

# MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, AUGUST 24, 1904

Number 1092

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

## The William Connor Co.

WHOLESALE CLOTHING  
MANUFACTURERS

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

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

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

## Collection Department

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

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

**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 de-  
sire it.  
**Martin V. Barker**  
Battle Creek, Michigan

**Have Invested Over Three Million Dol-  
lars For Our Customers in  
Three Years**  
Twenty-seven companies! We have a  
portion of each company's stock pooled in  
a trust for the protection of stockholders,  
and in case of failure in any company you  
are reimbursed from the trust fund of a  
successful company. The stocks are all  
withdrawn from sale with the exception of  
two and we have never lost a dollar for a  
customer.  
Our plans are worth investigating. Full  
information furnished upon application to  
**CURRIE & FORSYTH**  
Managers of Douglas, Lacey & Company  
1023 Michigan Trust Building,  
Grand Rapids, Mich.

## IMPORTANT FEATURES.

- Page.  
2. New York Market.  
3. Idlers in Stores.  
4. Around the State.  
5. Grand Rapids Gossip.  
6. Window Trimming.  
7. The Special Order.  
8. Editorial.  
9. Fairy Tales of Science.  
10. Dry Goods.  
11. Butter and Eggs.  
12. What Can Be Done With Chickens.  
13. Secrets of Success.  
14. Dress Fabric Sales.  
15. Transactions in Neckwear.  
16. Novelties in Underwear.  
17. Hardware.  
18. Rosebud Reservation.  
19. Behind the Counter.  
20. Shoes.  
21. Woman's World.  
22. Factory Girls.  
23. The Man Who Fails.  
24. Advantages of Orphans.  
25. The Loss of Gold.  
26. Handling Jobs.  
27. Buying a Business.  
28. Commercial Travelers.  
29. Drugs.  
30. Drug Price Current.  
31. Grocery Price Current.  
32. Special Price Current.

## THE BUILDING OF WARSHIPS.

When the battleship Louisiana takes to the water, during the latter part of the present month, the United States will have launched its nineteenth modern battleship, and the twentieth, the Connecticut, will go into the water during September. The most remarkable fact about these ships, aside from their being the largest yet constructed for our navy, is that they have reached the launching stage a little more than a year after their keels were laid, which means that they will be completed and ready for commission with the contract time. The keel of the Louisiana was laid in February, 1903, and that of the Connecticut one month later. Both vessels, under the contract, must be completed in March, 1906, and from present indications they will be ready before that time or in less than three years from the time their keels were laid.

The rapid progress on these great ships proves what can be done when there is the will to do the proper thing. One of the ships, the Louisiana, is being constructed under contract by the Newport News Shipyard, and the other, the Connecticut, is being constructed by the Government at the New York navy yard. There is keen competition between the Government yard and the private ship-building plant, with the advantage slightly in favor of the private yard, but in both cases the progress is far ahead of the ordinary run of such work.

All the battleships that have so far been constructed have taken from five to six years to go into commission from the time the contracts were signed. In every case the contract time has been exceeded by from two to three years. Although penalties

were attached to all contracts, they have never been exacted, as an easy-going Congress has always remitted the fines when imposed. As a result the contractors have never made any effort to live up to the terms of their contracts with the Government in the matter of the time limit, and, as a result everyone of our battleships has been from two to three years out of date when finally commissioned.

The neglect of Government work by contractors has long been a grave scandal, and the performance both by a Government yard and by a private shipping plant, which has built many Government vessels, in the case of the two big ships Louisiana and Connecticut proved that all the battleships could have been easily built within the contract time had the contractors been disposed to carry out their contracts in good faith.

As the two battleships soon to be launched are the largest this country has yet built, and as they will be ready for commissioning before the expiration of the three-year contract limit, it is evident that battleships can be constructed in this country inside of three years. Such being the fact, contractors should for the future be held to the letter of their contracts, and, after a liberal time allowance has been made within which the ship is to be constructed, the contractors should be penalized for every day of delay over the specified time.

The central organization of trades unionism in this city, after sneering at the Employers' Association of Grand Rapids and predicting its early abandonment and dissolution, now holds out the olive branch of peace and wants to "co-operate," knowing full well that such a proposition is preposterous so long as the union stands out for the closed shop, the restriction of output, the level scale, the strike, the boycott and the bludgeon. The members of the Employers' Association are too wise to be caught by such clap-trap, because underneath the cover of honeyed words and flowery rhetoric they detect the gleam of the dagger and realize that the pretensions of the cohorts of trades unionism are as devoid of sincerity as the snake is devoid of frankness.

A prominent authority on copper expresses the opinion that the growth of the world's demand for that metal will prevent future dangerous accumulations of stock. He views the matter from the standpoint of the producer, who is always apprehensive of a fall in prices. Perhaps the consumer would be inclined to use another qualifying word than "dangerous" in discussing possible future output.

## THE FRUITS OF UNIONISM.

"By their fruits ye shall know them."

The real aims and objects of trades unionism are plainly and unmistakably shown in the stockyards district of Chicago, where every member of the teamsters' and meat butchers' unions has constituted himself a committee of one to maim and murder non-union workmen, on the theory that positions voluntarily or reluctantly abandoned through the coercion of walking delegates still belong to the strikers and must not be taken by non-union men. This theory, as well as the propaganda of violence and incendiarism and murder, is openly and unmistakably advocated and upheld by union leaders of all classes—including printers, mechanics, carpenters and clerks—in consequence of which a reign of terror prevails and human life is at a premium. The funds contributed by other union organizations for the support of the strike, instead of being used to relieve the distress of starving women and children, are being sequestered to defend union men who are caught red handed in the commission of crime. Thus are exhibited the fruits of unionism—the germination of the bud which is so tenderly nourished by the saloon, the politician and the weak-minded and short-sighted citizen.

"By their fruits ye shall know them."

Coffee enthusiasts will find justification for their much-maligned favorite beverage in the work of two American investigators, who have published their work in the American Medical Journal. These original workers have been experimenting to determine the antiseptic qualities of coffee infusions. They find that a 10 per cent. infusion prevented the growth of micro-organisms such as typhoid and anthrax bacilli, etc. If they are correct in this contention it would seem that coffee drinkers should be immune in a large measure from those diseases due to infection of the alimentary tract. The germicidal properties of coffee are surprising. It was found that ground coffee well mixed with the yolks and whites of eggs and with chopped beef prevented decomposition. Some observing housewife may dispute this from her observation that coffee infusions exposed to the air for some time often become covered with mold, but closer investigation will disclose the fact that, while this may happen, the infusion itself never becomes sour or turbid through bacteria development.

Many a man who prays for power to lift a world shuts his eyes when he sees a poor woman struggling with a heavy satchel.

## NEW YORK MARKET

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

Special Correspondence.

New York, Aug. 20—The demand for coffee is less active than last week, the business consisting mostly of Arbuckles' buying. Prices hold quite steady, but are not on as high a level as a week ago. At the close Rio No 7 is quotable at 7 $\frac{7}{8}$ @8 $\frac{1}{2}$ c. In store and afloat there are 3,063,809 bags, against 2,550,936 bags at the same time last year. Contradictory reports as to the crops continue. "He laughs best who laughs last." The market for West Indias is less active, as buyers seem pretty well supplied for the time being. Prices, however, are well sustained. Good Cucuta, 9 $\frac{1}{4}$ @9 $\frac{1}{2}$ c; good average Bogotas, 11@11 $\frac{1}{2}$ c. with sales Thursday of 350 bags. East Indias are firm and unchanged.

The tea market continues to show steady, although it must be confessed slight, improvement. Stocks are not large, but there is enough to go around and prices are fairly well sustained. The market for invoices shows very little activity.

