy weight Chesterfield, made of kersey, melton or frieze, will no doubt be a large seller, as it is a suitable garment for wear on any occasion.

It is remarkable to note the enormous demand for white and fancy waistcoats from all sections of the country. While vast numbers have been sold for summer wear the demand seems to be on the increase for fall and winter. All kinds of suitable materials, both in washable and non-washable fabrics of both foreign and domestic make, are used. The single-breasted style is leading in popularity, but double-breasted effects are worn very extensively.

The specialty clothing houses are busy with their lines of novelty creations in house coats and smoking jackets for the holiday lines. A greater range of samples is being shown this year than ever before, and beautiful effects in silk, velvet and countless other rich materials are shown in the sample rooms. These garments have a large range of price, and while some retail at a very reasonable figure others are made of such rich materials that they will represent considerable outlay for the purchaser. The lines are so extensive that they must be seen to be appreciated.

Manufacturers of children's clothing report a very large business for fall and winter, and it is expected that before the season is over the factories will have to be run night and day to supply the garments needed to fill orders. Sailor, Russian and Norfolk seem to be the more popular styles selected by the retail merchants.—Clothier and Furnisher.

Her Retort.

"My ancestors came over in the Mayflower," said the young woman who boasts.

"Yes," answered Mrs. Packinham, of Chicago, "I understand that travel was very cheap on that boat."



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NEW OVERALL
\$4.50
DOUBLE & TWIST INDIGO,
BLUE DENIM
SWING POCKETS, FELLED SEAMS
FULL SIZE
WRITE FOR SAMPLE.



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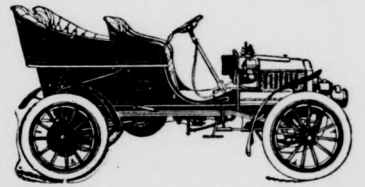
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about the most delightful places in this country to spend the summer?

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

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

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

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Grand Rapids, Michigan

Status of the Underwear and Hosiery Market.

All divisions of the wholesale market have been rather quiet up to this time. But with buyers visiting the markets the situation in underwear and hosiery is becoming more interesting. Many buyers, however, are still holding off until the last minute in expectation of a change in prices that will be in their favor. But in the best of seasons furnishers no longer buy the quantities they did formerly. With such merchandise as comes under the head of knit goods they seem to believe that a hand-to-mouth policy is the best and safest for them.

Most of the retailers have been busy closing out their summer stocks right up to the present time. It will be remembered that the absence of spring weather left them with considerable stock on hand in June, very little of which had been moved. They did not begin to duplicate until July, and then took only small quantities. The absence of jobs in the wholesale market made buying rather uninteresting, and the stocks now offered in clearance sales are for the most part what were bought to sell this season. The summer has been a normal one on underwear, and retail stocks have been kept down to such small volume that merchants will experience little or no trouble to clean out what they have on hand. The season will therefore close with no surplus lightweight stocks, either in the hands of wholesalers or retailers, and thus brighten the prospects for new spring business, which importers and manufacturers are now prepared for with new lines open for inspection.

Spring lines of underwear for 1905, in grades handled by furnishers, have opened on a parity with the closing prices of last spring, excepting on the cheaper lines, which are a trifle lower. They are cheaper, not because of any change in the cotton situation but because of the keen competition among sellers and the anxiety to get all the orders possible booked early. With the bulk of the season's orders early in hand the mills are in a safer position to operate in the cotton and yarn markets for supplies for future needs.

The underwear departments of the dry goods stores will not close with such light stocks as the furnishers, as they are larger buyers in bulk and have to contract considerably in advance of the season for their supplies. Hence they have more stock to dispose of at present and will take a loss on this in preference to carrying it over, notwithstanding that they own their present stocks at prices lower than they could get orders for next spring accepted for.

The continuous demand for leather tan shades in hosiery for immediate use is probably more noticeable than it would be if there was plenty of stock to draw from. But the fact that there are very small quantities of tans to be had makes the market seem to be very active on these colors. Blues, both navy and royal,

are likewise in good request, as are black half-hose. These goods are wanted most in plain colors, neat clockings and neatly embroidered insteps. Tans are going to be good property next spring, and the market will be more plentifully supplied, as sellers have prepared for a big season.

For the past month retailers have been offering half-hose at prices which would seem to indicate that hosiery is very cheap. But the styles offered consist of slow-selling and past season colors and patterns, which, when fashionable, brought 50 and 75 cents the pair, though they have been sold to close out at 25 cents a pair. Style for which there is a seasonable call bring full prices.

Cashmere half-hose will doubtless awaken more than the usual amount of interest this fall. It will not be the fault of the goods if this is not so. This season's styles are thin in texture and almost as light as cotton hose, and are so much improved in manufacture and style that the buyer can ill afford to ignore them if he has any trade at all that prefers wool hose for winter wear. The colorings and patterns are in good taste, and, in the grades to retail at 75 cents, are fully as dressy as could be desired by conservative or fastidious men.

Three-quarter length hose is the latest in hosiery lines and is meeting with the approval of the exclusive retail buyers. It is designed for wear with the knee drawers.—Apparel Gazette.

Hats for Fall and Winter.

In hat lines there is a marked tendency toward the narrow brim. The crowns on some of the best selling styles are quite high, yet this is not such an important consideration nowadays as the brim. While rough braid straws are selling well, the present reorder demand can not be compared to the call for these straws which merely suggest a little roughness.

Panamas are a drug on the market in many sections, although city haberdashers are doing well with them. Better straws in sailor shapes are selling better than ever before. It is a pity that the Panama hat has gone into disrepute to the extent that it has, but the trade can only blame itself. The market was flooded with the cheapest sort of imitations so quickly that men who could afford to wear a really good Panama did not care to. Had a little more discretion been used, the sale of medium and high-grade goods would have continued, and the style would shortly have been placed upon a plane where it would not easily have been disturbed. There is very little demand to-day for any but the cheap grades of so-called Panama, but there is considerable talk about a revival of interest in the finer lines.

Owing to a scarcity of kangaroo skins the market for kangaroo leather is showing an advancing tendency, notwithstanding that the demand has been below the average for several months,

"We Say"

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

Men's and Boys' Clothing

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THEY FIT

Gladiator Pantaloons



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The Largest Establishment in the State

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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
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Mail orders promptly shipped.

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Citizens' 1957

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

If you are not a
good judge of
"fine clothing"
better buy your
overcoat of
Tom

HANDLING DELINQUENTS.**Methods Pursued by a Successful Michigan Merchant.***

What I may be able to say on the subject of Collections will be based wholly upon my own observation, and from a retailer's point of view.

I am not sure that any set rule or system can be applied to the collection of accounts; but, rather, the conditions, surroundings and necessities of each case must be studied and dealt with as developments may require.

As we all know, the laws of our State do not afford us much protection in cases where the debtor is inclined to evade payment.

In many cases the retail dealer must extend credit to customers from whom it is well-nigh impossible to collect. One of these is the "good fellow," who buys freely without a thought of pay day and is always a good fellow with the selling end of the business, but despises the bad man who does the collecting.

Another is the careless, indifferent fellow, who always promises well but does not fulfill.

Then there is the fellow who intends well, but can never make his affairs come just right to meet his obligations.

Still another is the fellow who buys with no intention of paying if he can avoid it.

As a contrast to these, we have the honest man to deal with, from whom collection is usually a pleasure.

In addition to the difficulties met with in making collections from the above mentioned customers, we are often confronted with the misfortunes which are strewn along the pathway of life, making, apparently, valid excuses for long extensions of credit or even for non-payment.

All these conditions must be met and dealt with in their various phases in a manner that will still retain the confidence and good will of the debtor; for along this line would seem to be the only avenue to a successful accomplishment of the end in view, namely, the collection of the account.

In my opinion, good collecting must begin with good selling, or, rather with good judgment in the opening of accounts. To do this successfully, it is a good policy for the collector to have control of this branch of the business, and, when application is made for credit, he should familiarize himself, so far as possible, with the circumstances and general reputation of the prospective debtor, where he has traded heretofore, and, in fact, all the information about him that can be obtained.

In this connection we have a blank which we have filled out stating the name, residence, real estate and personal property, if any, where employed and for how long a time, former employer, age, married or single, salary and time of pay.

We have found this a great help in determining the advisability of extending credit. This method gives an opportunity for quite a talk with

*Paper read by J. H. Murray, of Cadillac, at ninth annual convention Michigan Hardware Dealers' Association.

him and a chance to draw out many facts which otherwise might never become known. If, after this, we decide to give the credit, he signs the statement, which we place on file in our office.

One great advantage with this is that at the very outset the customer is given to understand that you are careful in extending credit, that it is purely a business transaction and that you are accommodating him simply because he has given you a good impression of himself.

Above all, he always remembers that he has signed something, which often conveys an idea that it might be something binding.

Another great aid to collections is the use of a good contract note. There are many kinds of goods in the hardware business upon which this may be successfully used, and, when they are used with part payment down, nearly always make good security for the remaining balance. If no payment is made at time of purchase, even then they are much more easily collected than a book account.

When a man approaches you with a request for credit, ascertain how much he desires and about when he expects to be able to pay the account. When the time agreed upon has expired, the real work of collection begins.

At this time we are confronting what we may term three divisions of our accounts—prompt payers, slow payers and worthless accounts—for I believe no one can do a credit business without sometimes making the mistake of passing out goods for which it will be very hard to secure payment.

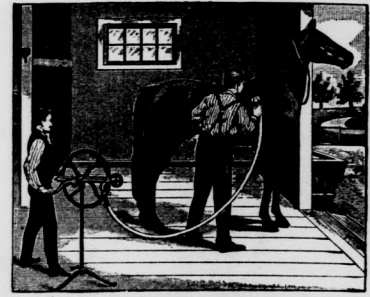
In all cases where there are accounts, whether good, slow or worthless, I think that a great measure of success in their collection must depend on our promptness. A statement should be sent out the first or last of each month, whether the account is due or not. It should be worded in such a manner that no offense can be taken by the recipient if the account is not due; and, if the account is due, the customer's attention should be called to the fact that he must settle in order to make his own agreement good.

After this statement has been sent to a slow payer and no response has been received, a second or third should be sent, together with a polite note, each being more urgent than the former. Copies of the letters should be kept for reference. A printed form of letter may be used. These are easily filled out and, I think, answer the purpose very well, saving a large amount of time and labor.

When these fail good results are often obtained by a personal visit. Much more may be accomplished if the debtor is approached in a spirit of friendship. Right here, the good collector must call to his aid all the sagacity and cunning at his command; for he may be confronted with all the excuses which a possible expert in the art of evading payment can produce.

There may be harrowing tales of misfortune and dire distress calcu-

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.

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

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IF A BALTIMORE FIRE

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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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.

lated to move the hardest heart; or there may be a heaping of abuse upon your own head and a volume of terrible charges against your firm which, no matter how unjust, can not fail to destroy some of your complacency. Here, as I said in the beginning, no set rules can be used—the collector must be governed by the conditions surrounding the case and use his best judgment in dealing with them. The only two rules which I know to be of any avail are to be persistent and retain your good nature. For, if a collector becomes angry, the debtor has him at a disadvantage; but, if he remains unruffled, oftentimes he may turn the tide and go away with some kind of satisfaction. Failure at this point, however, usually develops what will later be considered worthless accounts. It is, therefore, important that every effort be made to obtain a settlement in which your customer shall still have a feeling of good will toward yourself and the firm.

It is highly important to retain the good will of the debtor, even although a settlement can not be made, for possibly the collector will have to approach him again and again on the same errand and for the same account; or it may be that some other member of the firm or some one in the firm's employ can succeed where you have failed.

If all efforts fail at this time and the account has to be put into the profit and loss column, it should by no means be lost sight of. A record of such accounts should be kept and

an effort made to collect them whenever a favorable opportunity occurs to call the debtor's attention to them.

If nothing better can be done, perhaps you can obtain a note for the amount, and, later, trade it or turn it into cash.

At this point I am reminded of an account which an acquaintance of mine once had. It had been running for years, and all his efforts, coupled with those of an attorney, proved futile. Finally he decided to make one more effort, and conceived the idea of calling on the debtor at regular intervals during the day and politely requesting payment of the bill. On the morning of the day set for the supreme effort, my friend went to the office of the delinquent debtor and asked for an adjustment of the account. He was told that payment at that time was impossible; to call again. At the end of thirty minutes he made his second appearance, somewhat to the surprise of the man who owed the bill, but again without avail. Nothing daunted, he persisted in his half hourly calls throughout the day, always courteous, in spite of the abusive language he was sometimes met with. Not wishing to forego any of his calls during the noon and supper hours he used the telephone. Finally, late in the evening, the man was persuaded to a reluctant settlement of the account and my friend went on his way rejoicing.

In many cases such a method as this would undoubtedly prove an ut-

ter failure, but it serves to show that diplomacy, good nature and promptness will do much for the successful collector.

In conclusion, I would suggest that one idea be borne in mind—collect, as far as possible, without recourse to legal action, never allowing your customer to think that you have lost confidence in him.

His Women Folks Took His Clothes.

The present tendency in feminine fashions to imitate masculine garb leads frequently to disastrous consequences, as in the case of a well-known lawyer here in Portland.

He is a senior member of the firm, and somewhat addicted to slumbering away the morning hours, so his partner was not much surprised one morning some time since when he did not appear at the usual time. But when 11 o'clock came he thought it would be well to call up his number and see what was the matter, and received this doleful reply: "Am in bed. Will explain when I see you."

It seems that his wife, who is a devotee of golf, had left early for the links, appropriating his hat and his new shoes. His eldest daughter, noticing the threatening sky, had been delighted to wear his raincoat, and his other daughter had substituted his tie and negligee shirt for her own, as it was gymnasium day at school.

He is reported to have said that the rest of his apparel, although less presentable would have been parading the streets also if there had been another girl in the family, so he con-

soles himself with the fact that there wasn't and gets up with the early bird nowadays.—Portland Oregonian

Adjustable Puff Comb.

Every woman in these times of elaborate coiffures wishes to keep her hair dressed if not in the height of the fashion at least in the prevailing mode. Since the introduction of the pompadour with its various modifications it has been a problem for women to arrange the hair so that it would stay without the use of the unsanitary and heavy rats. A comb lately introduced seems to meet all requirements for a sanitary article and still retain the comfort of the natural pompadour. It is extremely flexible, and can be worn on either side with equal ease. The French dip which is so popular just at present can be readily obtained by the use of this comb. Every woman who pretends to be well-groomed understands its advantages.

Wrong Remedy.

"Is it true," asked the caller, "that your husband ordered Dr. Smoother out of the house?"

"Yes. Poor Jack had been carrying the baby all night and every night for a week, and was run down to a thread. I called the doctor, and he told Jack that he must take exercise."

Some men's idea of a good time is nothing to do and all the rest of their lives to do it in.

Words are the windows of the soul.



Protection

Is assured to the merchant who has an up-to-date

National Cash Register

IT PROTECTS

His profits, guards his cash, measures his sales, gives a check on the ability of each clerk, and stops losses through carelessness, dishonesty or inefficiency.

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TEAR OUT THIS COUPON AND SEND TO US TODAY.

N. C. R. Co., Dayton, O. I own a _____ Name. _____
 store. Please explain what kind of a register is _____
 best suited for my business. _____ Address. _____
 This does not obligate me to buy. _____ No. of Clerks. _____
 MICHIGAN TRADESMAN.



Shoddy Shoes Answerable for Poor Carriage.

Written for the Tradesman.

Care of the shoes? What care or thought does the average girl give her feet coverings? She devotes little attention to them in the selecting and there seems to her no special reason to bestow thought on them after she has them in her possession. The ordinary girl seems to have no intuition in regard to the care of her shoes and certainly she acquires none.

Did you ever stand on a street corner during a congested condition of the sidewalks—circus day or Memorial Day, for instance, they being the days of the year that seem to draw the greatest street crowds—I say, did you ever stand and watch the way that young women walk? You won't find one in a hundred walking faultlessly.

Said a lady the other day:

"Tis a pity that there isn't a school in every town where girls—and women, too, for that matter—might go and learn to walk correctly. Seldom do we see people walking as they should. They go shuffling along, paying absolutely no attention to their carriage and the manner in which they set their feet down. Of course, even after a girl has reached her growth she may learn to carry herself well, but very often, even with right training and the utmost caution on her part, the shiftless way of walking she acquired in her teens will cling to her through life.

"Notice that girl going along now on the other side of the street. She will never be a graceful pedestrian without good teaching and the most painstaking effort. That slipshod, shambling walk has grown on her until it has become second nature. She needs a thorough course of instruction in proper walking, to be supplemented by most patient personal endeavor."

It is my opinion that much—nay, most—of this ungraceful bearing comes from a wrong selection of shoes, in the first place, and after they are purchased they are allowed rapidly to deteriorate.

So many young girls who are allowed—or do—their own purchasing lack judgment. They start out with no definite idea of what they want or need in the way of footwear.

"I never know what I want when I go to get a new pair of shoes—I never know what to buy. The clerk brings out 'any old thing' in leather and if he says that is what I ought to have I take it, regardless of the kind of shoe I should get," remarked a pretty young lady to me not long ago.

She is the daughter of poor parents, and some one ought to take that girl in hand and tell her what's what in regard to this all important subject of properly dressing the feet.

In the first place, too much attention is given nowadays to mere

show as regards most wearing apparel, less and less heed being given the substantial qualities which any article of clothing should possess, if it is to be of any practical service in the workaday world.

"It looks pretty, and that is all I ask," says one working girl who rides in the Wealthy avenue car.

She is employed in a wrapper factory, is poor and has need of economical buying to make her wages purchase just the things of the wardrobe that are actual necessities.

I have been in a certain shoe store when she was buying her shoes for the summer. The material used in their construction was of the flimsiest, they being made merely to catch the eye and sell. The girl has need, as I say, to purchase good goods, which are always cheapest in the end, but she either can't or won't see it in that light. Then she wonders why her heels "run over," why her shoes so soon get out of shape and fall to pieces generally. And, instead of learning by her many profitless experiences, she goes on repeating the error.

As I observed, it is that reckless—that ignorant—expenditure that is responsible for much of the homely gait that the feminine sex assume. And inexperienced girls are not the only offenders against good discrimination. Older ones as well seem to exhibit just as poor sense.

I know a young woman who earns a most respectable salary who is always on the lookout for something cheap, cheap, cheap. Everything she gets—clothing, furniture, whatnot—must come under this questionable requirement. If she buys a dress she is happy that "it is going to cost me scarcely anything." If the article is a coat it must come in the same category. Everything she invests in she sets a price for in her own mind and, be the something she looks at only a few cents more, no matter if the quality is much better than the small difference in price, she will none of it! And all the things that this girl gets have "that cheap look." She never seems to realize this fact and is just as happy in their possession as if the quality were right. Perhaps, however, she is just as well off in her unenlightenment.

I like the English and the German way of buying. Appurtenances, to content them, must be "good and substantial," thoroughly fine in quality, even if they don't "show off" so much on the "outside." Their buying is like the work of the good housewife, whose corners and "under the furniture" must be looked after with the minutest caretaking, even if the center of the floor has to go unattended to.

One of the special objects upon which this shabby girl referred to prides herself is her "cheap" shoes. They look well on her feet a couple of weeks, to be sure, but after that they begin to show of what material they are made. The girl then walks lopsided, "run down at the heel." This is true not only as to her shoes but all her belongings have that wretched little "cast-off" air. I call

her and all her ilk "penny wise, pound foolish," and if there were fewer of her stripe we should see more young women with their feet properly shod and walking with a proud, springy step.

I. T.

According to recently compiled figures the total pack of asparagus in California this year is 440,200 cases. This is not quite half an average output. The Eastern output promises to be as large as usual.

For



CHILD'S CORDOVAN

Large Girls Larger Girls Small Girls Smallest Girls

Our Cordovan, ideal or velour calf shoes are particularly desirable for school wear.

Light, soft, strong and stylish, they fit well, and are by far the most durable shoes for hard usage on sale at popular prices.

Write now for a sample, or better still, send for our salesman.

There are many things in our line besides school shoes that are sure to attract buyers to your store.

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

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

This makes us exclusive agents for the famous

Hood Rubbers

in the Saginaw Valley as well as in Western Michigan.

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

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

S-H-O-E-S-A-N-D-R-U-B-B-E-R-S

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

Waldron, Alderton & Melze

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.

S-A-G-I-N-A-W-M-I-C-H-I-G-A-N

THE PEOPLE'S MONEY.

The "Toiling Masses" Really Our Greatest Capitalists.

The folly of Socialism is nowhere more plainly exhibited than in its pretense that the "rich men" have all the money and control all the instruments of production. Some of them doubtless have more than they ought to have and more than is good for them, but time is quite certain to change all that. What the plain people need is not so much more money as more opportunity to safely invest what they have. Collective ownership of transportation and real estate is very well advanced, and the movement toward collective ownership of the instruments of production will become rapid whenever supervision and publicity make investment in industrials as safe as investment in the best railroad securities now is. The "toiling masses" are the greatest money lenders we have. What they need more than anything else is higher rates of interest. Of course, this ownership rests with the thrifty and not with the unthrifty. The contention of Socialism is, in substance, that the prudent, industrious and sober shall share the results of their labor and self-denial with the reckless, lazy and dissolute. Well, it will not be done. What men sow that they shall continue to reap.