Not much is to be said as to the sugar market, which is practically in the same condition as last reported. New business is very moderate, but shipments on old account have been fairly active. There is yet some time for the canning season, and there will be, of course, a good volume of business in this direction.

Quietude prevails in rice. Buyers take only the smallest possible amounts. Quotations remain on the same low level and the supply seems ample for all requirements.

Spices are firm. The demand is fully as good as could be expected and holders are not inclined to make any concession. It is doubtless safe for the retailer to purchase rather liberal supplies.

Limited stocks of molasses are reported from dealers generally and the market remains firm. The demand shows steady improvement and everybody looks for a good fall and winter trade. Good to prime centrifugal, 18@27c. Low grades of molasses are selling well and quotations are firmly sustained.

The canned goods district has not been at all excited this week. Neither buyers nor sellers are seemingly much interested and everybody is on a vacation. Reports of too much dampness for tomatoes and other vegetables come from many parts, but the general outlook is for a pretty good crop all around. Tomatoes are doing better and the market is quite a bit stronger than a month ago. At Baltimore 70c f. o. b. seems pretty well established. Very favorable reports of the corn crop come from Maine and New York State, while the West also sends encouraging reports. New York State new crop is offered at 80@85c as to brand and seller. Some Maine, 1904, to be delivered f.

o. b. Portland, has been quoted at \$1.02 $\frac{1}{2}$ ; Western, 75c. Red Alaska salmon, \$1.30@1.43 $\frac{1}{2}$  spot; medium red, \$1.12 $\frac{1}{2}$ ; pink, 70@75c. The market is firm, but buyers do not tumble over each other in the mad struggle to obtain supplies, notwithstanding the "scare" circulars that have been sent so freely. There is a big supply of medium grade peas and the market is fairly well sustained.

Notwithstanding the low prices of prunes buyers do not seem to indulge the propensity to purchase ahead of current wants. Packers are anxious to make sales and one hardly knows when bottom prices have been touched. Currants are unchanged but firm. Other dried fruits are dull and no change is likely to occur for some time or until we have some call for holiday trade.

There is an ample supply of butter here and much of this will come within a range of 18c, although quite a good deal has sold for 18 $\frac{1}{4}$ c. Seconds to firsts, 15 $\frac{1}{2}$ @17 $\frac{1}{2}$ c; imitation creamery, dull and nominally quoted at 13@15c; factory, 12 $\frac{1}{2}$ @13 $\frac{3}{4}$ c; renovated, 13@15c.

The cheese market is quiet. Quotations have advanced to a point where buying is materially lessened and at the moment there is "nothing doing" except the transfer of small lots to repair broken assortments. Large sizes are well sustained and are not abundant. Full cream, small sizes, 83 $\frac{1}{4}$ c.

The top grades of eggs are in good demand and the market is pretty closely sold up. The best grades are worth 25@26c and this for nearby. For Michigan and Ohio grades the range is from 17@18 $\frac{1}{2}$ c for fresh-gathered seconds to 20 $\frac{1}{2}$ @21c for selected fancy stock.

### An Age of Young Men.

This is pre-eminently the age of the young man. Great corporations, banks, railroads, newspapers, pulpits, the bar and nearly every business and profession is crying for young blood. It may be sad, but it's true, that in most places to-day age is at a discount. How great, therefore, the responsibilities, as well as the opportunities of youth!

Make up your mind to do something and do it quickly, persistently and honorably. Every road to true success runs through a righteous purpose. Don't wait for "something to turn up," but go out and turn it up! The world admires a hustler. There is no promise in the Bible to either a lazy man or a coward. Humanity despises both.

### Number Instead of Dollars.

The show case advertised by the Grand Rapids Show Case Co. on page 2 in last week's Michigan Tradesman should have been referred to as No. 25, instead of a "\$25 show case."

The calamity howler is becoming discouraged over the outlook. The consensus of opinion that there will be a good fall and winter business deprives him of the opportunity to use depression as a political weapon.

Every dog has his day—and some dogs every day.

# Special Offer

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



"What They Say"

Minonk, Ill., April 11th, 1904  
Century Cash Register Co.,  
Detroit, Mich.

Gentlemen:—

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

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

Yours truly,  
ALLEN-CALDWELL CO.  
T. B. Allen, Sec'y,  
Cash Dealers Dry Goods and Groceries.

## MERIT WINS

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

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

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

DON'T BE FOOLED by the picture of a cheap, low-grade machine, advertised by the opposition. They DO NOT, as hundreds of merchants say, match the Century for less than \$250. We can furnish the proof. Hear what we have to say and save money.

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

Please write for full particulars

## Century Cash Register Co.

Detroit, Mich., U. S. A.

656-658-660-662-664-668-670-672 and 674 Humboldt Ave.

## IDLERS IN STORES.

## Why They Should Be Reformed or Eradicated.

A country merchant writes as follows: "I want you to get after the fellow who comes to the store in the morning as though he had come to a place to rest and refresh himself," and so forth, and he goes on to relate the shortcomings of this particular brand or breed of clerks, all of which faults may apply to one clerk and any one of them may apply to all clerks.

The retail merchant who will tolerate such a clerk in his employ is what Josh Billings would have denominated a "damphule." While aware that some retailers are so lenient and careless with their clerks as to allow just such actions and non-actions as are described, I have not a bit of sympathy for them, for the remedy lies in their own hands. If this subscriber knows a case of the sort, I am positive that the clerk is as good a business man as his boss and just as deserving of commendation. That statement may hit the man who wrote the letter, but if it does it should awaken him to shortcomings in the business line that are even fuller of errors than the shortcomings of the clerk who is pulled on the rack.

The clerk with characteristics like those named is not worth the seating space he habitually occupies at the front door, and he is a positive injury to the business—an injury as much because of his overflowing mouth as because of his laziness. My sympathy goes out to the rest of the clerks rather than to the proprietor of the store, for the clerks can not help themselves and the proprietor can if he will.

This clerk is not unfamiliar to me. I can go back to youthful impressions and dig up what was once my opinion of all clerks, formed by observation of some of them in the little town where I was a small boy. I declared to myself that I would never be a clerk, because some of those I knew were of similar character, although not quite as bad as the one mentioned.

He not only talks of others, is full of gossip and base, windy statements, but he also uses his mouth about his employer's business whenever the opportunity offers, or whenever he can make the opportunity. He is like the suckers that will come up about the base of a good cornstalk, sucking the life from soil and main stalk and never even intending to tassel out and yield anything good. If insulted when it is intimated to him that he is incompetent, by all means insult him at every opportunity. At the risk of stirring up a civil war in some good subscriber's store, I am going to advise right here that every clerk who has such a companion is in duty bound to insult him at every opportunity, for if it is possible by such means to awaken him to a realization of what he is not and what he ought to be, the road should be kept open for loads and loads of insults to travel

over every day. The man who feels insulted when he is made to realize that he is at fault should be brought to the insulted point every day.

If "he is unable to serve the poorest class of trade that comes to the store," I would like to know the reason he is kept in the employ of the house. And I am going to take exception to that statement of the correspondent. No retail store should attempt to make a distinction in its classes of trade. The store is ostensibly a place where goods are for sale for the prices asked, and the only real distinction that can be made between the customers who patronize is that which must single out the grossly insulting customers—and they are mighty few. All other customers are supposed to have money, and the people of the store have no business making distinctions and attempting to put certain customers off on the hands of less competent clerks. Do not select your trade and shove it around, and do not allow anyone else to do so with his trade. Take what comes to you and do the best you can with it. Old Blue Jeans, nowadays, is more liable to have a big roll of the long green in his trousers pockets than the fellow who swings a cane and tops himself with a tall hat. Do not allow yourself to get into the habit of having "even the poorest class of trade."

"He finds nothing new or interesting in the trade journals." Well, he couldn't, for the motions of the turtle can't allow him to keep within sight of anything of even fair speed. It is little use for us to appeal through our pages to such fellows for they are absolutely unwakable and will never make business men of any sort. He doesn't dust or rearrange goods or do any sort of work, simply because he is teetotally lazy, and a lazy man never had any business behind a counter anywhere. He works on easy sellers, not only from the incentive of laziness but because he is incompetent to handle anything that represents any difficulty of sale through a necessity of understanding its intrinsic worth and merits that must be explained to customers.

Altogether, he is a character that is damaging to all mercantile business through the impressions that are always made by such ne'er-dowells on the public mind. To the outside observer he portrays something of the character of the store where he works, and he also conveys an impression that all store life is more or less easy, lazy and incapable of arousing any activity in the mind or body of a clerk. Not only have I no patience with such clerks, but no patience with a fool proprietor who will stand for such conduct, or lack of conduct, from any employe. The store suffers immeasurably through the retention of such helpers, or supposed helpers, and the proprietor who is soft and easy enough to stand for it is the sort of man who will find himself some time tailing the procession of business in his town, or else a man

who is foolishly working himself to a frazzle and allowing his clerks to run over him rough shod. In either case he will come out much the loser in the end.

I suspect that the letter of complaint was made by some clerk whose eyes are open to a condition similar to this named and who knows a fellow clerk with propensities of this nature; but be that as it may, the writer of the letter is on the trail of some pretty bad conditions in retailing—conditions that are far more detrimental to business than the great majority of business men and clerks understand. The tendency to carelessness and the inclination to shirk which are so plainly brought out by the correspondent are lurking about the household of every retail store in the country. The example offered by the conduct of one clerk is copied by the conduct of another clerk, who thinks if the original perpetrator can be allowed the privilege the right has developed to make the action permanent on any occasion.

The spewing of words and arguments by mouthy clerks is no cleaner habit than the spitting of tobacco juice on the aisles of a store, which would not be tolerated in any place where women are expected to do business, and ought not to be tolerated in any place where men do business. An overflowing mouth soon degenerates its language into gossip and illy-worded tales of the doings of others. The clerk whose mouth overflows is no better in character than the idler

who stands on the street corner and comments on the appearance and actions of every passer. Would the proprietor of any store be willing to have an idler pass comments on his wife? Should the proprietor of any store be willing to harbor and cultivate any clerk whose mental conception of propriety in conduct is no better than that of the street idler?

With such clerks there is but one course of dealing, namely, weed them out as a gardener would hoe the injurious and useless weeds from among his vegetables.

The retail business is no place for idlers, whether they be named employers or employed. As the idler of any sort is a plague on society, so is the idler in a store a plague on the store and it is the duty of all store people to get rid of him or reform him at the earliest possible moment.—Drygoodsman.

## Blacklists Not Illegal.

Associations of business men in Connecticut can maintain legally, for the confidential use of their members, blacklists of debtors, providing their debts are undisputed; according to the memorandum of opinion handed down by Judge Rorabach in the Fairfield County Superior Court.

## Depends on the Position.

Raynor (giving it another shake)—I have often wondered why they call these things "fountain" pens.

Shyne—If you accidentally put one of them upside down in your vest pocket you'll find out.

# 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.

Leoni—Date Scofield has purchased the grocery stock of Fred Barber.

Flint—John J. Alexander has sold his grocery stock to Herbert Borton.

Saginaw—The Saginaw Muslin Underwear Co. has retired from business.

Fenton—F. J. Horrell is modernizing the front end of his hardware store.

Sebawaing—Paul Reuffar has purchased the Kinde Bros. meat market business.

Beaverton—Laurin J. Budge has purchased the drug stock of Mrs. H. J. Taylor.

Saginaw—Benson Mitts has purchased the grocery stock of Philip H. Aurentz.

Bay City—Albert Hand has purchased the grocery stock of Peter Van Paris.

Greenville—O. C. Miller & Son have sold their shoe stock to Wells, Wycokoff & Miller.

Detroit—Wm. Hichke will conduct the bakery formerly conducted by Siegfried Holz.

Ewen—J. N. Snits will conduct the general store formerly conducted by Thomas & Snits.

Bloomington—E. J. Merrifield has the foundation laid for a new brick warehouse back of his store.

Otter Lake—Albert Foster and Chas. Talcott have formed a co-partnership and engaged in general trade.

Ann Arbor—Wm. H. Koon will shortly engage in the meat business at the corner of Packard and State streets.

Bay City—John O. Pierce and August Washer, merchant tailors, have consolidated under the style of Pierce & Washer.

Kalamazoo—Elias T. Snover has sold his grocery stock to John Sikenka, who will continue the business at the same location.

Ypsilanti—Vought & Rogers have sold their meat business to Frank Baughart, of this place, who will take possession Sept. 1.

Pontiac—E. R. Stiles has sold his grocery stock to Robert and Daniel Kinney, who will continue the business under the style of Kinney Bros.

Gladwin—L. Burt and O. P. Bancroft have formed a co-partnership under the style of Burt & Bancroft to engage in the implement and vehicle business.

East Jordan—Frank Martinek has sold his jewelry stock to C. Claude Mack, formerly of Beaverton, who will continue the business at the same location.

Big Rapids—Toan & Marton have uttered a mortgage on their clothing stock, securing creditors to the amount of \$6,250. Geo. F. Fairman is the largest creditor, his claim being \$2,400 for alleged borrowed money. Wilson E. Darrah is named as trustee of the mortgage.

Albion—F. E. Steele has disposed of his feed and fuel business to J. A. Gibbs, who has been in Mr. Steele's employ for the past four years, and Ed. Borner.

Battle Creek—John O. Lane has sold his candy and confectionery stock at 112 East Main street to S. E. Ogden, who will conduct the same in the future.

Cadillac—Cummer, Diggins & Co. have secured 600 Angora goats from Texas and they will be placed on the cutover lands of the company in Selma township.

Howard City—Wm. H. Lovely has sold his produce business to Arie M. Cook and James A. Collins, who will continue the business under the style of Cook & Collins.

Portland—E. A. Richards, who has managed the grocery and drug stock of H. M. Gibbs for the last five years, has purchased the stock and will continue the business.

Avoca—James M. Green, hotel keeper here, has filed a petition in voluntary bankruptcy, giving his liabilities at \$2,102.68, and his property, real and personal, at \$696.

Kalamazoo—Myron G. Blake has sold his drug stock on West Main street to E. A. Dunwell, who for the past five years has been engaged in the drug business at Otsego.

Monroe—Henry Plummadore, for many years connected with the grocery store of M. D. Duvall, has leased the store at 8 West Front street and will engage in the grocery business.

Cadillac—G. L. Hall, formerly a salesman with Rice & Cassler, has leased one of the first floor rooms in the Smith-Wilcox-Sawyer-Mather building and will engage in the retail shoe business.

Cadillac—Winfield S. Wilson, formerly employed by the Drury & Kelley Hardware Co., has become the owner of a half interest in the plumbing business of E. C. Eaele, and the firm name is Eaele & Wilson.

Lakeview—Eli Lyons has purchased the interest of his partner, A. Brumberg, in his Lakeview general stock and will continue the business. Mr. Lyons will combine his Lakeview and Altona stocks at this place.

St. Louis—S. Tyroler has sold his interest in the Tyroler Dry Goods Emporium to his partners, D. E. Harrison and Karl Kornstein, who will continue the business at the same location under the same style.

Flint—The Crusoe Bros. Co. and the National Grocer Co. have jointly commenced suit in the Circuit Court against Archie L. Scott to enforce the collection of two judgments held by the complainants against the defendant.