The demonstration of these statements requires a book rather than a few paragraphs. Probably such a book has been written. Most things that are true are in print. There are a hundred ways in which the people's money is invested. For example, of 512,191 "industrial establishments" found in 1900 372,692 were "individual," 2,093 were "co-operative," 96,701 were "partnerships," and 40,705 were "incorporated companies." Of these but 185, controlling 2,216 plants, were classed as "industrial combinations." The vast majority of the industrial establishments are owned and operated by men whose wealth and influence constitute no menace to society, but, on the contrary, are only the legitimate rewards of industry and enterprise. Whenever honest management of the industrial combinations is assured, and proper publicity as to their financial condition made certain, the "toiling masses" will own them also. It is only the lazy and shiftless who will get no share.

Collective ownership of land, buildings and transportation is being obtained mainly through savings banks and insurance companies. They are the greatest reservoirs of capital which we have, and with the exception of the sums represented by between sixty and seventy millions of fire insurance stock their total assets are the property of the people. The capital stocks of savings banks and life insurance companies, which belong to "capitalists," are negligible quantities. These assets at the beginning of the present year were substantially as follows:

In savings banks.....	\$2,935,204,845
In life insurance companies	2,226,423,202
Fire and marine insurance	366,722,215

Total loanable funds. \$5,528,350,262

The insurance companies are those doing business in the State of New York. They include most of the solid companies. In addition there are the building and loan associations, whose aggregate loanable capital is very large, and which is all "the people's money."

It is through these instrumentalities that collective ownership is coming about. Every man who carries a policy in a big life insurance company has an undivided interest in its buildings in most large cities of the country. So with policy-holders in all the other large companies. Every depositor in a savings bank in this city has undivided interests, on which he regularly pays taxes, and from which he regularly receives income, in land and buildings in all parts of the city. Insurance policy-holders and savings bank depositors can see no lofty business block going up without reason to suppose that they are part owners thereof. There are, of course, a few capitalists who do not need to borrow for such purposes. The toiling masses are to an enormous extent, through these agencies, owners of the railroads which they constantly abuse, by ownership of their bonds, and in some cases of their stocks. When railroads reduce freight rates, or suffer some costly disaster, the accumulations of some life insurance, policies are certain to be reduced. To a degree which might shock some of us if we knew the facts, the toiling masses have profited by the promotion of the "nefarious trusts." Insurance companies have constantly on hand great sums of money awaiting permanent investment, for which temporary use is desired, that it may be earning what it can. These funds are deposited in "trust companies," which differ from commercial banks in seeking depositors whose balances are not likely to be checked out and which can therefore be safely "tied up" in long loans. When a great combination is "underwritten," some trust company is quite sure to be found in the deal, and some insurance policy-holders are quite likely to participate in the "rake off" which they are denouncing as an "infamy." The insurance companies are stockholders as well as depositors in trust companies and "chains of banks," and policy-holders constantly participate in the profits of whatever villainies they engage in.

The able men who underwrite these trusts do not usually own the money which they risk, and it should be said that they seldom take much risk. They operate with the people's money. If it be said that they also profit enormously as individuals, that is doubtless true. They are very highly paid and soon have money of their own which they can invest in the light of the knowledge which they acquire as custodians of the

people's money. They set their price for their services to the people and get it. Is it too much? Possibly. But what shall we do about it? Shall we turn the rascals out and manage our own accumulations as our Socialist friends insist that we should do? We can if we desire, but the chances are that we should soon have no accumulations to fret about. It is the easiest thing in the world to waste money, as most of us know. A secret ballot would probably disclose that what, after all, we who denounce trusts and banks and rich men generally really desire is that the sharp old reprobates who now manage our money shall continue to do so, even if they do promote trusts with it (of course, taking no risk), run our railroads for all the traffic will bear, grind the face of the poor by lending our money at the highest rate possible, and even get rich themselves in the process. What we want is good savings bank dividends and rapid increase in surrender value of our insurance policies, and we don't much care how they are got. We are humbugs.

More than half of the population of the United States over ten years of age is employed in gainful occupations. The number of the vast army of workers in 1900 aggregated 29,073,233, a little over 50 per cent. of the total. Fifty-eight million busy hands can accomplish a great deal, an assertion made good by the formidable statistics of American production.

Ike the Iceman



Ike the iceman, who hustles the ice, Is not the man to kick on price. If for his money he gets a good thing, His praises of it will surely ring. That is the case with **HARD-PAN** shoes, The cheapest and best of all 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.

Makers of Shoes Grand Rapids, Mich.

We Believe

A business without competition cannot be of long duration, but we have no fear of ultimate results after



Banigan and Woonasquatucket Rubbers

have been compared with others. You'll marvel at the difference and wonder why you did not handle them before. The memory of quality lasts long after the price has been forgotten. If not thoroughly acquainted with the line a trial order will afford entire satisfaction.

The Joseph Banigan Rubber Co.

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BOARD OF PHARMACY.

Its Relation to the Drug Trade of the State.*

I think to-night I fully appreciate the remarks of Henry Ward Beecher when he said, "I have attended many banquets, but eaten at few." I confess that I am somewhat surprised at being one of the speakers here this evening. After my experience at our last annual meeting I made up my mind that speaking at M. S. P. A. banquets would not at any time be participated in by myself.

It seems that our Secretary, Mr. Burke, displaying, perhaps, more kindness than wisdom and no doubt not consulting any one who had heard me speak, invited me to respond to a toast. Naturally, I could not decline such an unusual invitation.

In some way the fact that I was to be one of the banquet speakers was kept a secret until the afternoon of the banquet and when it became known, strange as it may appear, every druggist in attendance had urgent business that called him home on the 7 o'clock train. Naturally, the banquet was postponed and I went home with one of the best undelivered speeches that I ever made in my inside coat pocket. This was simply another confirmation of the statement that I have often made that the average retail druggist is a mighty intelligent fellow. Can you wonder that I am at a loss to know how it was that I came to be invited to speak to-night? But the fact remains I am here, and so are you, and now we will proceed to suffer together.

Some one has said, "Let thy speech be better than silence or be silent," so you will find me silent not only regarding the personality of each member, but many things regarding the work of the Board, especially their failures. In speaking of the Pharmacy Board as a Board, I wish to emphasize the fact that we are no common stock. We are all uppers or selects. "Shingley" speaking, we are all extra stars, and this might also be truly said of all Boards since the pharmacy law became operative. Only one "Cull or Scoot" in the entire lot. Not a bad twenty years' record, reflecting more or less credit upon the governors during that time. We also possess variety—"no green stock, however"—but we have them thin, thick and double thick, long, medium and short, some with more hair and others with no hair, but all are smooth finish, more pronounced after five years' service—a proof of their fitness for five years more. Two are "water soaked," and the rest are all "kiln dried." Politically, we are all a unit—otherwise we might have been a cipher. We are all Bliss appointees, thus you see we are a "Blissful Board." We are all firm believers in the wisdom of the law that gives the governors the power of appointment. The sagacity and discriminating judgment displayed by our present Executive in his selec-

tion of members of this Board have thoroughly convinced us of the effectiveness of the law. Notwithstanding that we are all selects, oil rubbed, and oil right high finish our market price is \$3 just the same, f. o. b. destination.

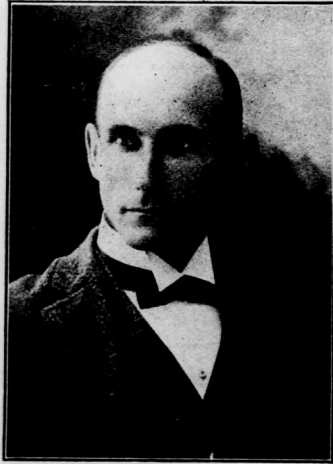
Religiously, this is one of the things that I referred to as not desiring to say much about, but, gentlemen, I can assure you of this much—that there is not a Mohammedan, Buddhist, Christian Scientist or Mormon on the entire Board. However, at times religious sentiment gets a very strong hold of us. Passages of Scripture like this,

"There is a Governor that shapes our ends rough hew them as we may,"

"To the victor belong the spoils,"

"When the sun shines make hay," touch a responsive chord in our political natures.

We are all married—when at home. We are easily distinguished, more easily than greatly, but not so easi-



ly as the farmer was I heard of a short time ago. The story is told that a cattle buyer accosted a small freckled-faced, red-haired, bare-footed, bow-legged farmer boy, who was sitting on the fence, with these words, "Bub, where is your Father?" His answer was, "You will find him down back of the barn feeding the hogs. You can tell him because he has a slouch hat on." We all wear hats.

Now, seriously and briefly, gentlemen, let me explain as to some of our work. During each year we have before us for examination about 400 applicants. Our examination consists of fifty questions in pharmacy and materia medica; twenty-five each in chemistry and identification and ten in written prescription work, a total of 160 written questions. This was the character of the examinations previous to January of this year. At our January meeting, in accordance with the wishes and desires of this Association expressed so emphatically at our last annual meeting, we tried the oral examination and at our March meeting, held in Ann Arbor, through the kindness and courtesy of the officers of the Pharmacy School of the University, who allowed us the free use of their laboratory, we experimented with the practical as well as oral, in addition to the regular examination mentioned above. I

believe it is the unanimous opinion of the Board that the change is a most desirable one from every standpoint. That kind of examination brings out, as nothing else will, the qualification, from a practical standpoint, of each individual.

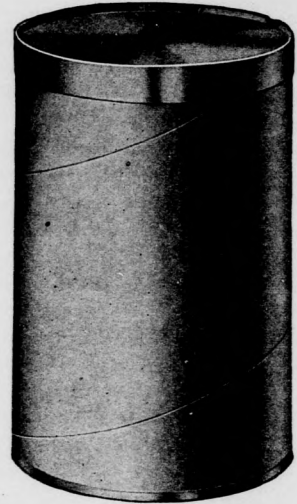
Naturally we have not, as yet, reached perfection, but the success attending this innovation even in its present crude form has been such as to convince the Board that it is wisdom to have a laboratory of our own here in Grand Rapids, and we expect at our November examination to have our own room and appliances in practical operation, prepared to give the examination in a still more perfected form and nearer to the high standard now in operation in some of our sister States, notably Illinois and Wisconsin.

The Board at each examination is obliged to pass upon the correctness of something over 12,000 questions. This in itself would not be such a Herculean task if the applicants could even write moderately well or possessed the elements of an education. I have seen a full page of foolscap paper used and written in the worst kind of a scrawl in answer to some simple question which could have been answered in a dozen words.

In reality more failures are due to lack of the elements of an education than from any other cause. If the so-called cram schools would refuse to admit applicants in the pharmacy course until they could pass at least an eighth grade examination, it would be of great help to the

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Gem Fibre Package Co.

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Makers of

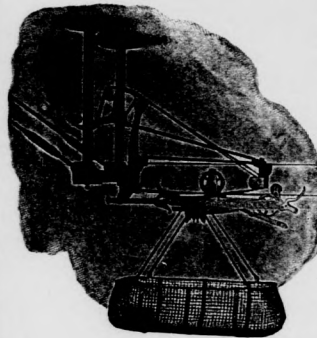
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Butter, Lard, Sausage, Jelly, Jam, Fruit Butters, Dried and Desiccated Fruits, Confectionery, Honey, Tea, Coffee, Spices, Baking Powder and Soda, Druggists' Sundries, Salt, Chemicals and Paint, Tobacco Preserves, Yeast, Pure Foods, Etc.



Cash and Package Carriers

Insure Perfect Store Service



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

Save time and steps.

Check all errors.

Prevent "shop-lifting."

No overmeasure.

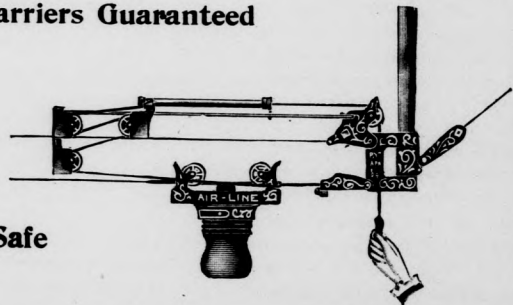
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All Carriers Guaranteed

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

*Response by Arthur H. Webber, of Cadillac, at annual banquet Michigan State Pharmaceutical Association at Lakeside Club, Grand Rapids, Aug. 9, 1904.

Pharmacy Board and of permanent value to the applicants themselves. Unfortunately, it is a financial rather than an educational qualification that enters in the acceptance or rejection of the student.

Ours is not an unreasonable examination. It is not this that causes the percentage of failures of applicants who come before us to be so great, but the candidates themselves are at fault. They come without qualification or preparation, many of them simply to see how we act and what we look like, size us up, as it were, and try to get a general idea of how the thing is done, hoping that this knowledge will help them at some future examination. With many of them the first examination is a sort of preparatory one. They do not come prepared to show how much they know, but we are paid \$3 a day to show them how little they know, and from the letters I have received from some of the would-be pharmacists I am convinced that they are satisfied that we know our business.

As long as pharmacy boards have applicants who tell you that camphor gum is derived from the whale, just so long you will have applicants who will not pass. We fully appreciate the fact that the work of the Pharmacy Board has not been as efficient, effective and thorough as pharmacists generally would like to have it and the significant fact that very few prosecutions are being made would lead one who has not investigated to think that the Board was neglecting its duties and was in a

more or less dead condition. A careful study of the complaints, the reasons why they are made, the difficulties involved in the procuring of evidence and taking into account that the prosecutor is a man who, in many instances, is a friend of the defendant, and for political reasons is more anxious to please him than he is to execute the law, will convince the most skeptical that it is not because the Board is dead or unwilling to carry out the wishes of the pharmacists, but it is simply handicapped by the law itself. We can not depend on the prosecutor and we can not have an attorney of our own. The law will not allow us to employ any individual to help procure the evidence and when you have done all this and have proved a violation, the fine is seldom more than \$10. Under present conditions if you expect to see the pharmacy law properly enforced and its provisions carried out in the way its framers intended, it is your business to see that the Governor appoints not simply a man who is an educated, up-to-date, practical pharmacist, but he must have a head full of legal lore and the wisdom and judgment of a judge. He must also possess the shrewdness, tact and acuteness of a detective. It is imperative, also, that he make a study of criminology and, in addition to all this, he must be an unprogressive, contented, happy-go-lucky sort of an individual, satisfied with \$3 per day and willing to devote his entire time in the service of the State as a law-

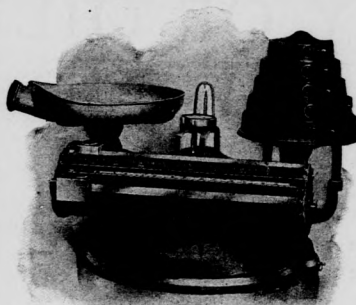
yer, judge, detective and pharmacist for this magnificent salary.

If you, gentlemen, will see that this sort of a pharmacist is appointed your present law is all right and can be operated successfully. I am obliged to confess, however, that the present Board has not the qualifications described and, assuming that it might be a somewhat difficult task to find those who have, I would suggest that before the close of this meeting you agree upon some kind of a law which can be enforced and which will give satisfaction to the law-abiding pharmacists of Michigan. Let us have a pharmacy law that we shall be proud of and one that answers the needs and requirements of the pharmacists of 1904, instead of 1885—a law which will compare favorably with the laws of such States as Illinois, New York and Wisconsin; a law that we will not have to apologize for whenever some features of it are called to our attention.

Why, only the other day, I had two calls from other states for a copy of our poor old pharmacy laws. I sent them, but asked as a personal favor that they would not show them to any human being and, when through, burn them. A condition of this kind ought not to exist in a great State like ours, with nearly 4,000 educated pharmacists doing business and supposedly vitally interested in all that has to do for whatever there is of good in advancing pharmaceutical ideas and legislation.

It is simply a shiftless, lazy indifference which has allowed a condition of this kind to exist so long. The Legislature is not to blame. If we have not more interest in it than to simply introduce a bill, perhaps making one or two visits during the entire legislative session, how in Heaven's name can we expect members of the Legislature to be enthusiastic in our behalf? It is not my purpose to open up this question here to-night, but to-morrow let us talk the matter over and find out if it is the wish of a majority to continue to work under an old fossilized law that is hardly adapted for one of the new states of the Philippines, let alone a State of three million people, with educational institutions second to none and 4,000 educated pharmacists who are not only a credit to the profession but are numbered among the best citizens of our State.

What they need, however, is a double-concentrated, hypodermic injection of enthusiasm, combined with a little spirit of unselfishness and tinctured with a small portion of optimism which will allow them to devote a little of their time in helping some one else besides themselves and look in the future in order to see that—if not now—eventually they will be benefited by sacrificing a little time, money and effort in helping to raise the standard of pharmacy and pharmacy laws to that high degree of excellence already attained by some of our states, and I hope and pray soon to be realized by Michigan, My Michigan.



No. 76 Weightless. Even-Balance

40 per cent. Gain Over Last Year

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

MONEYWEIGHT SCALES

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

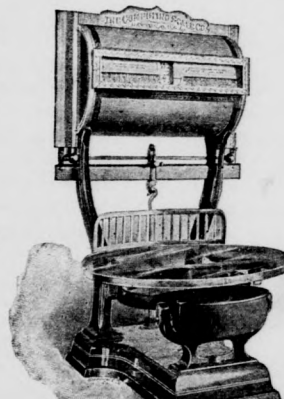
We build scales on all the known principles: Even Balance, Automatic Spring, Beam and Pendulum, all of which will

Save Your Legitimate Profits

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

Manufactured by
Computing Scale Co.
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Moneyweight Scale Co.
47 State St., Chicago
Distributors



No. 63 Boston. Automatic Spring

CATALOGUE COMPETITION.

Some of Its Effects on the Hardware Trade.*

Last summer when I had the pleasure of meeting you, the great subject of interest was the post parcels question. To-day the darkest cloud on the horizon of the retailer, and I may say the jobber as well, is the catalogue house question. During the last fifteen years there has come up a class of men who have acted on the idea that the way for them to do business was to advertise through catalogues, scattered broadcast over the country, the goods they had for sale. And to attract the buyers' attention they used some of the best known brands of goods as baits and offered them at a price so near cost that the retail trade would not meet the price. In this way they sought to create doubt in the minds of the buying public and arouse suspicion that their home merchants were charging too much profit. These people freely admit that on equal terms they could not hope for trade as against the local merchant, but that they must rely on being able to undersell the retailer or at least create the impression that they are doing so. During the early years of their existence they bought of the jobbers, but lately they are going to the manufacturers for their supplies, and their avowed intention is ultimately to own their own factories or control the output of such factories as sell their goods, as in some cases they have already done. The evil effect of this way of doing business is forcing the subject on the attention of both jobber and retailer and a solution of the question is being sought for.

The fact that goods are quoted in the catalogues in a good many instances as low to the consumer as they are to the retail trade, and in some cases lower, would indicate that some retailers, and that is what catalogue houses are, are being favored to the injury of the balance. That manufacturers or jobbers should engage in this random way of selling goods has always been a surprise to me. Especially when the low prices are given to people whose purchases will not exceed 20 per cent. of the manufacturer's output, and who come in direct competition with the manufacturer's customers who buy the 80 per cent., or balance of the manufacturer's product.

If the manufacturer were selling to a trade that was opening up new territory, if he were sending his goods to consumers who had heretofore never used them, there would be some justification for his course. But he is supplying goods for additional competition in territory that is already covered—encouraging a competition that is bound to react on the manufacturer disastrously.

The things we did yesterday have an influence on the acts we commit to-day, and the work of to-morrow will be more or less influenced by what we do to-day. The manufacturer who sells to catalogue house

and jobber at the same price is doing an unfair thing, and discriminating against the jobber. He may say, as some do, that a catalogue house buys more than any one jobber, and further justify himself by saying that the catalogue house is better pay than 75 per cent. of the jobbers are, but he should remember that the jobber sells to the retail trade who handle much the largest per cent. of his output; that the jobbers are over two hundred in number while the catalogue houses are less than a score.

There is an injustice to the largest per cent. of a manufacturer's trade when he takes the position that he will continue to supply the catalogue houses at the same prices that he asks the jobber to pay, or when he says that the quantity shall regulate the price regardless of the other conditions, and will give the catalogue house, that is but a large retail store, the same price that he gives the jobber who must rely on the retail trade to help him dispose of the goods he has bought of the manufacturer. It is absurd, on the part of the manufacturer, who says that he will sell to all who come at such prices as he pleases, when he finds the jobber and retailer declining to further buy his goods to cry "boycott" and seek to get sympathy from the public. The manufacturer who treats the subject of catalogue house competition as a matter of small moment and who is inclined to be amused at what the jobbers and retailers say, and contemptuously puts aside any consideration of their wishes, may wake up some day to the fact that there is more in the proposition than he had any idea of, and that it virtually affects him, as well as the jobber and retailer. There is a responsibility in this matter that he cannot escape. Especially, when he remembers that at least 80 per cent. of his goods must be sold through the legitimate channels of trade—the jobber and retailer. It becomes a rather serious question to the manufacturer how to dispose of the 80 per cent. of his goods, if he disposes of the 20 per cent. at prices that make it unprofitable for the jobber to buy of him.

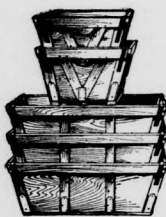
There is an equity in business that cannot be disregarded. There is a fair dealing that all men demand. And the man who ignores these conditions, and refuses to be bound by them loses public confidence and ultimately digs his own business grave.

Competition is good, and is the life of trade, but a competition that is based on favoritism—the giving of special prices to one competitor to the detriment of the others—means ruin and disaster and is unfair in every way.

During the decade of Association work there has been some advance. At first, association work was looked upon as antagonistic to the jobbers, but a closer inspection showed that their interests were identical. Last year in May, we—a committee from the National Retail Association—met by invitation a similar committee from the Jobbers' Association, to discuss some phases of business competition. Last fall at our suggestion,

Built Like a Battleship

STRONG AND STAUNCH
Always Neat And Hold Their Shape



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

Wilcox Brothers, Cadillac, Mich.