Lansing—A. E. Shaddock, who conducted a grocery in Grand Ledge for a number of years, has purchased the New York store on Washington avenue north from C. E. Ingerson and will continue the sale of racket goods at that location.

Elk Rapids—W. R. White has sold a half interest in his hardware stock to F. M. Brett, who has been in the employ of Hibbard, Spencer, Bartlett & Co., of Chicago, for the past ten

years. The new firm will be known as Brett & White.

Grand Ledge—Fred Kebler has rented the John Burtch store, corner Bridge and Main streets, and will stock the place with shoes at an early date. Mr. Kebler is a graduate of the State Normal College and has been a teacher for several years past.

Sebawaing—John Rummel and Ernst Moll have purchased the M. Blumenthal stock and business and will take possession Sept. 1. Mr. Rummel has for years been a successful merchant at Gera, and Mr. Moll is a salesman for John C. Liken & Co.

Battle Creek—The Galvin-Weaver Co. has been merged into a stock company under the style of the Galvin Clothing Co. F. R. Galvin is President of the corporation and F. S. Deuel is Secretary and Treasurer. The company handles clothing and furnishing goods.

Detroit—Ernest J. Lamb, junior member of the grocery firm of Lamb & Sons, 565 Greenwood avenue, died one day last week after suffering for six months from a tumor on the shoulder. An operation was performed during the morning at Grace hospital, consisting of the removal of an arm and part of the shoulder blade, but Mr. Lamb never regained consciousness.

Milford—L. A. Stark, the produce dealer, owns a unique pet in the shape of a big gander, which stalks solemnly at his heels through the village streets, disdain to notice anything or anybody besides its master. Mr. Stark bought the bird as a future big dinner, but so strong a mutual attachment has resulted from their acquaintance that neither would be willing to dissolve the friendship.

Sault Ste. Marie—Malcom J. L. Campbell will open a cash grocery store in the building formerly occupied by Charles Dysinger, 807 Ashmun street, about September 1. Mr. Campbell has been a resident of the city several years, the greater part of which time he has been chief clerk in the grocery store of Eddy & Reynolds. He was also with N. C. Morgan one year as manager of several departments of his business.

Detroit—John W. Keenan, proprietor of a tea and coffee store at 318 Grand River avenue, has filed a bill in the Wayne Circuit Court to enjoin Richard Kading from further acting as agent for a competitor on a certain route in this city. He claims Kading, prior to April 16 last, conducted a similar business and, upon selling it to Keenan, agreed not to go into the same line of business or use the route in question for two years.

### Manufacturing Matters.

Bay City—The Maltby Lumber Co. is receiving several cars of lumber and cedar by rail every day. It has one or two shingle mills running in Gladwin county.

Detroit—Neil Snow has resigned as Secretary of the Standard Metal Furniture Co. and is succeeded by Harry C. Bulkley, of the law firm of Russel & Campbell.

Au Sable—The H. M. Loud's Sons Co. is running its plants ten hours a day, and has a large order for piece stuff for harbor improvement work from the Government.

Milford—Bernard Banfield has purchased the half interest of John Wise in the firm of Banfield & Wise, cheese manufacturers, and will continue the business in his own name.

Sault Ste. Marie—The Lake Superior Corporation will open its steel plant at this place September 1. Work is now being carried on on the Algoma Central and on the ore docks of the company.

Cheboygan—Fred W. Freese, of Fort Wayne, Ind., has purchased the interests of the Underwriters Securities Co. in the Cheboygan Gas Light Co. The plant has just been completed and is turning out gas.

Detroit—Edward H. Sutton, Frederick S. Stoepel and Frank E. Robson have organized the National Cutlery Co., which filed articles of association with the county clerk Monday. The capital stock is \$15,000.

Corunna—The M. S. Robe Co. has completed an addition to its factory, 40x60 feet in dimensions, two stories, which has enabled the company to increase its working force about thirty hands. The business of the company for the first half of 1904 was \$8,000 greater than during the same period last year.

Kalamazoo—A deal has been closed between the newly organized Standard Paper Co. of this city and the Standard Wheel Co., whose head office is in Terre Haute, Ind., whereby the former company has purchased the wheel works plant in the north part of the city and will convert the same into a paper mill.

Detroit—The Globe Brass Works, 13 and 15 Macomb street, has filed notice of dissolution and a new corporation, called the Globe Brass Co., has been incorporated to succeed it. The capital stock is \$100,000, of which \$60,000 is common, and the stockholders are George C. Huebner, Frank W. Parsons and Louis P. Lotz.

Grand Marais—The Marais Lumber Co. is operating its mill with a full crew. This concern owns and operates a saw mill, shingle mill, planing mill and lumber docks at this place and cuts timber for the Manistique Lumber Co. and the Eddy Land Co., all being separate corporations. The latter two companies own large tracts of timber in that region and operate camps both winter and summer. The timber is brought to the mill over the Manistique Railroad.

## 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)—There has been no change in the market situation since we wrote you on the 16th. Sundry small parcels of raw sugar have been accepted at market quotations, but, to obtain any considerable quantity, refiners would undoubtedly be obliged to pay higher prices. We quote spot centrifugals at  $4\frac{1}{4}$ c and fair refining at 3 11-16c. Sugars for shipment from all sources are on substantially the same basis, but with very light offerings. Latest advices from Europe indicate a continuance of unfavorable weather, which may lead to a material advance in the near future. Refined quotations are unchanged, but will probably immediately follow any improvement in the price of raws. The prime factor in the present situation is the demand, which is expected to soon reach very large proportions and, once the demand becomes general, the question of supply and demand will be the important feature in the sugar market. We do not hesitate to predict long delays at refinery during the height of the season. As a rule stocks in dealers' hands are only sufficient for ordinary requirements.

Tea—The demand is just normal, being almost entirely for small lots. Jobbers report a decided trend towards better grades of tea in this market. This will mean that the high grades will be cleaned up still closer this year than they would be with an ordinary demand. Cables report the Japan market as steady and very firm on high grades.

Coffee—The general demand for coffee continues to broaden, the interior being heavy buyers. Brazil is still above the parity with our market, although late in the week there came reports that Brazil was offering coffees on a somewhat lower basis. Mocha has advanced another cent during the past week, making the present price  $4\frac{1}{2}$ c above the price in July, 1903. The feature of the week's market has been Arbuckle Bros.' continued heavy purchases of all the roasting grades it could secure from New York concerns, both on spot and afloat. The Arbuckles are extremely eager for coffee and are paying more for their purchases now than any other concern.

Canned Goods—The output of California goods has been sold up close on almost every line and prices have been withdrawn on many, including all varieties of cling peaches. Jobbers report a small current demand for canned fruits. The fresh are very plentiful and there is little use for the canned just now. Interest in canned vegetables is shifting to corn as the packing season approaches. It is said that in some sections there is a slight complaint of damage to the growing crop by dry weather, but so far as heard from Wisconsin and Minnesota are in good shape. The

nearness of the canning season has brought out the last of the hold-over goods and it is reported that several lots have been offered recently at somewhat of a reduction from prevailing figures. Tomato packing is progressing in Maryland without much feature. So far as known the crop is of average size and quality and there is no chance yet to predict a shortage. Salmon is the most interesting of the fish just at present, although reports from all the fish and sea food packing centers are to the effect that there is a shortage of everything in this line. Salmon holds strong, and all reports from packers are of a bullish nature. The outlook now is for a pack of French sardines little better in size or quality than that of last year—and that was considered a failure. Shrimp is high on account of poor pack. Lobsters—in cans—promise to be scarcer than usual the coming winter, also.