This is the Season to Buy Flower Pots



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

THE IONIA POTTERY CO., Ionia, Michigan

QUALITY OF OIL

Store your kerosene oil in a common tank or keep it in a porous wooden barrel and the gas which is the illuminating part of the oil, in fact, its very life, passes off and the oil becomes lifeless. It clogs and chars the wick, which smokes and emits a most disagreeable odor. Your customers complain or go to some other merchant. It isn't the fault of the oil—it's your fault. Store your oil in a

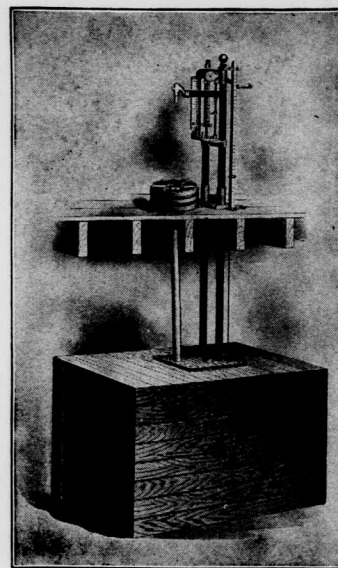
BOWSER
SELF MEASURING
OIL TANK

and keep your trade by keeping up the quality of your oil.

BOWSER TANKS
ARE
TIGHT TANKS

Besides this it will in less than one year repay its cost thro' its saving in oil, time and labor. Isn't it worth a cent to investigate the truth of this.

ASK FOR CATALOG " " — IT GIVES FULL PARTICULARS



Cellar Outfit

S. F. Bowser & Co. Fort Wayne, Ind.

*Paper read by W. P. Bogardus, President National Retail Hardware Dealers' Association, at Ninth Annual Convention Michigan Hardware Dealers' Association.

representatives were permitted to present their views from the retailers' standpoint to the manufacturers and jobbers at their convention at Atlantic City. This year in May, representatives of the National Retail Hardware Association were invited to address the jobbers and manufacturers at Atlanta. Later on they were invited to meet the jobbers in committee at St. Louis, and a permanent committee with members from the jobbers' associations and the National Retail Association was formed to consider the question of catalogue house competition. What will be the results of their study remains to be seen.

Now comes the practical question for you and me to consider. How can we help on the work? I know of no better way than to join our State associations, so that we can stand united against the evils with which we are confronted, and have to deal.

As individuals, we are helpless. United, we have a strength that we little comprehend, which if used wisely will be for our mutual good.

To-day little Japan is fighting against great odds that she might have room in which to grow, and a "fair competition." An armed commission of Englishmen is marching into heretofore inaccessible Thibet to make a commercial treaty that will open up the trade of that hermit nation to the world.

Shall not we, as retail hardwaremen, stand united and present a solid front, so that some method may be devised to mitigate some of the evils under which we labor? Gentlemen, it is up to us to take some action that cannot be taken unless we stand shoulder to shoulder. A fair competition, and no favors, and a reasonable chance to live by our business is what we want and is what we will fight for.

Folly of Imitating the Structures of Antiquity.

There is a story from New York to the effect that a syndicate of wealthy men purposes erecting at Manhattan Beach a reproduction of the Roman Coliseum. If the plans are fully carried out the famous amphitheater will be restored with fidelity to the minutest details, so far as historical research is able to establish the latter; that is to say, the circular racetrack will be reproduced and there will be a grandstand and seats for the accommodation of 50,000 sightseers. It is not intimated, however, that the plan of construction will follow that of the ancient Romans. On the contrary, there is every reason to believe, as the building is to be erected for money-making purposes, that all the modern devices for saving in building will be resorted to and that the Manhattan Beach Coliseum will be merely a vast shell which will suggest its prototype without conveying a truthful idea of the massive Roman structure which, in its ruined condition, eloquently testifies that the men who reared it were great workers in the materials at their command.

It is doubtful whether the attempts to reproduce ancient buildings serve any good end. The money expended might be devoted to some other purpose with better effect. A Coliseum planted on an ocean beach and surrounded by flimsy structures in the nature of things will prove an incongruous object, neither pleasing nor instructive. The Coliseum in Rome, when first erected, must have been an unattractive structure. Later, when the palaces of the Caesars were reared in its neighborhood, its aggressive appearance of massiveness was in a measure toned down, but it never lost its air of mere bigness and it would not have satisfied the aspirations of a more artistic people, like the Greeks, who took care to limit the size of their buildings when architectural effect was aimed at and reserved their experiments in the line of vastness for open-air affairs like the Stadium, which is now being restored to use through the munificence of a merchant who has supplied the funds necessary to provide fresh marble to replace that of which it was stripped by decadent and barbarian peoples.

There would be very little hope for the advancement of architecture in the United States if the promotion of the taste for it depends upon wealthy syndicates bent upon building show places designed to be copies of the great structures of antiquity. If the Manhattan Beach scheme is carried out a great sum of money will be spent which may produce profitable returns for the owners, but that is the only real purpose it will subserve. We shall have to trust to others for the elevation of architectural art. The men who are called upon to build our vast railway stations and our Government buildings will have to work out the problem. It will never be solved by those catering for an amusement-loving public which is too easily satisfied with mere imitation and is ready to accept meretriciousness if it is told that it is based on a good original.

Voluntary Testimonials.

Valley City Milling Co., Grand Rapids: "Being millers, of course we are used to dealing in futures and we believe that the past career of the Tradesman amply justifies us in making an investment of \$5 for five years' advance subscription."

Frank D. Brayton, Manager Freeport Creamery Co., Freeport: "Have only words of praise for your paper and its able management."

Gooding & Co., produce and implement dealers, Gooding: "Please find enclosed \$1 for the Tradesman for another year. I think, Brother Stowe, you ought to make it \$2 per year, cash in advance. It is worth it. Nearly every week you have reading that is worth \$1. My son, who is attending college in your city, comes home every three weeks. The first thing he asks for is the Tradesman. My daughter, 14 years old, looks for it, especially the Dorothy Dix articles. I read your paper Sundays if I do not get time before."

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.

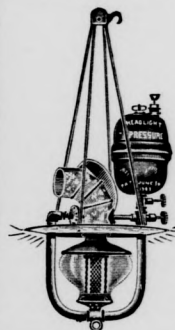
HIRTH, KRAUSE & CO.,
16 AND 18 SOUTH IONIA STREET,
GRAND RAPIDS, MICH.

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

Light 15c a Month

One quart gasoline burns 18 hours in our

BRILLIANT
Gasoline Gas Lamps



giving 100 candle power gas light. If you have not used or seen them write for our M. T. catalogue. It tells all about them and our other lamps and systems. Over 125,000 Brilliants sold during the last six years. Every lamp guaranteed.



Brilliant Gas Lamp Co., 42 State St., Chicago, Ill.

Notice

The strike has not yet reached our meat department. We are still selling our famous

Roast Pig

one hundred in box, at the same old price.

Putnam Factory National Candy Co.
Grand Rapids, Mich.

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

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

Sold only in bottles bearing our address



Foote & Jenks
JACKSON, MICH.





The Seven Ambitions of the Average Woman.

Written for the Tradesman.

A woman's longing for a career is either a manifestation of abnormal vanity, pinching poverty or domestic misery. The natural woman cares little for fame or philanthropy and when she starts out on a still hunt for the laurel wreath or undertakes to reform the sins of the world, you may depend upon it that there is a pebble in her shoe somewhere and that she is trying to distract her thoughts from her sufferings by outside diversions.

Generally speaking, therefore, the interests of a girl who has a good home and a good father able and willing to give her frills and frivols concern themselves with matters of the affection. She wants to be loved. She expects to make love her career in life and she starts out with these seven ambitions:

First—To be loved madly and romantically.

Second—To be the only one.

Third—To be loved.

Fourth—To marry her ideal.

Fifth—To get married.

Sixth—To be a perfect wife.

Seventh—To get along in reasonable peace.

It is rather a sliding scale, but most things in life are.

When a girl first begins to think of love her standards are those of the novel and the stage and she wants to be wooed in sizzling language by a lover who will clutch her to his manly breast in a way that will loosen her back hair. This is a time when good little girls who do not mean any harm in the world answer advertisements in the papers and have clandestine appointments with men their parents never heard of, and then they write letters that their fathers have to pay out good money to get back sometimes. They are simply hypnotized, drugged, doped with romance and, like Lydia Languish, are ready to marry anybody who will clope with them.

While this frenzy lasts, a girl will pass by a worthy, honest-hearted young fellow, who really loves her and would pay her bills for her the remainder of her life without complaining, but who halts and stumbles and threatens to choke on his Adam's apple in his love making, for any kind of a picturesque wretch with a glib tongue. This is the time when she thinks love is enough, and that it would be simply sweet to starve with a man who passionately adored her, but wouldn't work for her, or to live in a garret with an unappreciated genius and be his inspiration. Nothing short of a man threatening to commit suicide if she will not return his affection goes with her, and it fills her with bitter scorn to observe that after she has refused a suitor he goes on eating three meals a day and apparently enjoying good health.

Fortunately, most girls have sensible mothers who see them safely through this crisis of their existence, and they live to marry some man who is short on poetic language but long on faithful affection and who pops the question across beefsteak and onions at a restaurant by saying: "Say, Sallie, I will furnish the grub for life if you will come and sit opposite me. What do you say? Is it a bargain?"

By the end of her first season the girl has generally abandoned her first ambition to be madly, poetically and romantically loved. She has begun to get a little acquainted with the world as it really exists and she has found out that romance is a blanket that covers a multitude of vulgarities. It does not strike her as romantic any more to meet a drummer in the park or get letters that are addressed to a false name. It seems downright common and indecent and servant-girlish. She has also ascertained that whatever other charms and fascinations the average man has, making picturesque love is not one of his accomplishments. No Englishman or American can do it. They are not built that way. They can be earnest enough and forceful enough, but they can not get down on their knees without feeling idiotic and looking the part.

In consequence of all these drawbacks the girl revises her ambitions. She does not care so much for the mere words of love, but she yearns to be the Only One. She wants to feel that up to the time a man met her his heart was an impregnable fortress that women had stormed in vain, or that he had gone through life hopelessly seeking an ideal creature until by chance he discovered her. She is not heartless or unkind or unsympathetic, but it affords her exquisite rapture to believe that should she say "No" his life henceforth would be dust and ashes and that he would never love again.

This curious vanity of women in wanting to think that they are the only ones who could inspire affection in a man is so well recognized that men generally head off the inevitable question: "Did you ever love before?" by starting out with the mendacious assertion that the girl they are courting is the first one. My dear child, don't believe it if the man is over 18, and it does not make any difference anyway. Love is not like a garment. It is not made over to fit each individual. It is always new and fresh. The quality that attracted a man in his first love and the quality that holds him in his last may be entirely different, for love is progressive and the calf love of the boy is no more to be compared to the deep passion of the man of 40 than water is to wine.

Only debutantes, it may be said, believe a man when he tells them he never loved before, and by the time a girl reaches her second or third season, she is not so particular about being the first. She has found out that love is not so common or so easy to get that one can be too fastidious about it and so her ambition becomes a chastened one. She only wants to win some faithful heart, to

be loved truly and honestly and loyally. She is willing to cut out the romance and the passionate wooing and even to accept a lodging in the much-occupied heart of a three-times widower, if she only can be assured that the affection she is getting is genuine.

She still clings to one ideal tenaciously, however, and that is that she will not marry until she finds her ideal. She does not know exactly what that is, but it is something between a demigod and a Count of Monte Cristo. He must be big and strong and able to command events. He must be so stern that others tremble at his frown, yet she must be able to bend him to her slightest wish. He must rule her, yet never let her perceive it. He must be soulful and intense, yet able to make money, only, of course, you must not be able to smell the grocery or the dry goods on the money. He must be a man of the world, yet a model of all the virtues.

She does not find that kind of a man. She could not. He does not exist and although it comes with a wrench, she finally tears the ambition out of her heart to marry her ideal. She begins then to think of matrimony on a common-sense platform and to realize that a plain, practical husband who is willing to stand for her shopping ticket is worth having, even if he has not any yearnings after the whatness of the what and knows more about the price of salt codfish than he does about Browning. Moreover, she begins to find out that she can



Jennings Flavoring Extracts

have become standard and
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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.

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FLAVORING EXTRACT CO.**

Grand Rapids

Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

be exceedingly fond of a fat, freckled-faced, sandy-haired man, who does not come within a million miles of realizing her girlish dreams of the sort of a man she would permit to lead her to the altar. Now and then, it is true, as she lives in times of domestic stress, she will think tenderly of the ideal she did not find, and who would have understood her, but she never really regrets him.

There is one thing remaining—her fixed intention of being a perfect wife. Strange to say, no woman ever doubts her ability to do this until she marries. When a girl looks at a married woman and sees that she has gotten dowdy and slouchy in appearance, that she has lost that ineffable charm that comes from a woman trying to please, that she nags and frets at her husband and shows him all the unlovely angles in her character, and that she has apparently come to look upon the man she is married to as nothing more than a piece of household furniture that it is indispensable to have about, but not valuable enough to take care of—when a girl, I say, sees a married woman in that state of disillusion and disillusioning, she is honestly shocked. She no more believes that she could reach that state than she believes she could become like the ragged beggar woman on the street or the criminal behind the bars.

She sees herself always attractively gowned, welcoming a husband home with a sweet smile and to a dainty dinner, always amiable, serene and competent, managing a home that runs along on greased skids, and it is only after she is tired and worn with wrestling with incompetent servants and teething babies and a husband whose temper is like a train of fireworks that she realizes that she, too, has fallen short of her ideal and failed in her ambition to be a perfect wife.

Her last ambition, and the only one of all she started out with that she ever achieves, is when she finally makes up her mind to accept life and love—as they are and to make the best of them. By this time she has discovered the hollowness of things. She knows romance is nothing but the glamour youth throws over commonplace objects and that, like poor silver plating, it soon wears off; that one's ideals are broken reeds on which to lean and that love has to be bolstered up on bread and butter. By that time, also, a woman learns to quit trying to reform her husband's little ways, and make him take soulful views of things. She takes him as he is, and when the hour arrives when instead of sitting up for him at night with her heart in her mouth, imagining somebody has waylaid him, she can go calmly to sleep, it marks not the end of things, as the sentimental might think, but the beginning of peace and the real enjoyment of life and matrimony.

Dorothy Dix.

An Unnecessary Question.

"She's worth a million."
"Is she beautiful?"
"I said she was worth a million, didn't I?"

Why Women Have Adopted the White Shoe.

When it comes to combining artistic effects with comfort in dress materials, the American girl is a natural-born artist. She has adopted the white shoe this summer, and it is exceedingly becoming to her. Go to the seashore or mountains, and you will find white the predominating color in dress goods. It is cool, simple and tasteful. More white shirt waists are seen than any other, and at afternoon promenades and evening dances white dresses are decidedly popular.

Few black shoes are seen at the resorts. Russets and whites are the favorites. White slippers are more popular with girls and young women this year than for several seasons past. They are worn with white dresses, and, of course, with white stockings.

"Yes," said the manager of the shoe department of a large New York department store, last week, "white footwear has come prominently to the front this season. White canvas shoes are having a big sale, but I am referring more particularly to white slippers for ladies' and girls' outing wear. Every well-dressed woman who visits the resorts appears to be equipping herself with at least one or two pairs of these slippers. We sold hundreds of pairs during July, and hope to dispose of as many more in August. Ladies coming in here who have visited Newport, Bar Harbor (Narragansett and other fashionable resorts tell me that the white slipper is all the style at those places. The women are wearing them morning, afternoon and evening, on the dance floor and the board walks, in hotel parlors and casinos, in fact, you see them everywhere. Nothing is neater than a white shoe with a jaunty white cos-

tume, and, judging from our sales, the women are thoroughly alive to the fact."

A saleswoman in the same establishment added this information: "You see, yachting shoes have been coming steadily into favor for several years past. Not that yachting is being generally adopted—we all know that the recreation is denied to all except the very rich—but the shoes which the manufacturers have called yachting shoes have attracted many who never stepped on board a yacht in their lives. Tennis has also helped to spread the popularity of the white shoe. You know, all good players enjoy the game on finely rolled, clay courts, when the surface is compact and smooth as glass. Any indentations or breaks in that surface will interfere with the rebound of the balls. Consequently, tennis shoes are made without heels, their soles are of rubber, and the uppers are generally white.

"Tennis has accomplished a great deal in educating American girls and women to the beauties of the white shoe. They saw how natty the footwear looked in the courts, and speedily adopted the color for general wear."

There was a time—and not so long ago, either—when women feared to wear a white shoe. Somebody told them that it made the foot look larger, and thousands shrank from courting such criticism.

All that nonsense appears to have vanished with the nineteenth century, for the "new women" of the twentieth appears to be an exceedingly sensible person. Her first stroke of wisdom was to discard the narrow-pointed shoe, and allow her toes to be comfortable in their covering. And this was a courageous thing to do, for a woman.

"Ah," says some one, "but have you not heard that toes are going to be narrower in the fall?"

Yes, I have heard it; but those who know say that the toes will not be as narrow as in past seasons.

"And," continues this critic, "what have you to say about the French heels? Your extremely sensible American girl certainly took kindly to them."

In the first place, the French heel was an importation. That gave it a novelty, and the newspapers helped it along by publishing the wildest lot of nonsense about it. Women who worship "style" felt that they simply had to have French heels. There was no getting away from them.

But you will notice that the fad broke down in the course of a season. Yes, we will have them again next fall, but they will not be those ridiculous 2½ and 3-inch heels. Common sense could not stand on them.

This summer the American girl is boldly courting criticism as to the size of her feet, by adopting the white slipper. It not only looks well on her, but it is extremely comfortable. As usual, she has shown excellent judgment in her selection of footwear.—A. B. Norcross in Boot and Shoe Recorder.

\$500 Given Away
Write us or ask an Alabastine dealer for particulars and free sample card of

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

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

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain. Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

LOCAL ADVERTISING.

Pertinent Hints from a Practical and Successful Merchant.

The three objects involved in advertising are worthy of close attention: First, to familiarize the people with the name of the individual or firm; second, to acquaint them with the class, quality and style of goods, and third, to bring customers.

The firm wants to impress upon the people its individuality. The advertisement is an introduction; it brings the people and the firm together; this unfolds the personality of the firm to them, and soon they associate the name with the firm's personality. The association of name and personality is a strong factor in commanding trade. The name ought, therefore, to appear always in the same style of type. The name is the distinctive mark of individuality, and hence, for effectiveness, kaleidoscope changes should be avoided. Sameness in form becomes indelibly stamped upon the mind, and gradually coalesces with the personality of the firm. It is not presumed that personality changes, and hence the name associated with it should appear in the same form and dress in the advertisements.

The body of the advertisement contemplates the second object, and demands careful study in its details in order to make it attractive and effective. Kind and quality of goods, style and prices, are to be displayed in a manner to appeal to the eye, and gain the attention of the readers. The important facts want to be emphasized, not always by underscoring words or printing them in larger type, but by arranging the sentences so as to bring the attention to the prominent fact in a natural manner. The marking of many words to make them prominent often blurs the appearance of the body of the advertisement, and weakens the economy of attention. The merchant may have many kinds of goods that he would like displayed in the body of his advertisement, and the method to be employed will depend greatly upon the amount of space at his disposal.

The third object of advertising needs but little comment. It should, however, not be forgotten that the general neatness of a store is a silent advertisement, and customers are never slow to notice those things. Neatness and a strong personality bring customers and hold them.

An advertisement, to be attractive, should have an appropriate headline—some catchword, if possible. The language used should be plain and simple; big words often mar or destroy the effect. Words are not ideas, but signs of ideas. Readers glance over words to gather the images they represent. Should the words used describe in detail a fine make of garments, a mere glance over the words should give the reader a complete image of the garment described. The words should be fittingly used to produce a symmetrical whole.

A clear, harmonious picture of the thing advertised is wanted; not a disjointed, blurred picture. Simple

words yield their contained ideas without effort, and hence do not weary or disgust the reader. Words should not be used to mean something out of their accepted usage, for then the reader is left to guess what was intended, and guessing at the meaning of an advertisement is fatal to it. Use words to say just what you mean. Write as you would talk. Make your advertisements speak of the things you would say if you stood in their place, that is, if you speak orally the sentiments of your advertisements. Say what you want to say in a straightforward way, but do not crowd your space.

The man of push and enterprise is always on the lookout for some new idea in advertising methods. The late Lord Beaconsfield predicted that the time would come when books would consist of illustrations as the sole medium for the communication of thought. This theory was based upon the office of the printed sentence as the collocation of ideas intended to picture in the mind of the reader a transcript of the picture that the author previously had in his mind. If now the pictures embodied in the words could be penciled in pictorial relief, leading up to the picture of the sentences as a whole, the mind would more readily grasp the author's conception than it would were it left to construct the picture for itself from the printed sentences.

Dore, in his illustrations of Dante's Inferno, followed the above principle, producing pictures embodying the thoughts in detail, involved in whole cantos, by a few dexterous movements of his pencil. While the time is not yet come for the substitution of pictorial language for the printed matter as a whole, the force of pictorial representations as a means of vivid interpretation of thought is recognized by all thoughtful people.

The advertiser of to-day who uses illustrations as aids to vivify his productions is following along the lines of the same principle. An appropriate illustration is often necessary to

round out the form of an advertisement as well as to present in bold relief the principal thought of the production. If you have not tried illustrations in your advertisements give them a trial at once, as we believe you will find it greatly to your profit.

A man that never advertises is much like the man without a home; no one knows where to find him. He is an advertiseless man, selfish and lonely; the homeless man, morose and melancholy; one longs for the angel spirit of business to enliven the dreary abode of his shelf-walled tomb; the other follows his shadow from morn until night in search of peaceful rest; both are playing hopefully with time and waiting for something to turn up to brighten their souls and to enliven their drooping spirits. The advertiseless man has his just reward; the homeless man deserves the pity of the benevolent; the condition of the first is his own making; that of the second came upon him through circumstances beyond his control.

The business man with capital was able to surround himself with a finely selected stock of goods and elegant store fixtures. His object was twofold: to benefit himself while helping others. He acted upon the principle that elegance of stock and stock fixtures was all the needful requirement. He presumed that his highness was all sufficient to bring swarms of customers, and any means to make himself and his store known to the public was a waste of money. He would not advertise; no, indeed, for how could the dear people remain ignorant of the magnate among them? "Not to know me," he muttered, "is to argue oneself unknown." Such staterliness may have its just recognition among nabobs, but among plain Americans it goes for naught.

A man in business must make himself and his wares known to the people. To do that he must advertise; he must keep his name and the kind of store he keeps before the people. They need to be told how the merchant is going to benefit them. Their

interests must be reached; they must be told how their wants can be supplied with the least expenditure of money. One time telling will not suffice; the lessons require repeating.

Every town and village has a newspaper for the dissemination of knowledge among the people; that paper will help you if you give it the opportunity. Has it ever occurred to you that no man has ever become great in modern times without the aid of the newspaper? You may think your newspaper is published weekly, and therefore it can do you no good. If you think so, you are acting upon erroneous premises. You, as an individual, may have no influence, but place yourself behind a newspaper as the manager, and notice how quickly you clothe yourself with power among the people that read your paper. A word or a line in your weekly newspaper commending you and your goods to the public is beneficial to you. In rural districts everybody that can read the town news in the weekly paper. Not only that, but they read all the locals and all the advertisements.—Clothier and Furnisher.

You'll never run up the hill of progress by running down your neighbors.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2½ Million Dollars

YOU CAN'T FOOL A BEE

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

Karo CORN SYRUP

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

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

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

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

CORN PRODUCTS CO., New York and Chicago.



The Grocery Business as a Haven of Rest.

There is a surprisingly large number of people who have an idea that the grocery business is a bright golden cinch that they want to get into.

It is a good business, because everybody eats groceries, while everybody does not wear diamonds or use hardware.

But you fellows know how much of a cinch it is.

The other day I had a conversation with a man about 35 years old. He had a job with the Pennsylvania Railroad Co. as ticket agent at a small station. He got \$50 a month, but the job was sure and easy. He had a wife, but no children, rents and living were low, and he got along all right.

"This sort of a life makes me dead sore," he said to me while I was sitting in his little office waiting for a train. "There is nothing doing here—it is the same old thing day after day. I am drying up! And there is no money in it—here I slave for \$50 a month, and I will never get more than \$60 if I stay here a thousand years!"

"Well, you can resign, I suppose," I observed.

"Yes, and I think I will, too!" he said. "I have saved a little money and I have almost made up my mind to go somewhere and get into some good business. Unless I change my mind, it will be the grocery business."

When I came to, he was rubbing my old bald head with sandpaper.

The shock was so great that I did not get over it for days. Think of it! Wanting to get out of an easy cinch like station master at \$50 a month, where you have three-quarters of every hour to yourself, into the grocery business, where the path is strewn with trading stamps and the air resounds with Tom Hunter's lectures to his head clerks!

Wouldn't that shampoo you?

I had another man say exactly the same thing to me within two months. He is a milk dealer in a town of about 12,000. He has a wagon and is the oldest-established milkman in the place. He lives like a king, and must make several thousand dollars a year. Yet he is dead sick of it and talks all day long about selling out and getting into something else. He says he has a hankering after the grocery business. If his wife had not stopped him he would have let his milk business go long ago and would be running a grocery store to-day.

That is, if he still had a grocery store to run.

Everybody else's business somehow seems more desirable than ours. I say "everybody's;" I except the business of "odorless excavating" and that of the man who pulls teeth for lions.

I respect the gentlemen who are in those businesses, but I do not envy them.

The reason these fellows pick out the grocery business, I think, is that they think it easy. They think anybody can make good in it.

That is the greatest delusion that ever was! You have got to be quali-

fied for the grocery business just as you have for anything else; anybody with an ounce of sense knows that.

I knew a hotel man once who left that business and went into the grocery business. He was great as a hotelkeeper! He had a hand-shake that would make you forget the Ar-buckle elixir of life that he served under the name of coffee.

That hand-shake would go straight to your heart and stay there until you had eaten a meal with him.

He succeeded all right, and laid up a little money. But he said that the hotel business was too uncertain. If he had a good season he had money to burn, and if he had a poor one he almost had to stand in the streets and beg.

So he left the field in which he was perfectly at home and went into the grocery business.

First he opened up in the town where he was born—about 5,000 people. There he did fairly well. He told me he had made a living, but no more. But the business was never easy and congenial, like keeping hotel was. It was hard work.

After he had been running this store for about two years, he got wind of a better chance in another larger town about fifty miles away. At least, he thought it was a better chance, so he sold out the little business he had and moved to the new place. There he had to work harder than he did before, because the business was more cut up. He stood it six months and then tried to sell out. He worried along for six more, trying hard to sell out, but could not find a buyer and finally ran down his stock, closing it out piecemeal.

Every cent of his savings was gone. He is now working as hotel clerk in a house at Atlantic City.

This man was one of those who slid easily into the grocery business because he thought it a great cinch. I will bet one of my office buildings he does not think so now.

The grocery business is all right. It will always be all right, because it supplies what all people must have to live. But it is not the business for any slouch to get into, and don't you forget it!—Stroller in Grocery World.

You will sometimes find a good prospect for a sale, but when you get an interview he may pretend a greater indifference to your argument than he really feels. He is more interested than he wants you to know. What at first appear to be the toughest cases sometimes yield to the right treatment surprisingly soon. Don't be too easily bluffed. Never allow him to get control of your mind, and lead and shape the argument, but direct his thought and keep his individual attention by not allowing his interest to flag for an instant. Have something intelligently placed on your tongue to say at any time, but don't talk just to make a noise.

Watered silk is the proper material for a flowing gown.

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.

Dispensing Notes Jotted Down By a Practical Pharmacist.*

Shortly after the last meeting of this Association your Chairman of Pharmacy and Queries secured my promise for a paper at this meeting on Dispensing Notes, and, as the title implies, they are "notes," for no attempt has been made for an elaborate paper. They are simply results that have occurred from time to time in busy work, and hoping these "boiled down" points, if new, may be helpful to you as they have to me, I will give them:

Mucilage of Acacia.

Who has not had trouble with this preparation, as well as the syrup souring and fermenting? The trouble comes largely because of too much contact with the air in the manufacture, and because ordinary, instead of distilled, water is used. Made in the following way it will keep any reasonable time, remaining perfectly sweet: Take any wide mouth bottle of convenient size and fill it within $\frac{1}{4}$ in. of lip with gum acacia and distilled water in the proportion of one ounce of gum to two ounces of distilled water, adding also $\frac{1}{2}$ grain Benzoic acid to each fluid ounce of the mixture. Fit a good cork accurately so there will be practically no space left. Reverse ends with the bottle about every half hour, and in a short time your mucilage is made with very little trouble, practically U. S. P., and will keep. Finally strain. Reverse the bottle used, note on the label the amount of gum and water, until you again make the mucilage.

Lard.

It is very difficult to obtain any strictly pure, rendered lard in the open market, but by anticipating your wants and with a little trouble you will solve the problem. Save your ether cans and in the fall obtain from your butcher some unrendered leaf lard from large hogs. Render this at home in the old-fashioned style, unless, of course, you have facilities in the shop, and fill and cork the cans reserved. When wanted for use you can melt on water bath. I have kept lard in this way for over two years, perfectly sweet, and with no sign of granulation. The ointments made from this will likewise keep much better.

Syrup Orange.

Made U. S. P. is a much superior article in looks and taste to that made from the soluble fluid extract.

Syrup Tolu.

Same remarks as for syrup of orange.

Syrup Ferrous Iodide.

Make according to U. S. P., 1880, observing strictly all details, and to the finished syrup add two minims of Hypophosphoric acid 30 per cent. to the fluid ounce. It will not become discolored and will keep a long time.

Syrup Hypophosphites.

Follow U. S. P. except to increase the amount of sugar from 500 to 650 grammes and use pure sugar free from coloring matter. The trouble with the U. S. formula is, too little sugar.

*Paper read by Wm. A. Hall, of Detroit, at annual convention Michigan State Pharmaceutical Association.

Tinct. Kino.

Follow U. S. P. strictly and especially the injunction, "Keep in small, completely filled and well stoppered bottles, in a cool place." Thus made I have kept it unchanged for twenty-three months. There is no trouble in keeping it a year.

Zinc Oxide Ointment.

Use only Hubbuck's zinc oxide or a sublimed article and pure benzoinated lard. Melt about $\frac{1}{4}$ of the lard and rub in capacious mortar with the zinc oxide. Having melted the balance of the lard and partially cooled, add to first portion and stir until cool. Your ointment will be beautifully smooth and even.

Precipitated Sulphur.

Only one prominent manufacturer, to my knowledge, puts a U. S. P. article on the market, the other apparently being precipitated with H_2SO_4 instead of HCl , thus bringing large quantities of calcium sulphate into the preparation.

Spirits of Camphor.

Crumble the gum onto a filter and pass alcohol through to measure. You dissolve the gum and filter the spirits at the same time.

Dispensing Liquids in Capsules.

Suggested by Louis Hopp, of Cleveland; at the Mackinac meeting of the A. P. A.: "In filling a capsule, put a little diluted alcohol in a shallow receptacle like the lid of a half-ounce tin ointment box, place the upper part of the capsule upright in the alcoholic solution. In your left hand, with thumb and index finger, hold lower part of capsule and fill with whatever oil desired. When filled pick up the top of capsule out of alcoholic solution, give it a flirt to remove excess of liquid, place over lower half of capsule, push down and give it a turn while so doing, then set aside and in a few minutes you will have a perfectly joined capsule." I have tried this method myself frequently since and with quite satisfactory results.

Elix. Bromides.

Containing to the dram:
Sodium bromide, 5 grains
Potassium bromide, 4 grains
Calcium bromide, 3 grains
Lithium bromide, 2 grains
Ammonium bromide, 1 grain

Dissolve in menstruum of Elix. Adjuvans N. F. and filter.

Percentage Triturates and Solutions.

It is convenient, safer and more expeditious to have these made up ahead, especially of the more potent alkaloids that are in frequent use.

Strychnine Sulphate in solution, 1 dram=1 grain.

Atropine sulphate in solution, 1 dram= $\frac{1}{2}$ grain.

Physostigmine Salicylate, 1 ounce= $\frac{1}{8}$ grain.

(Keep completely covered in a dark place.)

Mercuric Chloride solution, 1 dram=1 grain.

Silver Nitrate (Dk. paper) solution, 1 dram=1 grain.

Strych. Sulphate Triturate, Milk Sugar, 10 per cent.

Strych. Nitrate Triturate, Milk Sugar, 10 per cent.

Hyoscine Hydrobromate Milk Sugar, 1 per cent.

This list can be multiplied indefinitely as your needs require. To me they are far safer than the dispensing tablets on the market, for the latter might be responsible for a very serious error, as in a hurry these might be changed and disaster result especially when you think that we have always been educated to consider a single tablet or pill to be within the maximum medicinal dose. Besides in your own preparation you have a check on the accuracy that you do not have with the commercial article.

These notes are simple comments on a few articles and formulae as they have been worked out practically at the counter. Doubtless you all could give many different examples, and we all could profit by your experience and work.

His Occasional Wish.

"Why don't you ever want to go to a wedding?" snapped Mrs. Enpeck. "I don't believe you've been to a wedding since you attended your own."

"No," mildly responded Mr. Enpeck, "I haven't. And," he added, softly, to himself, "I sometimes wish I hadn't attended that one."

Gas or Gasoline Mantles at 50c on the Dollar

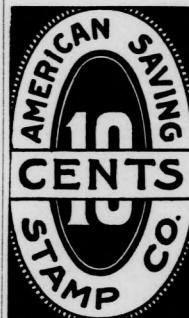
GLOVER'S WHOLESALE MDSE. CO.
MANUFACTURERS, IMPORTERS AND JOBBERS
OF GAS AND GASOLINE SUNDRIES
Grand Rapids, Mich.

Freight Receipts

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

BARLOW BROS., Grand Rapids

This Stamp



Stands for Integrity Reliability Responsibility Redeemable everywhere

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

Do Not Isolate Yourself

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

67,000 Subscribers

to our system in the state of Michigan.

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

Inquire about our new toll service Rebate Plan

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



Boys Who Pay Their Way in the World.

Boys who are lucky enough to be able to attend school regularly can not be fairly expected to be money makers, but there are boys who contrive, with no surrender of dignity or independence, to make considerable sums of money in their leisure hours. They seem to have a knack of combining pleasure with business, and, withal, they manage to conserve their standing in the community without neglecting their studies and without shirking their home duties.

For instance, there is a boy in Woodlawn who has "contracts" to empty the waste boxes and barrels of about half a dozen stores in the neighborhood. He does the work on Saturdays, which are his school holidays, and his pay is 10 cents for each store, cash if he requires the money, and 15 cents "in trade" if he prefers to take the goods of the establishment. In this way he makes from 60 to 90 cents a week, adding to his profit sometimes by the sale of bottles, rags, and old iron, so that his average earnings in this direction are about \$1 every week. The work requires from one to two hours, and by commencing at 7 o'clock on Saturday morning, he has the remainder of the day for himself.

In addition to destroying, generally by fire, the waste paper, boxes and packing of his six stores, this boy, by constancy and reliability, has achieved a reputation in the neighborhood which is the envy of his contemporaries. Like most other boys, he is neither grasping nor particularly industrious, but he contrives to make sport of his work and he has been known to enlist other boys in his duties by convincing them that the job in hand is all sport. To make a fire of a barrelful of waste paper is a pleasure to any healthy boy, but the boy who is paid for doing that service is drawing a salary for having fun. It is the Tom Sawyer idea modified.

The Woodlawn boy is a young personage of ambition and of adventurous tendencies. He belongs to a football eleven. His father is a man of slender means. Footballs and the gear of the game cost money. This boy found out that there was a scarcity of caddies on the Jackson Park links and forthwith began to qualify himself for that occupation. Twenty-five cents an hour looked like good money to him. Besides "keeping his eye on the ball" he learned the principles and tricks of the game. From some players with whom he had "opened an account," he got drivers, brassies, lofters, putters, and half worn balls. A second hand bag was taken in payment for eighteen holes of caddying.

Now this boy is the crack "kid golfer" of Jackson Park, and, on account of his knowledge of the hazards and his failing watchfulness, he can get 35, and even 50, cents an hour for carrying the bag, watching the gutta percha and selecting the clubs for the ambitious amateurs who frequent those public links. In addition to the \$3 or \$4 which he makes every week, he has become a

credible rival to Col. Bogey and an "outdoor boy" of the wholesomest, huskiest, most courageous kind. He bought and paid for his own football outfit, and he takes good care of it, because he knows all about its cost.

The parents of this Woodlawn boy at first disliked the notion he had of making money. They told him that he did not have to do any work, and tried to force him to be contented with such gifts and advantages as they could afford for him. Neighbors who found him to be a reliable messenger would ask him to go to the store, to find the iceman, to fetch ice cream of Sunday evenings. He was polite, accurate, always ready, swift, cheerful, and never failed to put the proposition on a business basis. In that way he managed to do business without either putting himself under obligations or seeming to be driven by selfish patrons. He didn't ask his money first, but if any one underpaid him or failed to pay him at all, he immediately determined to do no more errands for that person.

In the course of a year he has earned over \$260. He is 14 years old and has not missed a day of the regular school terms. Out of his own earnings he has bought a bicycle, a football outfit, a baseball outfit, about a dozen house plants, a phonograph, two homespun suits for summer, and a camera. And he has nearly \$125 in the bank.

He is generous, full of life, a good bait caster, a swimmer of reputation, an honest, manly, care free, unselfish and courageous boy. He is not ashamed to wash the dishes at home and he spends half of his holidays tending the baby for his mother. He ranks well in his class at school; the boys of his own age look up to him, and he can make a kite and fly it better than any child in the neighborhood. While he wants more than the average poor boy is justly entitled to, he gets what he wants by work, and he takes pride in the quality of the work he does. Frank Andrews.

Belts With Hair on the Skin.

Tan shoes, and light tan at that, are "en regle" again, which, with fancy lace and embroidered half-hose make men's footgear brilliant and striking.

The shirt-to-order business has never been better than this season, and it has been remarked that in fine materials, shirts that bring from \$4.50 to \$8 and \$10 are as easily sold as the regular \$3 and \$3.50 qualities.

Belts made of calf, with the hair on the skin, are new, and if they are not handsome are, at any rate, odd.

As the new spring overcoats have a pocket on the outside, a handkerchief is indispensable. The French silk and linen are the correct thing. The colors are delicate and not too conspicuous, and a corner is shown, just enough to break the plainness of the coat.

A white waistcoat demands a black scarf. A light waistcoat demands a dark silk scarf; and it may have a small decided sharp white figure. Plain tan waistcoats, which are very popular, also demand dark scarfs, and there are many worn.

RUGS FROM OLD CARPETS
THE SANITARY KIND

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

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

You have not seen the catalogue of the Michigan Business University. Send for it.

You are not yet familiar with the best Michigan has to offer in the lines of Business Education. Send for it.

Sammantha

Durability

Is one of the requisites of a gas machine. Some machines may look well but are found to be weak in many places and give an unsteady flow of gas.



The Michigan Gas Machine

will last a lifetime and will always work well. It is backed by our written guarantee. Write us for catalogue and estimate free.

Michigan Gas Machine Co.
Morenci, Michigan

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

FISHING TACKLE



Send us your mail orders. Our stock is complete. If you failed to receive our 1904 catalogue let us know at once. We want you to have one as it illustrates our entire line of tackle.

Shakespeare's Level Winding Reel.

Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.
Michigan Agents for
Warren Mixed Paints, "White Seal" Lead, Ohio Varnish Co.'s "Chi-Name!" at wholesale



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Aug. 13—This week we have a more active coffee market, with prices showing some advance owing to rather firmer advices from Europe and even reports of frost in the producing regions of Brazil. The amount of actual business is light and buyers do seem impressed with the stability of advanced rates. At the close No. 7 is worth 8c. In store and afloat there are 2,994,690 bags, against 2,485,322 bags at the same time last year. Mild grades continue firm. The demand has been fairly active and, despite large stocks on hand, prices show some advance. Good Cucuta is quoted at 9¼@9½c, and good average Bogotas command 11@11¼c.

The market for refined sugar is unchanged, the volume of new business being limited with a good, steady call for deliveries under previous contracts. Refiners, as a rule, are pretty well caught up in their deliveries and from now on there is not likely to be much cause for delay.

In the tea market there is nothing new to report. Trade drags its slow length along, but sales are of the smallest possible amounts. There is

some improvement in the line business and at fairly steady prices.

There is no improvement in the spice market. Prices continue very firm and the tendency on some lines is to show steady advance. Zanzibar cloves, 16@16¼c; Singapore pepper, 11½@12c; West Coast, 10¾@11c.

Few orders for grocery grades of molasses have been received and the call is for small lots. Offerings are limited and quotations are firmly sustained at 18@27c for good to prime. Syrups are firm, with refiners closely sold up.

Every week shows some improvement in the tone of the rice market. The improvement, although slow, is none the less welcome. Sales are of small lots, to be sure, but there is a better feeling and dealers anticipate a fair trade this fall.

The market for dried fruits continues quiet, with possibly increasing strength for currants. There is little demand for raisins or prunes and the situation is simply a waiting one.

There is a lull in the little spurt of activity the canned goods market experienced for a few days. Almost everybody is away on vacation and the real business of the campaign will not set in for a fortnight. The corn outlook continues excellent and the pack promises to be ample if early frosts do not interfere. There has been an unusual amount of rain in Maryland, Delaware, New Jersey and New York lately and many reports of blight are reported by tomato growers. This blight is said to extend to 50 per cent. of the vines in

some regions. Still we do not expect a famine in canned tomatoes. Quotations are about unchanged, but are certainly no higher. Peas are quiet and, with a big supply in sight, there is not likely to be a high range of quotations.

There is a good demand for top grades of creamery butter and quotations have advanced to 18c; seconds to firsts, 15½@17c; imitation creamery, 13@15c; factory, 12½@13¾c; renovated, 13@15c—latter for fancy stock. Under grades are dull and the supply seems to be sufficient to meet all requirements.

There has been a steady advance in the cheese market and fancy stock is well sustained at 8¼c for small fancy colored cheese. Large cheese are in light supply and firmly sustained at 8c.

There is still a scarcity of really desirable eggs and quotations are firm at 25@26c for fancy nearby grades. The main supplies consist of medium grades and these, in sympathy with the choicer sorts, have shown rather more strength. Fancy Michigan and Ohio, 21c, and from 16@19c for thirds to average best.

How to Acquire and Keep Wealth.