Syrups and Molasses—Glucose has advanced 10 points during the week, and compound syrup 1c per gallon. The excited condition of the corn market is responsible, in spite of the large crop prospects, and if corn does not subside farther advances in both glucose and syrup are inevitable. The demand for mixed syrup is fair, being stimulated somewhat by the advancing market. Sugar syrup is much stronger, having advanced from 1@3c per gallon. The cause seems to be the increased demand, owing to the general desire of buyers to get a good stock of cane syrup before the refiners begin to work on beet. The consumptive demand is light. Molasses is dull and unchanged.

Spices—The past week has witnessed a reviving interest in spices. Owing to indications of very large yields from the fruit crops it is expected that there will be a very heavy consumptive demand from the canning trade of the country during September for cassia, pimento and cloves. There is a very firm undertone to the pepper situation, and spot holders have shown less inclination to sell. Cable advices from Batavia during the last week quoted higher prices for Lampong pepper for August-October shipment. All grades of pepper from the East Indies are higher, and the receipt of cable advices from the East showing only small shipments of black pepper to the United States and the Continent during the first half of August has lent a stronger tone to the market.

Cheese—Prices continue to advance in country markets and the city markets are following the advance, although the demand is not very active. The trade, however, refuse to sell for less than present prices. Medium grades are in light supply and are selling well. The prospects are for a good trade and advancing prices from now on until the closing of the cheese season.

Pickles—Some Western pickle manufacturers are reported to have named opening prices on the 1904 pack at \$5 for mediums, with \$1.50 increase for smaller sizes; \$8 for gherkins and \$6.50 for smalls, thirty-gallon packages, or \$4.50 for gherkins, \$3 for

mediums and \$3.25 for smalls, half-barrels.

Rice—Reports from the growing crop continue to be of a favorable character. The Southern rice interests will spend a lot of money in advertising the merits of this commodity as a food the coming year.

Fish—The mackerel market has advanced about \$1.50 per barrel during the week, which brings the ruling price to \$16. Some holders ask \$16.50, and the market bids fair to reach \$18 within the next few days, unless conditions in the East greatly improve. The sardine situation is also very strong, and the Seacoast Canning Co. is about the only concern making any deliveries. Outside concerns who had sold little or none for future delivery have advanced by easy stages until they are now asking \$3.05 for keyless oils that were formerly offered at \$2.85. Cod, hake and haddock are quiet and weak. Packers in the East are advising jobbers not to make contracts at present prices, as there is plenty of fish, and if the vessels do anything at all from now on, the market is almost sure to be lower. Salmon is not quotably changed, although the tendency is stronger. Packers are talking shortage. The Alaska Packers' Association named a price of 70c on Alaska pink during the week. This puts the market for this grade of salmon about 40 per cent. above last year. Lake fish is unchanged and quiet.

There has been no change in the provision market during the past week, the full list being maintained on the ruling basis. Hams are selling well at unchanged figures. Lard, both pure and compound, is in good demand at ruling prices. Barrel pork is unchanged and the demand is good. Bellies are fairly active and unchanged. Bacon is scarce and wanted. Dried beef is scarce and unchanged. The outlook is for higher prices.

### The Produce Market.

Apples—The market is dull, owing to oversupply. Duchess and Strawberry are most in demand, finding an outlet on the basis of 40c per bu.

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

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

Beets—50c per bu.

Blackberries—\$1.40 per crate of 16 qts.

Butter—Receipts of dairy are meager and the quality is generally poor, in consequence of which the market has advanced about 1c. No. 1 dairy is strong at 13@15c; packing stock, 10@11c; renovated 17c. Creamery is steady at 19c for choice and 20c for fancy.

Cabbage—50c per doz.

Carrots—50c per bu.

Cauliflower—\$1.25 per doz.

Celery—15c per doz. bunches.

Cucumbers—10c per doz. for large; 20c per 100 for pickling.

Crabapples—50c for all early varieties.

Eggs—Dealers pay 16½@17c on track, case count, holding candled

at 18@18½c. Receipts are liberal and the market is weak.

Green Corn—12c per doz.

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

Green Peas—\$1 per bu.

Green Peppers—\$1 per bu.

Honey—Dealers hold dark at 10@12c and white clover at 13@15c.

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

Lettuce—65c per bu.

Musk Melons—\$2 per crate of 1½ bu. Texas grown; \$4 per crate of 45 for Rockyfords; Gems, 40c per basket of 12 to 15; Michigan Osage, \$1.25 per crate of one doz.

Onions—Southern (Louisiana) are in active demand at \$1.75 per sack. Silver Skins, \$2.25 per crate. California, \$2.50 per sack; Spanish, \$1.50 per crate.

Oranges—Late Valencias have declined to \$4 per box. Receipts are not so liberal as to sizes as the season draws to a close and prices have been rearranged to conform with the demand. Call, however, is not heavy on account of the abundance of deciduous fruits.

Parsley—25c per doz. bunches.

Peaches—Early Michigan and Haie's Early range from \$1@1.25 per bu. A few Triumphs are being marketed around \$1.25. Nearly all estimators agree in pronouncing the yield about 20 per cent. of a normal crop.

Pears—The crop of all varieties is reported large. Small sugar pears fetch \$1. Flemish Beauties command \$1.25.

Plums—Burbanks and other blue varieties, 75c; Bradshaws, \$1.

Potatoes—Dull at 40c per bu. Each day sees increases in the receipts at the local points and the probabilities are that a very low figure will be reached within a month, providing the prospects are borne out. Late potatoes look very promising at all nearby points, at least.

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

Poultry—Spring chickens, 11@12c; fall chicks, 8@9c; fowls, 7@8c; spring turkeys, 11@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.

Sweet Potatoes—\$3 per bbl. for Virginias and \$4 for Jerseys.

Tomatoes—75c per bu.

Watermelons—16@22c apiece for Georgia.

Wax Beans—75c per bu.

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

The National Grocer Co., which has a capital stock of \$1,500,000 preferred and \$2,000,000 common, will shortly be reorganized under the Michigan laws, the New Jersey corporation having been found to be somewhat unwieldy and also more expensive to maintain than a Michigan corporation.

Henry Andrie has opened a grocery store at Stanwood. The Worden Grocer Co. furnished the stock.

## WINDOW TRIMMING

### Autumn Tints and Styles Begin to Assert Themselves.

Peck Bros. (it's a handy place to begin and so I speak of them quite often) have a most interesting exhibit of

Licorice  
and some of its  
products,

as a placard with it announces. There are many stout little bales of even sticks, that somehow give one the impression of a little fat woman, as broad as she is high, toddling along. The little roly-polys have absolutely no shape to them other than a barrel, and these licorice packages look just like them, minus head and arms. The little bales are securely held in place by an eighth-inch wire at the top and bottom, twisted an inch and clipped squarely off, the ends being turned and laid parallel with the licorice sticks. Powdered licorice is heaped up on the floor, also licorice chips. Little tags on the bales of stick licorice tell that the product is

Made in Spain.

The Mellor & Rittenhouse Co., of Philadelphia, put up the licorice wafers in the cute little parti-colored sacks. A tiny log house and a rail fence of the common black sticks that the average schoolboy loves to munch complete this list of licorice productions.

\* \* \*

What woman of taste but revels in fine furs—if the pachyderm hath not stepped too heavily on her portemonnaie! She were, indeed, hard to suit whose eye would not be pleased with the sight of the skins of many little animals in the Alaska Fur Co.'s window, knowing full well the exquisite possibilities which lie hidden in the silky depths—especially chinchilla and "Royal" ermine.

\* \* \*

Tempting red plums in a box out in front of Dettenthaler's made the mouth water last Monday. Each luscious sphere was neatly wrapped in a blue and white paper bearing the following information:

Ribbon Brand Fruit  
grown and packed  
by  
West Mich. Nurseries,  
Benton Harbor, Mich.