Chicago, Aug. 6—The will of Geo. H. Laflin, the Chicago pioneer, which has been filed for probate provides for the distribution of property valued at \$2,000,000 and contains the following advice to his heirs:

"I would advise all my children to be prudent in their investments, and not to purchase anything simply be-

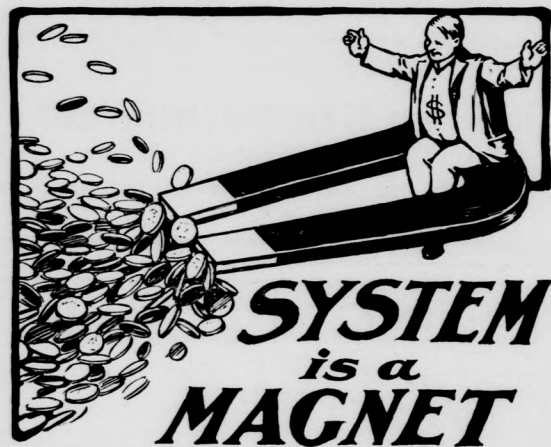
cause it is cheap, but to remember that a long-time security, drawing a low rate of interest, is often more desirable than an investment which draws a high rate of interest.

"I would also advise them not to purchase anything which they can not pay for in full at the time of the purchase, as more men are ruined by speculation than in any other way. I also advise them not to sign any note or bond, and to look well to all transfers of real estate, and not to encumber any real estate, except for the purpose of improving the same."

Mr. Laflin's fortune was accumulated by his own exertions.

It is strange that people should buy lighter once in every four years, especially when the campaign is not on any vital questions, but simply the struggle for supremacy between two great parties. The long-headed men of business prophesy that while the initial orders may be small, and in all probability they will be smaller than last year, still, the re-orders should prove much larger than last fall. The stores have had a fairly good summer, and are pretty well cleaned up, so that, although buyers will "go slow" perhaps on the first orders, they will find that the goods will not satisfy the demand, and larger orders will be necessary later in the season.

When one girl tells another that she is practicing beauty culture the other always asks if she has just begun.



Lamson Systems Draw the Cash To the Central Desk, At Once Centralizing It and Permitting An Absolute Check

Josh Billings says: "Success don't konsist in not makin' mistaiks, but in not makin' the same one twice."

Merchants who have once adopted a Lamson Cash or Package Carrier system never make the mistake of letting the cash get out of their control, and in this way stop the leaks and keep the sales force intact for selling.

It is true that most everybody uses one of our Cash or Parcel Carrier systems, but we think that it ought to be everybody. Isn't it reasonable to suppose that "most everybody" has the right idea?

Lamson Store Service is always the best and latest. We have a large organization of skilled men all over the country whose instructions are to look carefully after the welfare of our customers. Our policy is broad and liberal and our clients are loyal.

Perhaps you are saying, "These people can't help me." We have done wonders for others who said the same thing. We like to write about Lamson and talk about Lamson because we believe in Lamson.

It will please us very much to send you illustrated descriptions of the latest ideas in our various forms of carriers.

Lamson Consolidated Store Service Co.

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

CONSTANT WORK.

Why It Is the Secret of Life's Success.

The path to success is easy, if you enjoy work, for work is the secret of all success. Everybody is looking for bargains. People want the most they can get for their money; the most fun, the most potatoes, the most land, and the most work. The man who gives the most work gets the best salary. Employers are the keenest competitors.

These are most personal propositions. They are worth stopping to consider. If you believe that "luck," for example, and not work is the explanation of why some men succeed and others fail, you had better give heed before it is too late. A man who waits for a piece of good luck to turn up may wait a lifetime—and then die disappointed. But any man can turn up a small portion of success each day; he can reap the reward for an honest day's toil. It matters not how small that reward or remuneration may be, it is something, and when added to the net proceeds of previous efforts makes a start towards the grand total of a successful career.

Now, this grand total may not be represented by dollars and cents. It may not resolve itself into any material form recognized by the world as of financial value. But the fact remains that no well-directed energy is lost. The athlete develops his muscles by exercise, by a thousand seemingly useless motions, no single one of which can possibly be credited with his triumph in the contest. Yet all, and perhaps nothing less than all, of the tedious preparation was required to win. Without the work of preparation the victorious athlete would have been distanced in the race. In other words, the price of his success is work, and, it follows, the reward of work is success.

It is the same, exactly, with mental triumphs—only the preliminary operations are not so apparent. The conclusion is that the work we do all leads to greater possibilities. This is recognized by employer and employe in most occupations. Railroads are run on this theory. The salary and advancement of most wage earners are regulated by their capacity to accomplish and the experience of the past.

Hard work, as the standard for promotion, is the best rule young men, full of energy and ambition, can act upon. The harder they work the faster they climb up the ladder of success. After getting up a few rounds some are satisfied to quit. Others are still ambitious and go higher. Then come the allurements of ease. Competition decreases. Comforts, now within reach, become too enticing. The satisfied man begins to rest on his oars. Another, pulling like a good fellow, soon glides past him. And so it goes, with the worker always carrying off the best that there is.

Many times a man's energy plays out just at a period in his life when his knowledge is ripe, and further advancement is in order. This is not so unfortunate as if he had never

knuckled down and attained an enviable position. A man may voluntarily descend the shady side of the hill, after he has reached the summit. To be able to do this with the consciousness that he has reached the top and is in a position to retire is one of the greatest rewards of work.

There are some young men who, without the spur of necessity, have not enough ambition to try to work. In the United States wealth does not justify idleness. As President Roosevelt puts it: "I pity the creature who does not work, at whatever end of the social scale he may regard himself as being."

Comparatively speaking there are only a few in this country who are to be pitied for voluntary idleness. Most Americans work from choice and continue to do so long after they are possessed of large and independent incomes. While there are some "goodfornothings" who won't work, and for whom there is a general feeling of mingled pity and contempt, there are many who do all they can get to do and are forced into idleness through no fault of their own. Consolidations of business enterprises are largely responsible for this class. Individually considered their condition is only temporary. Men who are willing to work can only be held down by force of circumstances for a limited length of time.

There is a class in the ranks of the workers differing widely from those who are engaged in mechanical trades. It consists of those who are afraid of mechanical work, and at the same time every nerve tingles with a desire to roll up their sleeves and go at it. They are not lazy. Nor is it because the work is not to be obtained that our born mechanic refuses to go into the work shop and factory. The trouble is that there is too much homage paid to "high finance" these days. The impression is prevalent that shrewd people acquire fortunes without work.

A generation ago a young man would have expected to have starved had he insisted upon always wearing "Sunday clothes" and attempted to make his living with the tips of his fingers, or with his mighty intellect. Those were the days in which Longfellow sang of the "Village Blacksmith." Under the present order of things the village blacksmith would not stand deuce high in the estimation of our new girls. If young women were sincere admirers of manual toil, more men would take off their coats and go to work instead of trying to work others. Women have an influence in the every day affairs of life that the "club variety" never even dreams of.

The saddest part of the tendency to look down upon manual work is the fact that many a good mechanic, who could easily earn a splendid living in his proper place, is worrying along, trying to make both ends meet, in some occupation for which he is not fitted. Considering the want, and even misery, that is occasioned by these misfit workers, it is all wrong for them to remain in certain sedentary lines of employment merely be-

cause some regard them as more respectable.

There is this to be noticed, even where a person is better adapted to most any other employment than that in which he is engaged, if he works unceasingly, giving first thought to his duties and second thought to his pay, he will be successful. The reason that failures so often occur in misfit occupations is that it requires more determination than is usually allotted to one man to put forth the best that is in him when his heart is not in the work he is doing.

Nothing herein is intended to be taken as a formula for success. The word has been used as a short way of saying "the reward of work." Success is what most people want to attain. There may be several short cuts, but they are all secrets or fakes. The one and only sure way to get along in this world is to work.

William W. Phelps.

Strictly Unanimous.

Myrtilla—I never encouraged your brother, but he has proposed to me. I am sure he has no reason for wanting me to marry him.

Miranda—No; he hasn't any reason at all; that's what we all said when he told us about it.



Automobiles

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

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

Sherwood Hall Co.,

 Limited

 Grand Rapids, Mich.

PILES CURED

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 Rectal Specialist

 103 Monroe Street Grand Rapids, Mich.

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 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.

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.

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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.

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

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

OLD SOO LEGENDS.

Incidents of Pioneer Days on the St. Mary's River

Written for the Tradesman.

When the wise men of the countryside gather at the corner grocery, that forum of politics and crops which every respectable country village manages in some way to possess, they love to dwell in the past, to recall the days before the war, the times when the country was new and the settlers knew not of free rural delivery or the trolley road.

But there is a difference between the past of the older localities and that of the towns that lie in the country adjacent to Lake Superior. When the old timers gather in the little store of the Upper Peninsula to talk over things that have gone to make the history of the State, the battles of the great civil war are not fought over again by the side of the rusty stove. The patriarchs care not what the price of wheat was in ante bellum days. They think not of the time when calico was 50 cents a yard. Little thought do they give to the old fashioned "spellin' bees" and "barn raisin's."

Your old settler of the Upper Peninsula discusses the time when the mail came but once a week, when it was brought to the Soo over the snow from Saginaw on dog sleds. He recalls the legends of the Ojibways and the days when the soldiers first came to the valley of the St. Mary's. And then it is that from the group around the stove come tales of thrilling interest, stories of a time that will soon be forgotten, for the hand of commerce has touched the shores of the big lake and stroked the banks of the boiling river. Commercialism will all too soon throttle the memory of the time when life in the North country breathed of peace and quiet, when the Great Spirit and the Happy Hunting Ground formed the topic of conversation around the camp fires of the red man.

The history of the Lake Superior country has been discussed considerably of late, owing to a visit to Cariboo Island which a party of sportsmen made recently. Some time ago a number of gentlemen prominent in Michigan, among whom are the Hon. Chase S. Osborn and Judge Joseph H. Steere, of Sault Ste. Marie, purchased this Island without taking a glimpse of it to see what they were buying. Indian legends run to the effect that in days of old the place was guarded by a mighty genius night and day. It was said that the sands of the shore were rich in gold of untold value. The red men went to the Island to secure the precious metal, but the minute they touched it with eager hands the genius arose and drove them from the place. The story says that so long as they refrained from touching the sand they were unmolested. Bands of natives that hunted for Cariboo were never troubled.

The gentlemen were anxious to see what they had bought, and in order to enlighten themselves in this regard went to the place on a small yacht a few weeks ago. They found

an island of about 1,500 acres, timbered in some places, and dotted here and there with pretty lakes. Thousands of sea gulls floated overhead and in a rookery eggs in uncountable numbers were discovered. No flies hummed through the air to jar the nerves of mankind, but, like the meadows of New Jersey, the place was haunted by millions of industrious mosquitoes.

The Island has one lone human inhabitant. He "keeps the light" that shines for the guidance of the weary mariner. The gulls are his neighbors and the monotonous swish-swish of the waves as they roll over the golden sand lulls him to rest when the stars twinkle in the heavens and the world is asleep. The eggs of the gulls constitute his supply of meat, and last spring he gathered 1,500, which he believes will last him through the summer. No gold has been found on the Island, but the owners are justly proud of the place, for linked with its past is a story of surpassing interest.

In the days before the soldiers came the red men camped by the rapids of the St. Mary's in large numbers. Henry R. Schoolcraft, the historian, in a volume printed in 1851, told of a sacred tree that stood on the hill, about a mile from the river. The Indian legends tell us that at certain hours of the day strange noises came from the trunk of this monarch of the forest—noises that resembled the beating of war drums. The red men reverently deposited offerings of twigs around the roots of the tree, to show their devotion to the Great Spirit, and when the soldiers came they found a huge pile that indicated a worship of long standing. But the tree stood in the path of civilization and was cut down. The Indians lamented the loss of the towering elm, for such it was, and for many years mourned the fate imposed upon them by the men in blue.

And in the city of Sault Ste. Marie stands a house, whose history but few have heard, a house that, could it but talk, would thrill the ear with tales calculated to stir the blood of every honest patriot. It was in this house that Gen. Lewis Cass stopped many, many years ago, for the purpose of making a treaty with the Indians; but they wanted no treaty. Their war blood was up. Revenge for their alleged wrongs sounded more pleasant to the ear, and so they plotted to massacre the General and his party.

The most reliable history tells us that their plans were brought to a focus and the band started for the house, their faces made hideous by streaks of war paint. Slowly they approached. They spoke in whispers, lest some sentinel might discover their movements and spread the alarm. They neared the house and began to spread, with the evident intention of surrounding it.

At this moment a woman came rushing through the woods. It was Mrs. Johnston, wife of Capt. John Johnston, an Englishman who had fought for the glory of the British lion on many a bloody field. Both

he and his wife stood well with the Indians and, learning of the plot, she rushed to the scene to save the life of the General.

Mrs. Johnston argued long and earnestly with the leaders of the band. She told them of the foolishness of the plan and advised them to return to their wigwams. At length her argument prevailed and the plan of massacre and revenge was given up. Later the treaty was signed and peace reigned thereafter.

Back from Portage avenue in Sault Ste. Marie stands an old log house, still braving the elements, although the storms of nearly a century have tried again and again to beat it to earth. Round about the long, low building stand tall trees that were once a part of the forest. In time gone by the red man stood beneath their swinging boughs and sent his arrows speeding after the unfortunate deer. It was there the natives hummed the songs of their kindred as they gathered round the camp fire and listened to the roar of the rapids. Now and then a bear shuffled along between the trees. The hoot of the great wide-eyed owl rang through the woods, while the tree toad sang the forest men to sleep.

What a contrast! The trolley car rushes along the avenue, the clang of the bell reminding one that he lives in the age of invention, of steel and of electricity. And a few hundred feet to one side stands a house built in 1815, built long before the oldest readers of this article were born, built before man harnessed lightning and made the waters of the rivers light cities and run cars.

The wise men, as they gather in the twilight in the villages of the corn belt, recall the past. They smoke the fragrant Peerless and whittle the hours away. They live over again a past of politics and war, a past full of interesting events, perhaps, but not a past like that of the Lake Superior country. When the old-timers arrange themselves in picturesque rows on the tops of soap boxes in the Upper Peninsula to spin yarns they can look back on something that contains that for which the mind is ever seeking.

The history of the early days of the St. Mary's Valley has been written by Schoolcraft in pleasing style, but the volumes wherein is told the story of the woods are out of print. Judge Steere has one that he bought in London. He has a collection of rare old volumes dealing with the subject that he picked up here and there about the country after years of diligent search. They are treasures with which he would not part for a money consideration. He is the best posted man with regard to the history of the Lake Superior country to be found in the State. He loves the story of the Upper Peninsula, loves it for its wealth of romance and charming incident, its legends and its traditions.

Reformers rave and rant because mankind is sometimes wont to forget for a time the future and live again in the days that are gone. They preach the gospel that compels one to forget the past and look ever on-

ward and upward. Perhaps this is right. And yet, who is there who will begrudge a man the time spent in dreaming of such a past as that of the St. Mary's Valley? Indeed, Father Time has been kind with a section of Michigan that some people believe has no redeeming features, a section that is "out of the world."

Raymond H. Merrill.

Advantages and Disadvantages of Paper Spools.

The matter of making a paper spool that would be equal if not superior to the wooden spool has been studied for many years and a large thread concern has spent considerable money in this direction. Until recently all schemes failed on account of the heavy pressure on a spool while in the winding machine.

Some time ago the officers of the concern believed that they had found a good practical substitute for the large wooden spool. It is made of paper, is much lighter than the wooden spool and makes a great saving in freight. But still it has its disadvantages.

Another paper spool has since then come to light. Spools made on this system have undergone thorough tests and found to be able to stand the severest strain put on them in a thread winding machine.

Unlike other paper spools which are made from wet paper this is made from dry paper, and is pressed into shape by hydraulic pressure of 6,000 pounds. As to the paper used, any kind will do, but the makers intend to use old newspapers, because they are cheaper than other waste paper.

In the process of manufacturing the spools the old papers are run through a shredding machine that grinds and tears the paper up so that it looks very much like lint or a fine fuzz. It is then taken in a perfectly dry state and with a glutinous sizing placed in a mould and subjected to great hydraulic pressure. The spool when made consists of two pieces which are glued together.

One feature of the spool is that no moisture of any kind is used in the process, and when it comes from the press it is as smooth as glass. The spool manufactured by the former process, instead of being smooth, is rough and has to be polished.

The fuzz, or powdered paper, from which the spool is made is gray before it is pressed, but after the process the spool is the color of rawhide leather and looks very much like a wooden spool that has been varnished. The saving in this spool over the wooden one is in the cost of manufacture. It weighs as much as the wooden one and thereby saves nothing on the freight bills. But the cost of manufacturing is less than half that of the wooden spools.

The spools made are large ones, on which a large amount of thread is wound. They have not been made yet in the shape of small ones for retail trade.

In society the art of talking comes first, the art of listening second and the art of saying something is left at the post.



Weekly Market Review of the Principal Staples.

Silks—Wholesalers continue to have calls for silks which the retail trade requires to supply the wants of its customers. These orders come through the mails chiefly, although some silk people have men on the road keeping their lines before the attention of merchants. Merchants do not need to exercise too much caution in the matter of their silk orders for current needs, for the reason that the spring of 1905 is expected to be a further triumph for silk fabrics. Some silk buyers can be found who speak conservatively about next season's business, but the majority are expecting a trade of more than average volume. None of the buyers have forebodings, while the majority are enthusiastic. It is pretty well assured that silks will be just as popular next year as they are now. A steady and healthy demand is expected right through the fall for those silks which will also sell next spring. The late summer demand for silks must be taken care of by merchants. They can expect the jobbers to duplicate their own orders for the reason that manufacturers have directed their attention to spring samples. For them to return to a consideration of past numbers would be unprofitable. For this reason silk jobbers will withdraw certain numbers when they are sold out. Another feature of the fall business is that many merchants are asking for immediate deliveries of the orders which they gave roadmen for fall silks. It does not always happen that merchants are in such a hurry for deliveries as they are just now in this line. It means that the sale of silks is keeping up well and that merchants are anticipating a continued sale all through the fall.

Underwear—The call for knee drawers and sleeveless undershirts has already passed the fad stage. The present heavy demand in underwear lines suggest a growing desire for cleanliness as well as coolness. That the sports and outing trips are becoming more popular is proved in the phenomenally increased call for clothing and furnishings particularly fitted for these exigencies.

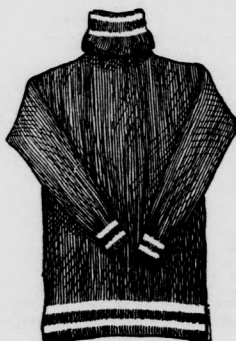
Hosiery—Fancy hosiery is considered to be only in its infancy. Like neckwear, much thought and expense are devoted to new ideas in designs and combinations of colors, now that men who only a short time ago would consider nothing but black are ready to increase their supply by buying anything new and attractive.

Handkerchiefs—The fall business in handkerchiefs promises to be well up to the average. The hand embroidered are excellent sellers; those with neat effects are very good property. Lace-edge handkerchiefs, particularly in the better numbers, are very much in evidence and a considerable business has already

commenced in the line. One of the newest lines for the season is the Shamrock Flaxette, which is a plain hemstitched, ready-for-use handkerchief. It comes in all widths of hem and is having a first-rate call. It retails at a small figure and is apparently well worth consideration. In all the large houses there is a fine display of excellent merchandise in all grades and patterns, both colored and otherwise, and preparation is made for the requirements of a season which, it is generally believed, will be one of the busiest on record.

Neckwear—Buyers coming to market display more than ordinary interest in the showing of autumn neckwear. There is an insistent demand for specialties, be they in weave or in color, and the lines that embody the most novelty and variety are the ones that command notice. Spring trade was light and consequently dealers bought lightly so that they are now in a position to take the full average amount of goods. As a rule, the large forms are selling satisfactorily. Open and folded squares, and four-in-hands, are getting their full share of attention, four-in-hands in the 2¼ to 2¾-inch shapes to retail above 50 cents. At 50 cents and under the 2-inch reversible and French seam four-in-hands lead. Buyers who purchased overliberally of big squares a year ago are more cautious this season. Ties for popular-priced trade are sought in 1 6-8 or 2-inch widths, but the demand for ties in the fine trade is very limited. The folded-in four-in-hand is the favorite form, as it was last year. The new fall neckwear silks are certainly beauties. The silk mills, both of this country and abroad, have outdone themselves to produce rich effects. The demand for plain colors in neckwear silks this spring and summer has had its effect on the fall lines, yet a vast number of plain silks are rich beyond description. New weaves, new tones and new finishes have produced a variety heretofore unknown to the neckwear trade. Fancies have not been neglected. In the main it is only fair to state that the finest sense of goods, taste and discretion have dominated the neckwear manufacturers in preparing for the new neckwear season. Grays are holding their own and are in as much demand to-day as a year ago. Brown is having a remarkable run, and all shades, from pale tan to coffee brown, are selling better than any other tints. The shapes are somewhat larger than the spring. In four-in-hands, which style will remain the great leading scarf, 2-inch is as narrow as any one orders, and from that to 2½ inches. The popular trade is ordering 2-inch as a leading scarf, and 2¼ in smaller quantities. The finer trade, where \$1, \$1.50 and \$2 scarfs have the call, want 2¼ and 2½-inch. Squares will be much used in fine goods. They must be large enough to enable the wearers to tie them into full, liberal puffs. A 50-cent square, if such can be turned out, is really of no practical use; it must make a very skimpy-looking puff, which does not keep its place.

Years of Experience



is what we have had in buying Men's Furnishings for this part of the country. That experience cost something, but the benefit is yours at no extra cost whatever. This we can prove if you will look over our line of Sweaters. We are offering extra values for men's wear at \$4.00, 4 50, 7.00, 9 00, 13.50, 15 00, 22.50, 24 00 and \$36.00 per dozen. We also have good assortment for children's and boys' wear.

Grand Rapids Dry Goods Co.,

Exclusively Wholesale

Grand Rapids, Mich.

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

The Old National Bank

GRAND RAPIDS, MICHIGAN

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

3%

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

The Largest Bank in Western Michigan

Assets, \$6,646,322.40

Brown & Sehler Co.

Call your special attention to their complete line of

FLY NETS AND HORSE GOVERS

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

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

Special attention given to Mail Orders. Wholesale Only.

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

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES



Trade-mark.

No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd. Dorchester, Mass.

Established 1780.

DOLLS AND TOYS.

Some New Things for the Holiday Season.

Mechanical trains that operate on the floor without tracks are so constructed that they whistle as they go, and one of these rings a bell as it is slowing up and then starts on again at a faster pace. The train that whistles runs a little way and then reverses action and backs up for the same distance. Along the same idea is the small auto in which the chauffeur blows his horn as he goes.

Blackboards, to retail for \$1.50, have desk combination, and on the rollers have the A B C's in English and German, tables of weights and measures, notes of music, shorthand characters, maps of the different countries and quotations from the Bible and the Lord's Prayer.

Slate boards also may be obtained with the desk combination.

Iron ranges have the gas attachment, and for the little one who wants real fire in the toy stove this is one of the simplest ways possible to grant that request. The attachment can be readily removed and the grate used for any kind of fuel desired.

Boy dolls in white silk pajamas are attractive. These have closely curled wigs and present a very dainty appearance.

There is a desk blackboard that is intended to sell for 50 cents, and a fine one it is for the money. It seems almost incredible that a good quality blackboard could be gotten out for that small sum, but certain it is that it is selling well to all classes of trade.

A set of doll furniture, called the Japanese, is now on the market. It is made of bamboo and cane, and is very light and desirable. It is claimed to be very durable, and is sold for very low prices when one considers the quality.

There is also a set called the Martha Washington bedroom suite. The larger pieces are adorned with portraits of that sainted lady, and the whole set is neatly gotten up.

A little parlor suite made of imitation mahogany is very pretty. It contains a good-sized cabinet that is quite like the larger-sized ones.

Dolls' trunks are better made than was formerly the case, and those that are fitted out with all the necessities of the doll's toilet are attractive in the gay colorings of the dainty lingerie. In the retail stores these sell surprisingly well, and it is evident that they please the little folks.

The various animals that make the noises peculiar to their kind, as goats, cows, and the like, sold well last year. This year we have several additions to this line, and some of them are very good. The donkey, in particular, makes a queer little noise, somewhat different from what one might be led to expect from that gifted animal.

Hot-houses for dolls are seen this year with all kinds of rare plants. It is possible to buy the houses and stock them one's self, for all kinds of plants are offered separately. These houses vary in size, from the very

small ones with only room for one or two rows of plants, to the larger ones, with the fountain in the center and their many tables with all kinds of flora.

There is a large-sized swimming pool, with diving board and arrangements for shower baths and bathroom. This is made of tin and will hold water.

Felt house-shoes with felt soles are offered for the dolls when they are indisposed. Indian moccasins are on the same order.

Steel trains come in two finishes, the nickel and the oxidized finish, but the nickel seems to be selling the better. Some of these trains are complete with engine, tender, and three cars, and the freight trains are supplied with cabooses.

Steel ranges are made so as to have an alcohol lamp inside, and are large enough to do quite a bit of cooking on them. This is the first time that anything as elaborate as this has been attempted in this country, and the manufacturers report that they have been well received.

The line of domestic toys is very complete this year, far more so than ever before in the history of the toy trade. Many novelties are brought out every year, but this year is particularly strong in this respect. Of course, it goes without saying that many of the standard lines have been remodeled and vastly improved, for this is only the regular progress of trade. Some of the novelties seem to be particularly deserving of mention.

Shirts for Fall and Winter.

The shirt manufacturers have had a varied experience as far as styles are concerned, for in almost every case they admit that business has been quite satisfactory. Light and dark styles have been in about equal request, although in different sections of the country. Some wanted both, some preferred preponderance of one or the other. Orders coming in day by day indicate that while the soft pleated shirt will continue to lead in the selling, the stiff bosom will figure more prominently than last year. As a rule autumn patterns are conservative, and chiefly in neat effects. White grounds are good in printed figures, whereas, as if to offset this, dark grounds are good in woven figures all the way up to \$18 and \$22.50. Combination shirts are waning in favor, and the orders for this autumn are far behind those of last spring. The cause of this is that the combination shirt has been cheapened, and consequently has fallen from grace. Stiff bosom shirts for autumn are selling pretty well right in New York, and it depends in some measure upon the retailer whether they will go over the counter or stay behind it.

For evening dress plain and pique bosoms are shown with the conventional two studs and square or round cuffs. One stud shirts have been brought out, but they will be confined largely to the extreme and custom trade. The one-stud white shirt is a favorite in England just now. It acquired some vogue in the fine retail trade here last winter. Most of


the upper-class custom makers will cut their autumn dress shirts with a single studhole. The wide-stitched cuff, somewhat narrow, will be smart. Broad cuffs are always unwieldy but especially so on an evening shirt. All the various methods designed to prevent a white shirt from bulging or breaking deserve attention from progressive haberdashers.

Right weather has helped to make summer goods ship-shape, and it seems as if there would be a scarcity of desirable colors and patterns for August delivery. The white negligee, plain and pleated, is still selling remarkably well. If buyers run short of summer goods and draw on manufacturers for instant shipments, they will have to content themselves with odds and ends, for the leading lines

are pretty well broken up. Practically no dark grounds are called for now.

The stationery holiday season is in full swing, and large orders are being taken. Fabric papers are in good demand, and old-fashioned effects are much sought after. Buyers are paying more attention to the display qualities of paper than hitherto, and the result is seen in the many new and attractive designs on the boxes. Fine papeteries are put up to retail at moderate prices, although stationery is of such a nature that only the experienced ones can pass upon the value of the various novelties.

Barbed wire isn't appreciated by a candidate who is on the fence.



Reaching for the Moon.

Don't Reach for The Moon

You cannot get it, and what's the use of tiring yourself all out and taking the wrinkle out of your pants in trying to get hold of something beyond your reach, and that you wouldn't know what to do with if you succeeded in obtaining it. The trouble with all of us is that a thing never looks real big to us unless it is a good ways off and hard to get.

Puritan Corsets

are not only good but easy to obtain if you once get into the system. Write us and we will "put you next" to a real good thing.

PURITAN CORSET CO.
Kalamazoo, Mich.



WINTER UNDERWEAR

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.



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

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

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

How to Handle Two Types of Merchants.

Answer Nine.

To the man who bought a barrel on some deal and bought the same simply to get the benefit of the deal, I talk to him along this line: Do you not buy other goods than baking powder to get deals? Do you not do the same thing on soap, canned goods, coffees, teas, etc., and you still continue to buy them in quantities? Why not buy the second time because they offer you no special deal, for by this time you have a demand for the goods so that you ought to buy them on their merits. It is this way with Sunshine baking powder. You can buy it right if you wish to and fill the demand which has already been created by the special deal which we sold you. Still you say you do not want to buy the quantity. Why? I have shown you a splendid discount from case price by buying quantities. Are you afraid the goods will spoil or that they will dry up or what is it you are afraid of? You know just as well as I that Sunshine baking powder is here to stay and is a staple article, guaranteed. It is just like putting money in a bank and drawing 10 per cent. when you take advantage of the difference that exists between barrel quantities and case lots. It would pay you to borrow the money to get this deal. The man who buys right is the man who is making a success of his business. Your margin of profit is so small on goods bought in small quantities that you are in duty bound to yourself to take advantage of all discounts offered on staple articles if you wish to succeed.

I generally tell a price cutter that he is a fool for selling our goods below the advertised price, because he doesn't have to cut the goods to sell them, and that if he continues to cut he can not buy any more goods from us direct, and thereafter if he wants them he will have to buy in case lots from a jobber, and then see if he can cut prices. I always tell Mr. Man who is disgruntled about the price being cut by So-and-So that that man can not buy any more Sunshine from us at any price and smooth him over if I can, but I have found that kind of a man a hard proposition. Hope somebody will hit the right way in which his case ought to be handled.

Answer Ten.

If I run up against a case where the dealer has been buying Sunshine in barrel lots, where the goods have been moving quickly, who does not want to buy a barrel but drops off

into a case buyer, claiming the discount is no inducement for him to buy, I explain the discounts to him and ask him if his money is worth more than 24 per cent. a year. With the average dealer a barrel would last him about four months. The average discount on Sunshine in a one barrel lot is 8 per cent., which means 2 per cent. monthly or 24 per cent. annually. Never mention barrel to a dealer, but always the number of dozen—the very word barrel scares a man. When a dealer tells me he has not the room, I ask him to smoke up and give it to me more easy. Under no circumstances would I allow a sale to be passed up for such a poor excuse.

When a dealer tells me that his competitor is selling Sunshine for less than he can buy it, I tell him that this man will have no more Sunshine after his present supply has run out, as we will not under any circumstances sell a man who cuts the price. If he tells me that even Royal yields him a better profit, I show him our figures on a two barrel order and explain the order plan to him. Then I ask the dealer why he asks a lady to pay such a high price for baking powder when he can conscientiously sell her Sunshine as a superior article at a much cheaper price? A salesman must be persistent, but he should not argue with a dealer so as to antagonize him.

Answer Eleven.

The same rule will apply in selling a barrel as selling cases; that is, persuasion, first, last and always. It is a rare thing to find a dealer who will give you case orders without a certain amount of persuasion and the sale of barrels depends largely on the salesman's ingenuity in the art of persuasion. I might go into detail on the discount question, but will not insult any one's intelligence by things they should know. The second question involves difficulties for which we are not responsible. Let us impress the dealer with this: Encourage him to preserve what trade he has; buy in barrels; maintain the regular price, and that we will endeavor to place his present competitor in a more embarrassing position than he has been by refusing to sell him at barrel prices.

Answer Twelve.

I have often found grocers on my route like this man and on investigation I have nearly always found that they are more short of money to pay for their goods than they are short of room to store the barrel of baking powder. For them to say that they are short of room appears to me to be a very foolish excuse. When they say there is not enough difference in price, that, too, is unreasonable. But when they tell you that they can not afford to tie up the money on a barrel, they are, no doubt, telling the truth. If a grocer has a good trade on Sunshine he will buy it as cheap as he can, unless he is short of ready cash to pay for it. I sell him three cases and then go out and look for a man who has a larger bank account and sell him two barrels.

I have not had this price cutting

to contend with so far, but, no doubt, will one of these days. If a man told me he had thrown out Sunshine I would tell him that the other fellows would have to sell all the more to make up for him. If the people want Sunshine they will surely get it. If this man is having calls for Sunshine he is surely going to throw Sunshine in again. He does not throw out Royal and that is cut in nearly all large cities. It is pretty hard to say what I would say to the latter man. It would depend a great deal on what kind of a man he was. I would be governed by conditions as I found them. If he was ugly, let him alone. If he was inclined to be decent, talk it over with him and then go out and try to get the other fellows to stop cutting the price.

Answer Thirteen.

When I call on a grocer who has a good trade on Sunshine and he tells me that he will not buy any more barrels of Sunshine because there is not difference enough to warrant him in buying except in case lots, I show this man that he is a poor buyer. I always use two barrel price figures and talk only two barrels to a man of this kind. I tell him that in purchasing 240 pounds of goods that he has a good trade on he is not taking any chances. It would be foolish for him to pay the long price and buy in cases. I think it is a mistake to talk cases to a man of this kind.

When I find a man who has been selling Sunshine and he tells me that he has a good trade on it, but that he is going to cut it out because some other grocer has cut the price to cost, I tell him that if he weakens at that he is a very easy man to put out of business and if the cutter hears of it he will cut on everything that he has had a good trade on and he will not have a leading brand of anything in his store, for the grocer only cuts on goods which he knows the trade wants and which he well knows the others in his line have a fine trade on.

Answer Fourteen.

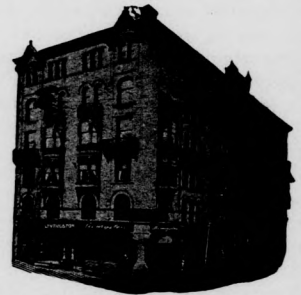
I submit that it is a more difficult matter to offer advice on these two

subjects than it is to handle the man and the proposition itself. The personality of the salesman and of the grocer are more of a factor in the way of handling the two questions than the questions themselves. The two questions submitted have been the most stubborn I have had to contend with. For the past two years the territory I cover has been besieged with "Home Industry" propositions, backed by the influence of grocers' associations and jobbers, offering profits enough to give a grocer heart disease; but they are not a success and the schemes and flaws in them, which I took advantage of and ridiculed, have enabled me to force the Sunshine proposition to the front upon its own immaculate pedestal. We do not pretend to compete with "get rich quick stuff." If we do, we are not in it, from a price and profit standpoint.

Every salesman, in every line from soap to sawdust, contends with these obstacles every day and sometimes Saturdays. Whether your battle ground be in Macedonia or in Pike county, go in to win with courage in the heart, conviction in the brain, never say die and damned be he who first cries, "Hold, enough!"

No woman is ever satisfied with the way another woman arranges the furniture.

LIVINGSTON HOTEL



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

Cor. Fulton & Division Sts., Grand Rapids, Mich.



The La VERDO Cigar

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

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

Couldn't be better if you paid a dollar.

The Verdo Cigar Co.
Manufacturers
Kalamazoo, Michigan

Gripsack Brigade.

R. E. White and I. G. Rodman are meeting with success in handling the lines of S. F. Bowser & Co. at Ft. Wayne.

J. D. Lawton, formerly with the Worden Grocer Co., is now on the road for the Musselman Grocer Co. His territory is the same as before—the Holland Colony.

Dr. W. A. Goodwin, who has represented Eli Lilly & Co., of Indianapolis, in this State, for several years, has transferred himself to Wm. R. Warner, of Philadelphia. He will cover Western Michigan and Northern Indiana for his new house.

Belding Star: L. W. Holmes has now accepted a position as traveling salesman for Crossett & Co., the shirt manufacturers of Chicago. This does not mean that he will relinquish his interest in the new clothing store about to be opened at Ionia, but he will place a man there and devote his time to traveling.

Flint Journal: Horace E. Leadbetter has resigned as salesman for the Durant-Dort Carriage Co. in Ohio and has accepted a similar position with the Flint Wagon Works Co., with Ohio and Indiana as his territory. Mr. Leadbetter has been with the Durant-Dort Co. for the past six years. He will enter upon his new duties on September 15.

Geo. A. Newhall (Clark-Jewell-Wells Co.), while undertaking to embark in his sail boat on Spring Lake recently, missed his footing and went down in eighteen feet of water. He thereupon repaired to the club house of the Spring Lake Yacht Club and sat around dishabille while his clothes were drying. It cost him \$1.50 to get the water out of his watch.

Advance in Salmon Caused by Light Catch.

The J. K. Armsby Company has announced opening prices on Puget Sound sockeye salmon, pack of 1904. The figures are: One-pound talls, \$1.55; one-pound flats, \$1.65; one-half pound flats, \$1.07½. These figures are 5 cents higher on pounds and 12½ cents higher on half-pounds than those made several weeks ago by the Pacific Selling Company and other Puget Sound packers of Puget Sound sockeyes, which were withdrawn when it became certain that the pack would be a failure.

Advices from the Sound say that the total pack of sockeyes to date is 75,000 cases. The season does not legally end until Aug. 23, but owing to the almost total disappearance of the fish, experts do not believe enough will be packed by the time the season closes to make any material difference. Last year's pack of sockeyes on the Sound was the smallest in five years—147,433 cases, compared with 347,000 cases in 1902, 1,116,207 cases in 1901, 228,704 cases in 1900, and 497,000 cases in 1899.

The prices announced by the J. K. Armsby Company are the highest ever known on sockeyes. They are 10 cents higher than the opening on Columbia River flats and 17½ cents higher than the opening on Chinook halves. Prices on Columbia River fish were withdrawn some weeks ago,

owing to the small run of fish. There was a brief run during last week, but it didn't amount to much and was not renewed.

The San Francisco Merchants' Exchange has issued a final report on the Bering Sea pack of Alaska salmon. The total is given as 860,000 cases, distributed among eleven packing plants. These eleven canneries calculated upon a possible output of 1,760,000 cases. It costs as much to pack 860,000 cases as it does to pack 1,760,000 cases. The same number of vessels must be chartered, the same number of men hired, and the same number of canneries made ready for operation. All Chinese contracts, which are made early in the season, must be paid. The report of the Exchange proves how disastrous the present season has been. It has been, probably, the worst in the history of the business. The Exchange figures prove that the 1904 pack is less than 2,250,000 cases, compared with 3,541,000 cases last year, and 5,100,000 cases three or four years ago. The consumption of all grades of salmon last year was 2,500,000 cases, or 250,000 cases more than the total pack this year. The carry over is light, and no one knowing all the facts doubts a complete clean up this season. The experience of most canners is represented by some Alaska companies who planned to pack 40,000 cases, and got 10,000 each. Another company with five factories succeeded in getting 75,000 cases, and still another, which planned to pack 100,000 cases, actually put up 46,000.

The Boys Behind the Counter.

Albion—Harry Walldorff has removed to this city from Hastings to take charge of the carpet and curtain department in the Carter dry goods store.

Bay City—John F. Karpus, formerly with the Fashion clothing parlors at Saginaw, has taken a position with H. G. Wendland & Co. as manager and buyer in the boys' and children's department.

Battle Creek—John R. Robertson, who has been in charge of the Buffalo Dry Goods Co. for the past three years, has gone to Buffalo, where he will assume a responsible position with the Adam, Meldrum & Anderson Co.

Portland—H. Clay Newman has resigned his position in M. J. Dehn's clothing store and has gone to Lansing to engage in the real estate, collection and insurance business.

Onaway Business Men in Line.

Onaway, Aug. 15—The Onaway Business Men's Association has adopted the by-laws published in the Tradesman of July 27 and find that they fill the bill to perfection.

We thank you for the interest shown in helping to promote and encourage such a good cause.

W. B. Gregg, Pres.

Chas. B. Hibbard has purchased the entire stock and is now sole proprietor of the Yankee Rapid Grater.

W. H. Ott & Son, general dealers, Eckerty, Ind: We need the Tradesman in our business.

Negaunee Merchants To Touch Elbows.

Negaunee, Aug. 15—The committee named at the preliminary meeting of Negaunee business men to call on the merchants and ascertain their views on the advisability of organizing a merchants' association has met with excellent success. There are about fifty business men eligible to membership. Forty-five have signed the membership roll and have paid the initiation fee of \$2. The other five have not yet been seen.

As about all the business men will join the association its success is assured. At the first meeting about twenty were present, and it was then evident that the movement would be successful. A session has been called for Friday evening of next week, when a permanent organization will be perfected. The by-laws presented at the last meeting seemed to meet the approval of all present and they will likely be adopted next week.

The Negaunee business men would like to have the Ishpeming merchants get together and organize a similar association. It is believed that the two organizations could work together satisfactorily, especially in the matter of credits, etc. Ishpeming had an association some years ago, but it was not a success, as it was not organized with a large enough representation of the business men. If the Ishpeming merchants should get together it would be a good idea for the associations of the three cities of the county to consolidate, holding joint meetings for a discussion of topics pertaining to their welfare. Social gatherings could also be held, either in connection with the joint meetings or separately.

Two New Buildings at Boyne Falls.

Boyne Falls, Aug. 15—L. A. Moon & Co. have broken ground for a new store building, 24x60 feet in dimensions, two stories and basement. It will be constructed of brick, with plate glass front and other modern improvements. It will be connected with the old store by means of an archway.

Meyer Bros.' new brick store building is nearing completion. It is 30x80 feet in dimensions, two stories and basement, with an implement warehouse 32x80 feet in dimensions. The store has steel ceilings, plate glass windows, elevator and other modern improvements.

Universal Holiday at Ypsilanti.

Ypsilanti, Aug. 16—Business Men's holiday will be universally observed in Ypsilanti to-morrow, all the stores being closed and a large number of special attractions being provided outside the city, as well as at home. Wolf Lake appears to be the greatest drawing card, to judge from the many who have announced their intention of spending the day there.

To Form Calcium Carbide Syndicate.

Manufacturers of carbide of calcium both here and in Europe are trying to arrange a plan for a new price agreement. Until three months ago the price of carbide was controlled by an international syndicate. At that

time the United Carbide Works of Nuremberg withdrew and the syndicate was dissolved. Since then the trade has become demoralized by price cutting.

Lansing—S. H. Smith, of Detroit, acting secretary of a company composed of Charlotte, Detroit and Lansing people which has plans for erecting a peat manufactory at or near the Old Maid Swamp, is authority for the statement that before snow flies there will be fuel made from the peat from that swamp. R. E. Olds, who is one of the largest stockholders in this company, as well as in the Bancroft Peat Fuel Co., is at present absorbed in the work being done at Bancroft. All the machinery has been installed in that factory and the work of making a peat that will be the right thing for fuel is going on. Acres of the raw material have been removed from the earth and the stuff is now drying in the sheds ready for the grinding process.

Flint—The Knox Company, of Cincinnati, is looking for a new location for its shoe factory and has written Mayor Macdonald asking if Flint has any inducements to offer for the location of the plant here. The company intimates that it would require concessions in the way of remission of taxes, free water, etc. The Mayor has referred the matter to the Business Men's Association.

Plainwell—T. M. Spray has resigned his position as manager of the Plainwell creamery and Charles T. Richards, of St. Louis, succeeds him. H. Reynolds, from the creamery at Three Oaks, will be the new butter-maker. The creamery will still be conducted by the Hastings Industrial Co. Mr. Spray has taken a position with the Sanitary Milk Co., at Kalamazoo.