\* \* \*

Down by the Morton House F. W. Wurzburg, Junior, always presents good windows. This week they are especially attractive. With a shirred background of the very palest shade of "baby blue" cheesecloth and floor covering of the same delicate tint he accomplishes a taking effect. Silver-topped cut glass receptacles and silver-trimmed shaving mugs with fine brushes occupy the window toward the entrance of the popular hostelry; also one lovely cut glass dish, several olive holders, pretty individual teaspoons, and fetching hatpins. In the west window are rich samples of round silver-backed hand

mirrors, with (supposed) accompanying brush and comb—you have to guess at the latter by the shape of the white tissue paper coverings. Part of the mirror backs have l'art nouveau decorations, while the rest have plain polished centers surrounded by a tiny beading. 'Tis mighty hard to choose between the two widely-different styles. Either sort makes a handsome dresser accessory, sure to be duly appreciated if presented to any member of the Dainty Sex.

\* \* \*

Just for a change, Mayhew's windows have no floor covering this week. The plain oak shows up handsomely, too. It forms an admirable setting for the shiny black leather shoe goods and the few white outtings in the right hand exhibit, and the ladies' footwear in the west window. Just one tan shoe is placed in either window, conspicuous by that very fact.

Your choice  
for  
\$2.65

ought to find purchasers for the ladies' Oxfords when it is recalled that these same goods sold for \$3.50 a few days ago. Delsartes fill the remainder of the space.

\* \* \*

I have not made reference to Steketee's large store front for some time, and, as "there's no time like the present," I will do so this minute:

Everywhere is it noticeable that the wide neckwear is saying Goodbye to the narrow goods that very naturally prevailed for hot-weather use. All the haberdasher departments are bringing to the front the more voluminous widths to encircle the necks of the Lords of Creation. Most of the dealers incline to browns and blacks and reds—not so many grays as in the early summer. The latter shade has had a deservedly popular run, but is waning in favor of the warmer tints. I hate to see it go, 'tis so universally becoming.

Steketee's is showing the new goods of this description in the easternmost section.

Next to this are samples of new fall silks—large swatches of 'em, yards and yards. One charming piece shows a background of a light champagne shade with circles of a darker tint dotted over with small still darker spots that somehow remind one of a strawberry. 'Tis a most beautiful weave—exceedingly rich yet at the same time delicate, and sure to attract the woman of refinement.

The silks our grandmeres used to adore are again beloved of the Dear Creatures (I wonder was it sarcasm that first applied that adjective!) and on every hand are seen the pretty old-fashioned tints and textures. The central sample in the Steketee exhibit deserves extended mention. It is a tiny plaid in two or three shades of navy blue and dove color and in some way—you can't, for the life of you, see how the effect is accomplished—these checks arrange themselves into an intricate pattern of curves.

All the other Steketee windows contain present-season goods.

\* \* \*

I wish I had space to dwell on the

Heystek & Canfield pictures of Lovely Femininity and the Millard Palmer Company's continued display of Prosperity Purses, but I have already more than reached the limit of the window trim articles.

### The Cozy Corner Replaced By a New Idea.

The doom of the overworked Oriental cozy corner has been sounded. The head of the house has long worked secretly against it, the feminine world has tired of it, and the tidy homemaker who goes in for all things hygienic has decided that it is unhealthy, because dust gathers in its multitudinous folds, and no ordinary housemaid may be trusted to clean it without bringing an avalanche of draperies and armor upon her head.

Therefore the cozy corner, as it has been known for a half decade, is fading away into attic shadows. Artists' friends are being deluged with gifts in the form of discarded near-metal armor, hangings are being converted into couch covers, and Oriental scarfs into covers for divan pillows. The tufted divan has been relegated to the second-hand furniture shop—and enter the new summer-like cozy corner.

In its most popular form it suggests the immaculate housewifery of Japan, admitting air from all directions.

The alcove devoted to the "corner" is screened off by bead portieres—nothing heavier—and they hang straight and plain. A portiere five feet wide is of iridescent beads, some large, some small, apparently thrown together in haphazard disregard to color scheme, but when the light strikes the finished work it shows a Japanese lady in humble but coquettish attitude.

Another hanging combines shells with Oriental beads. Eighteen or twenty delicately colored snail shells are strung together, then come three or four beads, big and round, followed by a short pipe of bamboo, the arrangement being repeated until it works out a delicate design in leaves and blossoms.

Some of the hangings fall straight to the floor, others are finished in fantastic scallops. All can be washed off with warm water as if they were so much porcelain.

For a background to this cozy corner Japanese prints or banners are used, or a simple frieze of plain-toned burlap bordered by Japanese bands. But there must be no folds to hold the summer dust. If a canopy is used at all, it is of lightest silk, in simple folds, which can be wiped off or taken down and shaken each week. In place of the upholstered divan there are quaint, low settees of bamboo or rushwork, piled with cushions covered in washable Japanese crepe.

Paper lanterns are not used to cast a dim light in the summer cozy corner, but a bamboo table may hold a squat, brass lamp, and overhead there is hung a lantern in green bronze metal edged with a bead fringe which scintillates in a thousand

and colors and can be washed and wiped.

A woman whose husband is an expert angler has built an ideal cozy corner in his den with a drapery of fish nets that are genuine, caught with fish poles that have passed the age of usefulness, small handkerchiefs, etc. The couch is of rattan, piled with pillows in washable materials, showing nothing but woodland and river tints. The background is of woody brown burlap and its one decoration is a mountain fish, reproducing the pride of her husband's many catches.

### Earning "Time."

George H. Daniels, general passenger agent of the New York Central Railroad, has a story about a charming widow out in California who had publicly and frequently announced, after the death of her husband, that she would not marry again for at least two years. It was just eight months later that one of her friends met her at a dinner, when formal announcement of her engagement to a Sacramento lawyer was made, with the added news that she was to be married six months later.

"How's this, Bess?" asked an intimate friend, "I thought there was a two years' limit on this marriage business?"

"That was my original intention," Bess blandly responded, "but I've concluded that I'm entitled to eight months off for good behavior, same as they get in the State prisons, you know."

### A Mixed Affair.

Gilhooly—You say your wife is in a bad humor?

Pennybunker—Yes, she is.

Gilhooly—What is she angry about?

Pennybunker—In the first place, she got angry at the servant girl, then she got angry at me because I didn't get angry at the servant girl, and now she is angry at herself because I got angry at her because she got angry at the servant girl. Do you understand?

It is no use inviting people to the life of joy if you're wrapped in the shroud of gloom.

Men who are carrying to-morrow's burdens are not counting to-day's blessings.

## TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.  
THREE COLUMNS.

|                          |        |
|--------------------------|--------|
| 2 Quires, 160 pages...   | \$2 00 |
| 3 Quires, 240 pages..... | 2 50   |
| 4 Quires, 320 pages..... | 3 00   |
| 5 Quires, 400 pages..... | 3 50   |
| 6 Quires, 480 pages..... | 4 00   |

### INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,880  
invoices..... \$2 00

Tradesman Company  
Grand Rapids, Mich.

## THE SPECIAL ORDER.

## Some of the Peculiar People Requiring It.

Written for the Tradesman.

All of us were once young. And when we were young many things looked simple and easy which experience proved to be difficult or impossible. Paths appeared smooth before us that were rough and flinty when we came to tread them. We believed there existed somewhere a thornless rose, yea, millions of roses of unspeakable beauty and without a single pricker, and we, we should pluck them, even although they had escaped the eager search of all who had come before us. There are other lights and fair ones for middle life and old age, but those rosy mists that throw their illusive glamour over the dullest prospect, those belong to youth alone. We long for them in later years, but alas! they come not again.