Pontiac—Frank G. Jacobs has taken the position of sales manager for the Pontiac Knitting Works company. He has been interested in the concern for a number of years and when the recent reorganization was effected became a member of the new company. Mr. Jacobs recently withdrew from a partnership with C. V. Taylor in the vehicle business.

Advices from Eastport, Me., are to the effect that there has been a fair run of sardine fish along the Maine coast of late. Packers have been able to catch up with their deliveries to some extent. The total pack to date is below 100,000 cases. Stock for immediate delivery is extremely scarce, and \$3.10, free on board Eastport, is the lowest quotation.

A. J. Crago, manager of the general store of Cobbs & Mitchell, Inc., was quietly married Aug. 10 to Miss Mae Winters at the home of the bride's parents at Traverse City. The happy couple are spending a fortnight in Chicago, Hillsdale and Grand Rapids. The Tradesman extends congratulations.

The trouble with some men is that they have too much room at the top.



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.
Grand Rapids—Nov. 1 and 2.

Michigan State Pharmaceutical Association.

President—W. A. Hall, Detroit.
Vice-Presidents—W. C. Kirchgessner, Grand Rapids; Charles P. Baker, St. Johns; H. G. Spring, Unionville.
Secretary—W. H. Burke, Detroit.
Treasurer—E. E. Russell, Jackson.
Executive Committee—John D. Muir, Grand Rapids; E. E. Calkins, Ann Arbor; L. A. Seitzer, Detroit; John Wallace, Kalamazoo; D. S. Hallett, Detroit.
Trade Interest Committee, three-year term—J. M. Lemen, Shepherd and H. Dolson, St. Charles.

M. S. P. A.

Closing Day of the Twenty-Second Annual Convention.

The second day's session of the Michigan State Pharmaceutical Association, last Wednesday, opened with a verbal report from W. C. Kirchgessner, recommending that local druggists sell direct to the physicians, soliciting the business themselves and not waiting for the physicians' supply houses to take the initiative. Mr. Kirchgessner also read an instructive paper entitled, Tooth Paste, Powder and Lotion, which was published in full on page 7 of last week's issue of the Tradesman.

The special Committee on President's Address presented the following report, which was adopted:

Your Committee regrets that lack of time prevents it from considering in detail the masterful effort of your President. It would recommend that the thanks of the Association be extended to President Walker for the painstaking care with which he has presented the many needs of the pharmacist. The recommendations are, on the whole, timely.

Your Committee finds little with which it cannot agree, therefore its report must be, in the main, commendatory.

Regarding mention of matters for legislative action, your Committee would recommend that they be considered seriatim by a committee of the whole, which their importance justifies, the more important of which are: Educational qualifications for applicants; the defining and limiting of duties of assistants during temporary absence of proprietor; the desirability of prohibiting substitution; defining sharply the several grades of pharmacists; requiring manufacturers of semi-proprietary remedies used for dispensing to print upon the label their composition and maximum dose; liquor legislation as a part of pharmacy law; to what extent the poison law shall be carried. There are other important matters mentioned which might be considered here but for the fact that they are referred to the consideration of proposed pharmacy law.

The important recommendation referring to continual affiliation with N. A. R. D. meets with our approval.

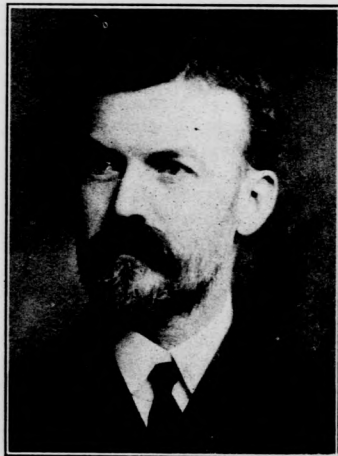
We are, however, not in sympathy with the President's belief that the serial numbering plan cannot be made operative; but we would recommend that the suggestion embodied in delegate Webber's report of the meeting of the N. A. R. D. be accepted as a line of action and as an expression of the sentiments of this Association.

Dr. J. O. Schlotterbeck, of the University of Michigan, Ann Arbor, presented the report of the Adulteration Committee, which showed an unusually high standard of purity in the drugs and chemicals dispensed in the pharmacies throughout the State. It recommended, however, laws for maintaining this standard, and the enforcement of all present laws bearing upon this subject.

Charles F. Mann, of Detroit, chairman of the Committee on Legislation, presented the draft of a new pharmacy law prepared by that Committee. This report was discussed for several hours at both the forenoon and afternoon sessions and was finally adopted with numerous amendments. The Tradesman will undertake to present the proposed law to its readers in the near future.

Dr. A. B. Prescott, of Ann Arbor, read a paper on General Education, which is published verbatim elsewhere in this week's paper.

J. B. Duple, of Chicago, an organizer of the N. A. R. D., addressed the afternoon session. He said that he had been forty-three years in the retail drug business, and from the experience he had gained in that time felt that he was familiar with the needs of the business. One of these



Chas. F. Mann

was that the retailer should place a higher estimate on the professional side of his occupation. He argued for the establishment and maintenance of the highest possible ideals of the profession and abstinence from the cutting of rates. He spoke strongly in favor of organization and briefly narrated the results accomplished by the N. A. R. D. in its six consecutive years of organized effort.

The Committee on Nominations recommended the election of the following officers for the ensuing year:

President—W. A. Hall, Detroit.
Vice-Presidents—W. C. Kirchgessner, Grand Rapids; Charles P. Baker, St. Johns; H. G. Spring, Unionville.
Secretary—W. H. Burke, Detroit.
Treasurer—E. E. Russell, Jackson.
Executive Committee—John D. Muir, Grand Rapids; E. E. Calkins, Ann Arbor; L. A. Seitzer, Detroit; John Wallace, Kalamazoo; D. S. Hallett, Detroit.

Trade Interest Committee, three-year term—J. M. Lemen, Shepherd and H. Dolson, St. Charles.

The report was concurred in.

Kalamazoo was decided upon as the next place of meeting.

After adopting a vote of thanks to the Hazeltine & Perkins Drug Co. for the excellent banquet of Tuesday evening, and to W. C. Kirchgessner, local Secretary, for his efficient services in making the meeting a success, the session was adjourned.

One of the most noteworthy features of the meeting was the addition of seventy-three new members. as follows:

W. R. Hall, Manistee.
Geo. W. Fisher, Grand Rapids.
Wm. J. Shutter, Grand Rapids.
Irving E. Pettit, Grand Rapids.
Jacob B. Timmer, Grand Rapids.
Henry B. Fairchild, Grand Rapids.
Lee M. Hutchins, Grand Rapids.
Bernard Allane Parsons, Detroit.
Lloyd M. Mills, Grand Rapids.
Geo. A. Pierce, Grand Rapids.
Herbert F. Prescott, Detroit.
F. J. Wheaton, Jackson.
Chas. Sumner Koon, Muskegon.
Arthur Ernest Crippen, Grand Rapids.

Theron Forbes, Grand Rapids.
Richard Van Bochove, Grand Rapids.

A. C. Henderson, Chicago.
Herman F. Miller, Ann Arbor.
C. F. Meads, Scottville.
J. A. Damon, Weidman.
Dan. H. Silva, Boston, Mass.
Chas. P. Baker, St. Johns.
J. W. Armstrong, Middleville.
John L. Wallace, Kalamazoo.
Chas. E. Hollister, Detroit.
Wm. H. Allen, Detroit.
Harry Dolson, St. Charles.
J. D. Gilleo, Pompeii.
James Herbert Joyce, Mt. Clemens.
Cornelius Dykema, Detroit.

John C. Dutmers, Grand Rapids.
Leonard H. Seitzer, Detroit.
W. W. Cox, Mt. Pleasant.
Carl W. Wilcox, Flushing.
Frank W. Stevens, Detroit.
Willard Oleigin, Detroit.
Frank N. Maus, Kalamazoo.
E. M. Kennedy, Kalamazoo.
W. C. Wheelock, Kalamazoo.
P. H. Roeffler, Kalamazoo.
Wm. McKie, Kalamazoo.
R. W. Cochrane, Kalamazoo.
C. E. Van Avery, Kalamazoo.
Walter W. Briggs, Kalamazoo.
Ernest Royce, Kalamazoo.
Claude P. Bidlack, Kalamazoo.
W. W. Reburn, Kalamazoo.
H. S. Colman, Kalamazoo.
Oscar H. Haarer, Ann Arbor.
Sid. W. Bullock, Howard City.
Manlius A. Engle, Hartford.
Paul J. Miller, East Tawas.
L. B. Millard, Adrian.
T. E. Chappell, Grand Ledge.
C. F. Beeler, Caledonia.

Frank J. Maus, Kalamazoo.
Owen M. Raymo, Wayne.
A. Blake Gibson, Grand Rapids.
Fred. H. Osborne, Detroit.
Philip Schaupner, Ann Arbor.
L. O. Cushing, Ann Arbor.
Jas. J. Quarry, Ann Arbor.
E. Y. Swift, Detroit.
A. W. Huntley, Saranac.
Wm. W. Fiero, Detroit.
Walter D. Yale, Deerfield.
John A. Morrison, Cass City.
Oscar Arndt, Detroit.
Von W. Furniss, Nashville.
Cornelius J. Dutmers, Grand Rapids.

Willard McKenzie Warren, Grand Rapids.
Elmer G. Davis, Grand Rapids.
Fred F. Johnston, Chicago.

The Cost of Prescriptions.

President R. B. King, of the Arkansas Pharmaceutical Association, says: "It is with regret and deep sorrow that as each year passes I find our profession drifting more into the mercantile line, and the prescription business getting to be one of patent,

or, more elegantly called, proprietary medicines. Do any of you druggists who reside in small towns ever figure up the cost of the prescription case and the expense attached, and how unprofitable it is to you when you are compelled to use proprietary remedies? With the increased number of pills, tablets, coal tar derivations, and elixirs, it is hard to fill a prescription case for less than \$400. Now, say that you average twenty prescriptions a day and have to pay a registered man \$3 per day, and half of your prescriptions call for proprietary remedies, what is your profit?"

The Drug Market.

Opium—Is unchanged.

Morphine—Is steady.

Quinine—Has declined 2c per ounce. This reduction was totally unexpected and is not accounted for.

Cod Liver Oil, Norwegian—Has an unaccountable demand, and will no doubt be higher.

Balsam Peru—Has advanced and is tending higher.

Sassafras Bark—Is very firm and tending higher.

Roman Chamomile Flowers—Have advanced.

American Saffron—Is very firm. Higher prices do not seem to stop the demand.

Gum Camphor—Is without change, but is very firm.

Goldenseal—Continues to advance and will rule higher later on.

Senega Root—Has again advanced.

To Distinguish Phenacetin and Acetanilid.

Dr. Barral gives the following reactions for acetanilid and phenacetin: With phospho-molybdate of ammonia, both compounds yield a yellow precipitate, but that of acetanilid dissolves upon warming while the phenacetin precipitate does not. Mandelin's reagent gives with acetanilid a red color rapidly changing to a brownish green, while the color produced with phenacetin is olive-green at first and red-brown afterwards. Sodium persulphate gives a yellow to orange color with phenacetin, and bromine water colors the crystals of the same compound a rose red. Milon's reagent gives a yellow color with phenacetin, nitrous ether being disengaged at the same time.

Popularity will soon run away from the man who chases it.

SCHOOL SUPPLIES

STATIONERY AND SUNDRIES

Our travelers are out with a complete line of samples

Attractive Styles at Attractive Prices

Holiday Goods will soon be ripe and our line will please you

FIREWORKS for campaign use or Special Displays for any occasion on short notice. Send orders to

FRED BRUNDAGE

32 and 34 Western Ave., MUSKEGON, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced— Declined—

Table of drug prices including sections for Aceticum, Aconitum, Alkaloids, and various botanical extracts.

Table of drug prices including sections for Mannia, Mentha, Morphia, and various chemical compounds.

HOLIDAY LINE

For the past three years we have shown the largest and best assorted line of Holiday Goods ever exhibited in Michigan.

This year we have a much larger and better assorted display than we have ever shown.

Our Mr. Dudley is now out with samples and we hope you will call on him when notified.

Hazeltine & Perkins Drug Co.

Wholesale Druggists Grand Rapids, Michigan

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets By Columns

Table listing various market categories such as Axle Grease, Bath Brick, Brooms, Butter Color, Confections, Candles, Canned Goods, Carbon Oils, Catsup, Cheese, Chewing Gum, Chioery, Chocolate, Clothes Lines, Cocoa, Coconut, Cocoa Shells, Coffee, Crackers, Dried Fruits, Farinaceous Goods, Fish and Oysters, Fishing Tackle, Flavoring extracts, Fly Paper, Fresh Meats, Fruits, Gelatine, Grain Bags, Grains and Flour, Herbs, Hides and Pelts, Indigo, Jelly, Licorice, Lye, Meat Extracts, Molasses, Mustard, Nuts, Nives, Pipes, Pickles, Playing Cards, Potash, Provisions, Rice, Salad Dressing, Salaratus, Sal Soda, Salt, Salt Fish, Seeds, Shoe Blacking, Snuff, Soap, Soda, Spices, Starch, Sugar, Syrups, Tea, Tobacco, Twine, Vinegar, Washing Powder, Wicking, Woodenware, Wrapping Paper, Yeast Cake.

Table 1: AXLE GREASE, BAKED BEANS, BATH BRICK, BROOMS, BRUSHES, BUTTER COLOR, CANDLES, CANNED GOODS, CARBON OILS, CATSUP, CHEESE, CHIOERY, CHOCOLATE, CLOTHES LINES, COCOA, COCOANUT, COFFEE, CORN, CROCKERY, DRIED FRUITS, FARINACEOUS GOODS, FISH AND OYSTERS, FISHING TACKLE, FLAVORING EXTRACTS, FLY PAPER, FRESH MEATS, FRUITS, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS, HIDES AND PELTS, INDIGO, JELLY, LICORICE, LYE, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, NIVES, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALARATUS, SAL SODA, SALT, SALT FISH, SEEDS, SHOE BLACKING, SNUFF, SOAP, SODA, SPICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

Table 2: Pineapple, Pumpkin, Raspberry, Russian Caviar, Salmon, Sardines, Succotash, Strawberries, Tomatoes, Water White, Gasoline, Deodor'd Napa, Engine, Black, winter, Acme, Peerless, Carson City, Elsie, Emblem, Gem, Ideal, Jersey, Riverside, Warners, Erick, Edam, Leiden, Limburger, Pineapple, Swiss, domestic, Swiss, imported, CHEWING GUM, American Flag Spruce, Beeman's Pepsin, Black Jack, Largest Gum Made, Sen Sen, Sen Sen Breath Per'e, Sugar Leaf, Yucatan, Bulk, CHICORY, Red, Eagle, Frank's, Schener's, CHOCOLATE, Waiter Baker & Co.'s, German Sweet, Premium, Vanilla, Caracas, Eagle, CLOTHES LINES, Sisal, 60 ft, 3 thread, extra, 72 ft, 3 thread, extra, 90 ft, 3 thread, extra, 60 ft, 6 thread, extra, 72 ft, 6 thread, extra, 72 ft, 6 thread, extra, 60 ft, 75, 72 ft, 90 ft, 90 ft, 120 ft, Cotton Victor, 60 ft, 75, 60 ft, 70 ft, Cotton Windsor, 60 ft.

Table 3: 60 ft, 70 ft, 80 ft, Cotton Braided, 40 ft, 50 ft, 60 ft, No. 20, each 100 ft long, No. 19, each 100 ft long, COCOA, Baker's, Cleveland, Colonial, Colonial, 1/4s, Epps, Huyler, Van Houten, 1/4s, Van Houten, 1/4s, Van Houten, 1s, Webb, Wilbur, 1/4s, Wilbur, COCOANUT, Dunham's, Dunham's, Dunham's, Bulk, COCOA SHELLS, 20 lb. bags, Less quantity, Pound packages, COFFEE, Rio, Common, Choice, Fancy, Santos, Common, Fair, Choice, Fancy, Peaberry, Maracalibo, Choice, Mexican, Fancy, Guatemala, Java, African, Fancy African, O. G., P. G., Mocha, Arabian, Package, New York Basis, Arbuckle, Dilworth, Jersey, Lion, McLaughlin's XXXX sold to retailers only, Mail all orders direct to W. F. McLaughlin & Co., Chicago, Extract, Holland, 1/2 gro boxes, Felix, 1/2 gross, Hummel's foll, Hummel's tin, CRACKERS, National Biscuit Company's Brands, Butter, Seymour Butters, N Y Butters, Salted Butters, Family Butters, Soda, N B C Sodas, Select, Saratoga Flakes, Oyster, Round Oysters, Square Oysters, Faust, Argo, Extra Farina, Sweet Goods, Assorted Cake, Bagley Gems, Belle Rose, Bent's Water, Butter Thin, Chocolate Drops, Coco Bar, Cococanut Taffy, Cinnamon Bar, Coffee Cake, N. B. C. 10, Coffee Cake, Iced, Cococanut Macaroons, Cracknels, Currant Fruit, Chocolate Dainty, Cartwheels, Dixie Cookie, Fluted Cococanut, Frosted Creams, Ginger Gems, Ginger Snaps, N B C 7, Grandma Sandwich, Graham Crackers, Honey Fingers, Iced, Honey Jumbles, Iced Happy Family, Iced Honey Crummet, Imperials, Indiana Belle, Jersey Lunch, Lady Fingers, Lady Fingers, hand md

Table 4: Lemon Biscuit Square, Lemon Wafer, Lemon Snaps, Lemon Gems, Lem Yen, Marshmallow, Marshmallow Cream, Marshmallow waunit, Mary Ann, Malaga, Mich Coco F's'd honey, Milk Biscuit, Mich Frosted Honey, Mixed Picnic, Molasses Cakes, Sclo'd, Moss Jelly, Muskegon Branch, Iced, Newton, Oatmeal Crackers, Orange Slice, Orange Gem, Penny Assorted Cakes, Pilot Bread, Pineapple Honey, Ping Pong, Pretzels, hand made, Pretzelottes, hand m'd, Rube Sears, Scotch Cookies, Snowdrops, Spiced Sugar Tops, Sugar Cakes, scalloped, Sugar Squares, Sultanas, Spiced Gingers, Urichins, Vienna Crimp, Waverly, Zanzibar, DRIED FRUITS, Apples, Sundried, Evaporated, California Prunes, 100-125 25lb. boxes, 90-100 25 lb. bxs., 80-90 25 lb. bxs., 70-80 25 lb. bxs., 60-70 25lb. boxes, 50-60 25 lb. bxs., 40-60 25 lb. bxs., 30-40 25 lb. bxs., 1/2c less in b... cases, Corsican, Citron, Currants, Imp'd, 1lb. pkg., Imported bulk, Peel, Lemon American, Orange American, Raisins, London Layers 3 cr, London Layers 3 cr, Cluster 4 crown, Loose Muscatels, 2 cr., Loose Muscatels, 3 cr., Loose Muscatels, 4 cr., L. M. Seeded, 1lb. 7 1/2 @ 7 1/2, L. M. Seeded, 1/2 lb. 5 1/2 @ 6, Sultanas, bulk., Furanas, package, FARINACEOUS GOODS, Beans, Dried Lima, Med. Hd. Pk'd., Brown Holland, Farina, 24 1 lb. pkgs., Bulk, per 100 lbs., Hominy, Flake, 50 lb. sack, Pearl, 200 lb. sack, Pearl, 100 lb. sack, Maccaroni and Vermicelli, Domestic, 10 lb. box, Imported, 25 lb. box, Pearl Barley, Common, Chester, Empire, Peas, Green, Wisconsin, bu, 1 3/5, Green, Scotch, bu, 1 40, Split, lb., Rolled Oats, Rolled Avenna, bbls., Steel Cut, 100lb. sacks, Monarch, bbl., Monarch, 10lb. sacks, Quaker, cases, Sage, East India, German, sacks, German, broken pkg, Taploca, Flake, 110lb. sacks, Pearl, 130lb. sacks, Pearl, 24 lb. pkgs., Wheat, Cracked, bulk, 24 2 lb. packages, FISHING TACKLE, 1/2 to 1 in, 1 1/2 to 2 in, 1 1/2 to 2 in, 1 2-3 to 2 in, 2 in, 3 in, Cotton Lines, No. 1, 10 feet, No. 2, 15 feet, No. 3, 15 feet, No. 4, 15 feet, No. 5, 15 feet, No. 6, 15 feet, No. 7, 15 feet, No. 8, 15 feet, No. 9, 15 feet, MEAT EXTRACTS, Armour's, 2 oz., Armour's, 4 oz., Liebig's, Chicago, 2 oz. 5, Liebig's, Chicago, 4 oz. 5, Liebig's, imported, 2 oz. 5, Liebig's, imported, 4 oz. 5

Table 5: Linen Lines, Small, Medium, Large, Poles, Bamboo, 14 ft., pr ds., Bamboo, 16 ft., pr ds., Bamboo, 18 ft., pr ds., FLAVORING EXTRACTS, Foote & Jenks, Coleman's Van. Lem., 2oz. Panel, 3oz. Taper, No. 4 Rich. Blake, Jennings, Terpenesse Lemon, No. 2 D. C. pr dz., No. 4 D. C. pr dz., No. 6 D. C. pr dz., Taper D. C. pr dz., Mexican Vanilla, No. 2 D. C. pr dz., No. 4 D. C. pr dz., No. 6 D. C. pr dz., Taper D. C. pr dz., GELATINE, Knox's Sparkling, doz. 1 20, Knox's Sparkling, gro. 14 00, Knox's Acidu'd, doz. 1 20, Knox's Acidu'd, gro. 14 00, Oxford, Plymouth Rock, Nelson's, Cox's, 2 qt. size, Cox's, 1 qt. size, GRAIN BAGS, Amoskeag, 100 lb. b's. 18, Amoskeag, less than b. 19 1/2, GRAINS AND FLOUR, Wheat, Old Wheat, No. 1 White, No. 2 Red, No. 3, New Wheat, No. 2 Red, No. 1 White, Winter Wheat Flour, Local Brands, Patents, Second Patents, Straight, Second Straight, Clear, Graham, Buckwheat, Rye, Subject to usual cash discount, Flour in bbls., 25c per bbl. additional, Worden Grocer Co.'s Brand, Quaker, paper, Quaker, cloth, Spring Wheat Flour, Pillsbury's Best 3/8s, Pillsbury's Best 1/2s, Pillsbury's Best 3/4s, Pillsbury's Best 5/8s, Lemon & Wheeler Co.'s Brand, Wingold, 1/4s, Wingold, 1/2s, Wingold, 3/4s, Judson Grocer Co.'s Brand, Ceresota, 1/4s, Ceresota, 1/2s, Ceresota, 3/4s, Worden Grocer Co.'s Brand, Laurel, 1/4s & 1/2s paper, Laurel, 1/4s, Laurel, 1/2s, Laurel, 3/4s, Meal, Bolted, Golden Granulated, Feed and Millstuffs, St. Car Feed screened, No. 1 Corn and Oats, Corn Meal, coarse, Oil Meal, Winter wheat bran, Winter wheat mid'ngs, Cow feed, Oats, Car lots, Corn, Hay, No. 1 timothy car lots, No. 1 timothy ton lots, HERBS, Sage, Hops, Laurel Leaves, Senna Leaves, INDIGO, Madras, 5 lb. boxes, S. F., 2, 3, 5 lb. boxes, JELLY, 5lb. palls, pr dos, 15lb. palls, 30lb. palls, LICORICE, Pure, Calabria, Sicily, Root, LYE, Condensed, 2 ds, Condensed, 4 ds, MEAT EXTRACTS, Armour's, 2 oz., Armour's, 4 oz., Liebig's, Chicago, 2 oz. 5, Liebig's, Chicago, 4 oz. 5, Liebig's, imported, 2 oz. 5, Liebig's, imported, 4 oz. 5

6

Table of goods including MOLASSES, MUSTARD, OLIVES, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, LARD, SAUSAGES, CASINGS, RICE, and various other items with prices.