As in every life, so in every business career, there is a period of youngness. The merchant who is "new in the business" will have certain enthusiasms which must perish with experience, and cherish beliefs in some impossible things. Should these words fall under the eyes of any such, I would say, adopting the phrase so often displayed at the head of an advertisement, but using it in all sincerity, "Don't read this." Certain facts which you need to know in regard to special orders can not be imparted by tongue or pen. Some lessons must be thought out while we lie awake nights in doubt and perplexity, and rubbed in with the loss of time and money.

Accordingly, the beginner had best take a few special orders as soon as possible. Sail right in and assure the most exacting customer that you will get him "just what he wants." Although no other dealer has ever been able to do this, and his heart has sickened with hope deferred, you can fill the bill. Assure old Mr. Thousand-So that you will get him a pair of shoes of soft, flexible leather that will turn water and that they will fit well, wear well, have a stylish cut and allow for a bunion on the right foot and a broken toe joint on the left, all for two dollars and seventy-five cents. If you are a dry goods man and a young lady wants a dress of exactly the same shade as her mother's wedding dress, which was between a light gray and a dove color, a little more on the dove order than the gray, and wishes to trim it with applique and thinks she would like a pattern made up of a maiden's-hair fern leaf and little twenty-wooty pink daisies, why, certainly you will get her just what she wants—you can do it just as easy. Or, if you are a druggist and some fair customer issues a requisition upon you for the "Bloom of Peach Paradise" for the complexion, promise her confidently that she shall have it in just a few days. You will believe what you say—and possibly she may.

So much for the period of business adolescence.

But one can not remain young in business, and after those morning mists have all cleared away, leaving

many hard facts showing up in the noonday glare, then the special order presents serious problems which frequently must be wrestled with. How can each case be handled so as to keep customers pleased and satisfied and at the same time not get hung up on a lot of things which those for whom they are ordered do not take and which no one else wants?

Now the special order is often held up as being a sovereign remedy for some of the worst of the merchant's ills, particularly if his capital is small or he is suffering from competition with the catalogue houses. He is told, if he can not afford to put in a line of a given article, to make a special order when a customer wants it. If larger towns nearby are getting his trade away from him he is advised to make special orders and get people what they desire and so hold their trade. He is assured that, if he will take pains to get for his patrons such articles as they are sending away for, they will prefer to deal with him and the catalogue houses will cease from troubling.

All this seems plausible and is true to some extent, but there are certain limits which sharply define the usefulness and profitableness of the special order.

The peculiarity of it is that you can neither push this method of doing business and take all the special orders you can get nor shut down on it and say you will take no special orders at all. It is the height of wisdom to make a special order in some cases and rank folly to do it in others.

There are several classes of customers who are apt to want things out of the ordinary—things which, some for one reason, some for another, can not gainfully be carried in stock.

Perhaps a family moving into your town from some other section of the country have been accustomed to a better class of goods than the great majority of your customers will buy. Such a family know well the economy and satisfaction of the better article and will not be content unless they can be supplied with such goods as they have been in the habit of using. If they can not get them from the local dealers they will make shopping trips to larger towns or patronize the mail order houses.

Then there are the fashionable people, and every country crossroads can furnish some who, if not exactly fashionable, at least have the spirit of the Smart Set and want to be ahead of their neighbors and have gowns and furniture gotten especially for them. It doubles the enjoyment of an article if no one else can get one like it.

Also there are the cranks of all kinds and classes, each and every one of whom wants things precisely adapted to meet the nicest requirements of his or her highly-developed and differentiated individuality. Among these we will mention only one type, and for brevity we will call her the Spring Heel Woman. Every dealer of experience knows her. She is usually a conscientious and high-minded kind of person and is apt to have reforming tendencies, that is, she

knows she is right in her views and wishes to make as many people as possible think just as she does. Now, conscience is a most beautiful and necessary thing and not so common that we can afford to repress it in the least, even when it makes some developments that seem eccentric and unnecessary. As to any one who has the nerve and courage to attempt the Herculean task of the reformer—to try to lift this great easy-going, heedless, slipshod humanity out of any one of its time-honored ruts—such an one could face a cannon without a tremor and can but compel our admiration. All this must in justice be said of the Spring Heel Woman, and doubtless she deserves much higher praise; but this does not make her an easy customer nor very often a pleasant or lucrative one. If she but want ten cents' worth it commonly means trouble. If five hundred dollars' worth then at least as much more trouble as ten cents is contained times in five hundred dollars!

This type of mind does not always manifest itself in a desire for reformed footwear. Sometimes she can wear shoes like everybody else but is bound to have something comfortable and sensible for that precious head of hers. With the average woman, so long as the millinery creation is one that she considers becoming, if by the aid of a few hatpins it can be anchored anywhere to the outside of her cranium that is all she requires—whether it is sensible or not cuts no figure. Not so with the Spring Heel Woman, that is, if she is putting her mind and conscience on her headgear. Some other member of the sisterhood may want a smart hat and shoes like other people but lay great stress on a "reformed" corset or corset "substitute" and her dealer is beset to ransack the ends of the earth for this or that girdle or corset waist.

Whatever else you may do with the Spring Heel Woman, don't try to argue her out of her peculiar views. The poet has delicately reminded us that "Art is long and time is fleeting," and it is well to remember that no one has ever yet changed a single conviction of a real Spring Heel Woman. This may be one reason why a perverse humanity has never

estimated her at her full value. Her views are usually correct, no sensible reasoning against them can be set up, but if you have others dependent upon you it is your duty to refrain from argument with the Spring Heel Woman; and if you have not you don't want it said that you talked yourself to death in an argument as unavailing as a drop of dew on Sahara.

In another article I will discuss how best to handle the special order. K. K.

## Scientific Shoe Repairing.

While it is true that there are many retail shoe dealers who are not interested in shoe repairing, there are more who are interested. This branch of the shoe business is now conducted on more systematic, and, perhaps, more profitable lines than formerly, and if it is a good thing for one shoe dealer, why not for another?

It seems to us that the new methods and the new mechanism introduced within the past few years are worthy of the most careful investigation by both interested and disinterested shoe dealers. The retail shoe business is not such a coin gatherer that the merchant in this line can afford to ignore or overlook possible opportunities.

Investigation may prove that shoe repairing orders can be better attended to by sending the work outside. At least, it may be a question of locality. Elsewhere, it might be advisable to install a shoe repairing department. In any event the question of "to repair or not to repair" should not be hastily decided. It is worth an impartial and careful investigation.

It is a good deal easier to debate on virtues you have not than it is to demonstrate those you ought to have.

## AUTOMOBILES

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

Michigan Automobile Co.  
Grand Rapids, Mich.

## Get Ready

For a rousing fall trade in

## Stationery and School Supplies

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

Catalogue ready August 1. Send in your application for it NOW.



## Lyon Brothers

Madison, Market and Monroe Streets

Chicago, Ill.

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

Sold only in bottles bearing our address

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

Foote & Jenks  
JACKSON, MICH.

COLEMAN'S  
HIGH CLASS  
FOOTE & JENKS  
EXTRACTS



DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
**TRADESMAN COMPANY**  
Grand Rapids, Mich.

**Subscription Price**  
One dollar per year, payable in advance.  
After Jan. 1, 1905, the price will be in-  
creased to \$2 per year.  
No subscription accepted unless accom-  
panied by a signed order and the price  
of the first year's subscription.  
Without specific instructions to the con-  
trary, all subscriptions are continued in-  
definitely. Orders to discontinue must  
be accompanied by payment to date.  
Sample copies, 5 cents apiece.  
Extra copies of current issues, 5 cents;  
of issues a month or more old, 10c; of is-  
sues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - AUGUST 24, 1904

### JAPANESE DESTINY.

The remarkable war in which Japan, an Asiatic nation of about 161,000 square miles of territory, rather less in extent than California, with a population of about 45,000,000 souls, somewhat greater than that of Great Britain and Ireland combined, has decisively defeated, both on sea and land, the Empire of Russia, which has the vastest territory and the greatest population of any country on the globe, must be considered one of the wonders of the world.