7

Table of goods including SALAD DRESSING, SALERATUS, SAL SODA, SALT, SODA, SOUPS, SPICES, SALT FISH, STARCH, SYRUPS, SEEDS, and various other items with prices.

8

Table of goods including SOAP, SODA, SOUPS, SPICES, STARCH, SYRUPS, TEA, and various other items with prices.

9

Table of goods including English Breakfast, TOBACCO, Smoking, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, BASKETS, and various other items with prices.

10

Table of goods including Churns, Egg Crates, Faucets, Mop Sticks, Pails, TOOTHPLICKS, TRAPS, TUBS, WINDOW CLEANERS, WOOD BOWLS, WRAPPING PAPER, YEAST CAKE, FRESH FISH, OYSTERS, and various other items with prices.

11

Table of goods including Pelts, CONFECTIONS, Mixed Candy, Fancy-In Pails, FANCY-IN 5th. BOXES, NUTS, and various other items with prices.

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes ..75 9 00
Paragon55 6 00

BAKING POWDER
Jaxen Brand



1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60

Royal



10c size. 90
1/4 lb cans 135
6 oz cans 190
1/2 lb cans 250
3/4 lb cans 375
1 lb cans 480
2 lb cans 1800
5 lb cans 2150

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 16 oz ro'd, p gro 9 00

BREAKFAST FOOD
Walsh-DeRoo So.'s Brands



Sunlight Flakes
Per case\$4 00
Wheat Grits
Cases, 24 2 lb. pack's.\$2 00

CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 500.....33 00
500 or more.....32 00
1,000 or more.....31 00

COCOANUT



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
Forequarters5 1/2 @ 6 1/2
Hindquarters 9 1/2 @ 10
Loins 12 @ 16
Ribs 8 1/2 @ 13
Rounds 7 1/2 @ 8 1/2
Chucks @ 6
Plates @ 4

Pork
Dressed @ 7
Loins @ 11
Boston Butts. @ 9 1/2
Shoulders @ 9
Leaf Lard @ 7

Mutton
Carcass 6 @ 7
Lamb's 10 1/2 @ 11 1/2

Veal
Carcass 6 1/2 @ 8



24 10c cans1 84
12 25c cans2 30
6 50c cans3 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

COFFEE SUBSTITUTE

Javril

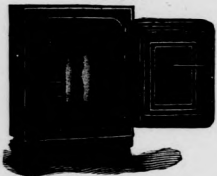


2 doz. in case.4 50



CONDENSED MILK
4 doz. in case
Gail Borden Eagle....6 40
Crown5 90
Champion4 52
Daisy4 70
Magnolia4 00
Challenge4 40
Dime3 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 Company. 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..3 25
50 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50
Black Hawk, five bxs.2 40
Black Hawk, ten bxs.2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Place Your
Business
on a
Cash Basis
by using
our
Coupon Book
System.
We
manufacture
four kinds
of
Coupon Books
and
sell them
all at the
same price
irrespective of
size, shape
or
denomination.

We will
be
very
pleased
to
send you samples
if you ask us.
They are
free.

Tradesman Company
Grand Rapids

When You Buy Your Fall Goods

You've got to know the looks, merits and net cost of each item to be sure you are buying right

A truthful picture, a clear description, a guaranteed net price for each item in more than fifty departments—all contained in a book, compact, thoroughly indexed and otherwise arranged for the convenience of the busy buyer—

If you had such a book, within easy reach, at which to take a last look before you finally gave any order, you'd feel pretty sure that you were buying right—would you not?

Every one of our monthly catalogues is just such a book. A chance to get so complete and up to-date a buying guide, free for the asking, is—well, YOU have the chance.

Use Our Fall Catalogue

the September number, and you'll be fully informed about immense lines of Fall and Holiday merchandise.

Included in that book are many "yellow-page" items—the very special things we make it a business to provide for customers' use in show windows and advertising.

This September catalogue is free for the asking, remember—provided, the one asking is really a merchant—and its number is J513.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
NEW YORK CHICAGO ST. LOUIS

BUSINESS-WANTS-DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—On account of the death of Jas. Brace at White Cloud, Mich., the stock of drugs and fixtures formerly owned by him is for sale. The fixtures as well as the stock are new, well selected and assorted and were appraised at about \$1,400. We consider this a rare opportunity. For particulars, write H. D. Woodward, administrator, Newaygo, Mich., or Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 790

For Sale—Grocery business, stock, fixtures, store building, living rooms, barn. Fine place, paying business. Owner going west. Must sell by Oct. 1. Address C. H. S., care Michigan Tradesman. 785

Bakery—Best located in State. City 30,000; annual business, \$11,000; no cut pieces; snap. Owner going away for health. \$500 down, balance to suit. "Snap," Box 1564, Battle Creek, Mich. 787

For Sale—Profitable hardware business in prosperous city, Northern Illinois. Invoice \$4,000. Half cash, balance gilt-edge real estate. Address No. 788, care Michigan Tradesman. 788

For Sale—A good hardware and implement business in a hustling town on railroad and good farming section of North Central Michigan. Stock about \$2,000. Will reduce it if required. Inquire No. 778, care Michigan Tradesman. 778

For Sale—The new Walloon Hotel; modern in every respect; located on Walloon Lake, one of the most popular summer resorts in Northern Michigan; sixty rooms, water works, electric light plant, good trade established. Call on or address A. E. Hass, Walloon Lake, Mich. 779

For Sale—Clean clothing, shoe and dry goods stock, located in best town of 1,000 population in Northern Michigan. Two railroads, farming and manufacturing. Only one competitor. Rent \$20 per month. Owner has cleaned up \$5,000 in three years but is compelled to go West on account of ill health. Purchaser must have \$3,000 cash. Address No. 780, care Michigan Tradesman. 780

For Sale—Cigar, tobacco, confectionery store. Billiard parlors connection. Good business; can make invoice \$1,500 or less by September 15. Must be cash. Reason, sickness and other business. Address Lock Box 431, Harbor Springs, Mich. 782

For Sale—Books, stationery and wall paper stock in a Michigan city of ten thousand inhabitants. Only one other such stock in the place. A good chance for young man. Business established in 1896. For particulars, address Book Store, care Michigan Tradesman. 783

Stock of clothing for sale at Cheboygan, Michigan, Sept. 7th, 1904. Long established business in Post Office block, best location in city. An unusual opening for right man. Unprofitable investments out of business cause of sale. A. W. Ramsay, Trustee, Lock Box 102, Cheboygan. 784

Can you compute interest? Our cash-raising system leads them all. The Mossler Salvage Co., of Chicago, Ill., raised the enormous sum of \$182,745.63 for merchants in various parts of the U. S. during the first six months of this year ending June 30, 1904. Figure the interest these merchants might be paying now on loans, had they not sought our aid! We sell our goods at 100 per cent. and over, quickly and legitimately on your premises, on a commission basis (no auction). Write us for terms and references. Mention size and kind of stock, and whether you wish to quit business entirely or simply reduce. Address Maurice Mossler, Mgr., 5728 Indiana Ave., Chicago, Ill. 789

You can easily make from \$25 to \$50 per week on an investment of \$100 and not interfere with your business. Write for particulars. Capital Investment Co., 113 Allegan St., West, Lansing, Mich. 791

National Campaign Button Company, Detroit, Mich., wants agents to sell campaign buttons and lithographs. Send for price list. 781

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—Drug store in Western Michigan town of 1,400. Address No. 755, care Michigan Tradesman. 755

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

For Sale—Stock of groceries and staple dry goods and boots and shoes, located in good trading point, nine miles from the nearest city. Annual sales aggregate \$15,000. Good location to handle poultry and farm produce. Property includes half acre of land, new store building, good barn, store house and oil house. Good church and school privileges. Wagon can be run in connection with store to advantage. Will sell for cash only. Address No. 687, care Michigan Tradesman. 687

Restaurant—Finest stand in Northern Ohio; doing a \$28,000 to \$30,000 business each year; 40 years' standing. Will take farm or good city property for part payment. Jule Magnee, Findlay, Ohio. 666

For Sale—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

Attention, Merchants—The Rapid Sales Company can reduce or close out your stock for spot cash without loss; we prove our claims by results; shelf-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—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

\$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

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, Tenn. 736

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 manufacturers; 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—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. Rvena Food Company, Ltd., Saginaw, Mich. 751

For Sale—My selected drug stock; invoice \$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 Walhausen, Druggist, 1345 Johnson St., Bay City, Mich. 777

For Sale—Bargains in dirt—five farms, 160, 203, 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

Farms and city property to exchange for mercantile stocks. We have tenants for stores in good towns. Clark's Business Exchange, Grand Rapids, Mich. 626

For Sale—A fine 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

For Sale—I wish to sell my grocery business. P. W. Holland, Ovid, Mich. 737

For Sale—A 25 horse-power steel horizontal boiler. A 12 horse-power engine with pipe fittings. A blacksmith forge with blower and tools. Shafting, pulleys, belting. All practically new. Original cost over \$1,200. Will sell for \$600. Address B-B Manufacturing Co., 50 Masonic Temple, Davenport, Iowa. 537

For Sale—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. 589

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 A1 Stock of General Merchandise—My fine farm of 160 acres together with teams, stock and tools. The farm is located at Coopersville, Ottawa county, thirteen miles from city limits of city of Grand Rapids. Call or write if you mean business E. O. Phillips, Coopersville, Mich. 535

POSITIONS WANTED.

Wanted—Position by an experienced shoe and men's furnishing goods salesman, as clerk or manager; eight years for one man, five years as buyer and manager. High class reference. Address Roy DeLong, Delphi, Indiana. 793

Wanted—Position as salesman in general store or on grocery wagon, by experienced man. Address No. 792, care Michigan Tradesman. 792

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.

Wanted—Experienced varnishers and rubbers; steady work all the year. Address The Hamilton Manufacturing Co., Two Rivers, Wis. 786

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 \$60,000. 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., Groversville, N. Y. 727

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

Wanted—Salesmen with established trade to handle Keystone hats, caps and straw goods. Sullivan & Dunn, 39 and 41 East 12th St., New York. 703

AUCTIONEERS AND TRADERS

Merchants, Attention—Our method of losing out stocks of merchandise is one of the most profitable either at auction or at private sale. Our long experience and new methods are the only means, no matter how old your stock is. We employ no one but the best auctioneers and salespeople. Write for terms and date. The Globe Traders & Licensed Auctioneers, Office 431 E. Nelson St., Cadillac, Mich. 446

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write our terms, particulars and dates, 1414-16 Wash. 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

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 you 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

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. 601

Thirteenth Annual Excursion of the Jackson Grocers.

Jackson, Aug. 15—Over two thousand people went to Toledo and Put-in-Bay on the annual grocers' and butchers' excursion. The trip was made to Toledo over the Lake Shore Railway in four passenger trains hauled by large ten-wheel engines. All the sections arrived in Toledo before 9 o'clock, so that all who wished had the opportunity to pay fifty cents extra for the round trip upon the boat to Put-in-Bay, which is about fifty miles distant from Toledo. It made an enjoyable outing. Upon the boat the sun shone on one side and the wind blew on the other, so that the passengers could alternate from one side to the other as their temperatures dictated. At Put-in-Bay the excursionists had three hours—ample time to get dinner and look over the resort, which, like Mackinaw Island, has its principal small novelties in souvenirs for sale and nickel-in-the-slot machines. But these were not necessarily engaging unless the patron was altogether willing.

A great many of the excursionists carried lunch baskets and at the Bay made a spread upon the grass and there enjoyed their dinner. Not all went to Put-in-Bay, but a boatload did—probably one thousand people. The other thousand remained in Toledo and took in the sights of the city. A number of them attended a ball game. The day was a beauty, and every man, woman and child will admit that they had a good time, but came home tired and glad to enjoy the comforts the home afforded.

The trains were combined from four into three for the home coming. The first section reached Jackson a little before 10 o'clock; then came the regular train from Adrian to Jackson, which was closely followed by the second section, arriving a little before 11 o'clock. The last section did not reach Jackson until some time after midnight, but all, so far as could be learned, arrived home safely and without accident.

It is a record of which the Jackson grocers are justly proud, that it has given thirteen annual excursions and not in any instance has there been an accident or any serious happening to mar the annual occasion. "When you stop to think of the matter there is very little or no real ground for criticism that the grocers by their annual excursion are taking money out of town," said a prominent grocer. "We took two thousand people from here, which means \$2,000. Of this \$1,500 goes to the railroads and the \$500 to the Jackson Grocers' Association. There are no dues or assessments of members of the Grocers' Association, and the incidental expenses are defrayed by the profits to the grocers of this annual excursion. The excursionists spend very little money out of town. Most of them carry their dinners. Then let me tell you about that fifteen hundred dollars which goes to the railroads. Jackson gets a monthly expenditure in this city of about \$100,000 from all its railroads. The railroads are a great factor in the

progress of the city. Why then should there be any objection if the city occasionally spends a little extra money with the railroads? It all comes back to Jackson upon the pay rolls the next month."

Manistee Active in Securing More Factories.

Manistee, Aug. 16—At the last meeting of the Development Association a general statement of what had been done was outlined by the Assistant Secretary.

The Brown Bouton Glove Co. building, three stories, was erected in six weeks and sold to the company. The factory is employing 100 hands at present and the help will soon be increased to 160.

Other matters were discussed in a general way and it showed that the Development Association has had under consideration a piano, a saddlery and harness factories, a cooperage plant, another glove factory, cement block works, carrom board factory, yeast factory, shoe factory, shirt and over-all factory, brass and hardware works, clothes pin factory, paper box factory, automobile works and chemical works which will produce chloride of lime and caustic soda from our brine, which is one of our most abundant products. The promoters would want large subscriptions to stock or a bonus. The chemical works are still under consideration.

The clothes pin factory can be brought here if we will pay one-half of the moving expenses and donate a site. This factory will employ sixty people, mostly men, the wages ranging from \$3 to \$4 per day. The pay roll would amount to \$2,500 per month for eleven months in the year. It would approximately cost the city between \$7,000 and \$8,000 to get them here.

The paper box factory is also a possibility yet, as the location of factories using paper boxes in this district will bring this factory here.

Another party is here wishing to establish a gang plow factory if sufficient funds are furnished.

The American Hide & Leather Co. proposes to put its present plant in operation and increase its facilities considerably if proper concessions are made in taxation. The plant with the proposed additions would employ between 200 and 300 men.

A committee consisting of A. J. Dovel, Geo. A. Hart, R. S. Babcock, Ed. Buckley, T. G. Timble was appointed to look up the matter of taxation of the American Leather Co., with the proper officers in order to see if we can not secure the erection of the proposed new addition, consisting of a curing and finishing department, and also to put the present plant in operation.

C. A. Palmer, Patrick Noud, H. W. Marsh, J. W. Dempsey and A. Kann were appointed a committee to wait on the Senators and Representatives with a view to securing a public building and public improvements.

Wm. Lloyd, Wm. Miller, J. W. Murray, and Wm. Wente were appointed a committee to take up the matter of a new depot at Manistee with the P. M. Railroad people.

The Sixth Annual Picnic a Monster Affair.

Muskegon, July 12—The element which always enters most largely into consideration in affairs of this kind is the weather; and as the Tradesman used its best offices in this, as every other respect, that factor left nothing to criticize—it was simply perfect.

In honor of the business men of Muskegon it must be said that in popularity it is difficult to conceive of anything better or more enthusiastically patronized, not excepting even the Glorious Fourth.

Early in the morning the crowds began pouring out to the splendid park on the shores of Lake Michigan. The Tradesman's representative found it impossible to get a car at the Central drug store corner, and, following the happy suggestion of going out to the Heights, secured a comfortable seat until Western avenue was reached.

Here the efficient service of the Muskegon Traction Co.'s road was taxed to the limit and the writer was promptly sat upon by a brother man who was not so fortunate as to secure a seat to himself. Upon arrival at the spot of unalloyed pleasure the press tent was placed at my disposal and Messrs. Stekete and Cramer gave me the heartiest and most genuinely cordial welcome anyone could desire, supplying their visiting brother not only with a press badge and a pipe of peace but every other imaginable comfort and convenience, being taken in tow by Mr. Cramer, a most suave, versatile and convivial gentleman who spared no pains to supply the writer with data for a comprehensive report.

The attendance at 12 o'clock was estimated at from 18,000 to 20,000 people and every incoming car and trailer were loaded down.

One of the most unique features of this remarkable picnic was the fact that, with the exception of a few cracks and similar concessions, there was no opportunity to spend a cent. Everything needful or conducive to the comfort of the great crowd was furnished by the sponsors of that magnificent and memorable occasion.

At a large booth, first-class coffee was dispensed to all who asked for the brown beverage, and, instead of liquor being allowed on the grounds, provision was made to distribute 200 dozen bunches of celery. Then, instead of destroying the people's capacity to enjoy the great festival, a painless compound was furnished as a food tonic for the gray matter of the upper story.

On a sidetrack of the P. M. Railway stood a large box car containing bananas. It was designed to give the children a special treat and each of them received all of the nice ripe fruit they could eat, together with a toy souvenir. Not only were the physical needs of all amply provided for, but the intellectual and moral and esthetic sides of life were fully anticipated by the Committee on Program. Two splendid bands—Beerman's Muskegon City and the Furniture City band of Grand Rapids—very generously played alternately classic

symphonies and popular airs. Lights and shades in the realm of vocal music were furnished by two male quartets, one of which was composed of colored men.

To all who had not previously witnessed an exhibition of a lifesaving crew, that part of the program, for which Muskegon secured the aid of the Government, must have been of special interest.

The splendid waterfront gave these professional lifesavers a fine chance to take the crew from off an imaginary stranded schooner. Free vaudeville performances were furnished in the afternoon and evening and the dancing pavilion with its justly celebrated floor and fine orchestra was crowded from early morning till late at night.

The humane instinct is particularly strongly marked among the business men of Muskegon—as the presence of an emergency hospital and a baby nursery will testify.

The most gratifying feature of the whole affair was the absolute absence of drunkenness and disorder.

Take it all in all, the sixth annual picnic of the business men of Muskegon was a credit to those who planned and produced it, to the city in which it was celebrated and to the State of Michigan, and the Tradesman wishes many happy returns of such an auspicious occasion. R. D.

A little charity makes a lot of cheer.

Cherishing malice is nurturing misery.

BUSINESS CHANCES.

For Sale—Clean drug stock, inventorying with fixtures, about \$2,000, average daily sales \$20; rent only \$18 per month. Reason for selling, ill health of wife. Will sell for \$500 down and balance in terms to suit purchaser. Located in growing city of 3,500 population in center of fruit belt. Address No. 794, care Michigan Tradesman. 794

For Sale—Without delay. A clean stock of clothing; medium grades; heavy weights; invoicing \$4,000 to \$5,000. A bargain. Address The National Clothing Co., Monmouth, Illinois. 795

Coffee Roasting Machinery For Sale Cheap—Consisting of one 5 foot cylinder Knickerbocker roaster, stoner, cooling box, exhaust fan, whole milling or scouring machine. Coffee 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—\$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 239 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

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

HELP WANTED.

Wanted—Position by registered pharmacist at once; can give A1 references; single; have had 10 years' experience. No "fine." Address No. 796, care Michigan Tradesman. 796