It is true that Japan is an island domain whose people are accustomed to navigating the seas, while the Russians are but to a limited extent a seafaring race, which accounts to some extent for the superiority of the Japanese as sailors, and the further fact that Japan is close to the seat of war, while the seat of the Russian government and the depots of supplies and the great body of the Russian people are many thousands of miles from the scenes of combat, is also to the advantage of the Japanese.

The astonishing feature in the situation is that twenty-five years ago the Japanese were wholly ignorant of European methods of warfare and military organization, while the Russian government was for a long period not only contemplating the permanent occupation of Manchuria, but for many years has been preparing for it. The trouble, however, with the Russians was that, although they had abundant time to make ready for a great war, they wholly underestimated the seriousness of the undertaking in which they were engaging. They took it for granted that the Japanese were like all the other Asiatics with whom they had come in contact, easily overcome by an inferior force, and therefore a war with Japan would be a small affair and soon crowned with victory for the Russians.

What has actually happened, however, is that the Japanese are found to be in possession of the most improved and improved modern weapons, with superior skill in their use; the most thorough army organization and the most effective arrangements for the gathering and transporting of supplies by land and sea, and a com-

plete knowledge of strategy and tactics in conducting campaigns. On the sea the Japanese navy is complete in every arm and department, with the most formidable ships and cannon, which are handled with extreme skill and dexterity.

That the Japanese are a remarkable people is evident enough from their own exploits. Prof. Alexander Tison, long of the Imperial University of Tokio, writing in the *World's Work* for April, says:

Japan has given the world many surprises, but never a greater surprise than her latest. In truth, Japan seems not to be able to go to war without surprising the rest of the world. The war with China was a revelation. Japan got ready for it in the face of the world, but no one seemed to be prepared for what it showed about Japanese fighting powers. For years Japan has been making ready for this war, and all the while the Russians great and small, from the Czar, grand dukes, ministers of state, generalissimos of the army and men of all succeeding grades down to the humble secret service men and spies have been freely going up and down from end to end of Japan without knowing enough about what was going on to be ready for the blow when it came. Or can it be that Russia knew all her foe's plans and purposes; but, knowing them, did not believe Japan would dare to strike the blow?

Prof. Tison, after testifying to the extraordinary intelligence, industry and energy of those people, continues:

Patriotism, too, is a passion with the Japanese. The tie which binds every Japanese to his Emperor is closer than that between father and son. To die for his lord has always been the highest ambition of a Samurai. Time has not touched this ancient passion save to intensify it. The Japanese nation knows no division. It is as one man consumed with patriotic zeal to die, if need be, for the Emperor, whom with unquestioning reverence the Japanese style "the Son of Heaven." No sacrifice is too great for the Japanese to make in such a cause at such a time as this. No man, woman or child in the Empire will hold back money or life in the hour of the country's need. This is no perverid figure of speech, but a plain statement of the fact. The Japanese believe in themselves. They have gone into the war with Russia expecting to win. Self-reliance marks the Japanese in all relations of life. It is a quality which makes for their success. "They can because they think they can."

The Russians have made a history for themselves. In the fifteenth century Russia, with its capital at Moscow, was an inland country. The only sea upon which it touched was that part of the Arctic Ocean known as the Sea of Archangel. To-day Russia has 8,500,000 square miles of territory in continuous extent, and 140,000,000 people. It reaches the Baltic Sea on the west, the Black Sea on the south, and the Pacific Ocean on the east. The people are largely ignorant and superstitious, but they are brave and stubborn fighters and devotedly patriotic.

Among their characteristics is remarked a dogged perseverance, which laughs at obstacles, makes nothing of terrible hardships and privations, and pursues with never-failing effort and without discussion an object once clearly defined. In the private soldier this perseverance takes the form

of fording rivers filled with floating ice, of carrying on a winter campaign across mountains and through deep snows, without blankets or tents, of crossing the deserts of Central Asia under a scorching sun, without water—and all this cheerfully, joyously, without grumbling or discontent. In the great statesmen this quality is shown by a continuity of purpose, from generation to generation of successive ministers, always working toward the same point, and sacrificing their time, their health, their wealth, and often their reputation, in the pursuit of the ideals which have come down from Peter the Great's time. Many of the political leaders have been noted for their ability.

These are the people who have been so decisively defeated by the Japanese, and such wonderful fighters have these Asiatics proved to be that it is doubtful if any white race, man for man and ship for ship, can successfully compete with them in battle. Heretofore the European peoples operating with small numbers of men have been able to defeat the hordes of Asia and to conquer and seize on their provinces and kingdoms. Great Britain conquered India; the Dutch possess by conquest the island kingdoms of Java and Sumatra and are acquiring in the same way Borneo, and English, French and Russians seized upon large provinces of China, Siam, Burma and other countries, but not only has Japan resisted successfully all inroads by other nations, but has signally defeated Russia on land and sea.

Not only are the Japanese the most wonderful and powerful of all the Asiatic peoples, but they are apparently the equals in war and statesmanship of any in the world. The defeat of Russia will go far to destroy the prestige in Asia of the European nations. What the Japanese have done, other Asiatic peoples will desire to do, and under Japanese leadership they may finally undertake to do. Japan is going to hold the primacy among the nations of Asia. They are going to own her power and be guided by her example and follow her leadership. In the brief space of twenty-five years Japan arose from an unknown and unregarded place in the world's business to the first class among nations.

Europe and the United States have given to Japan all their ideas, all their inventions, all their scientific discoveries, and Japan has adopted and improved them all. The great enlightened nations of the earth have taken up a semibarbarous tribe and converted it into a young giant, in civil and military power so formidable that any one of its patrons and teachers may well dread to encounter it in hostile array. From this time forth Japan is going to dictate public policy in Asia and the European nations which own kingdoms and colonies in Asia may well bethink them that they have got to fight, and that desperately, in the not distant future for their possessions seized by fire and sword.

### GENERAL TRADE REVIEW.

There are enough of sensational rumors and incidents to account for the bear tendency in stock market changes now in evidence. The most potent, doubtless, are the rumors of damage to wheat in the Northwest. These rumors have sent that cereal to record height in spot quotations as well as in futures and this, of course, has disturbed the railways in that it indicates reduced grain movement. There are strong indications that these rumors are largely speculative, that the damage is not so serious or widespread as operators seem to believe and that there will be a good chop of this grain for both domestic and foreign movement. In the rumors the situation of corn is lost sight of. With a large acreage the crop will be a good average and with fair prices the returns to both producers and the transportation companies will be an important factor in all trade lines.

Another disturbing element has been the prospect of cutting rates in the iron and steel industries. For some time the United States Steel corporation has been able to maintain prices at a reasonable level, assuring a fair profit. But now other concerns are becoming strong enough to bring rate wars and these are developed enough to make quite a disturbance in this field. The most serious feature of a price war of this kind is the diminution of orders, as buyers will stand aloof as long as there is prospect of prices being brought down by any means.

The two storm centers in the labor contest, the butchers in Chicago and the builders in New York, are still exercising no small influence in the general industrial situation in this country. Production and transportation are seriously interfered with in the Western centers and in the Eastern there is a lessening of demand for materials which can ill be afforded just now. While public sympathy is enlisted in behalf of the principal sufferers on either side, in both fights the fact is apt to be lost sight of that each is far-reaching in effects on production and transportation, and that many thousands must suffer from loss of work and reduced wages in localities far distant from the fields of visible conflict.

In the textile field the most favorable indications are in the woolen trades, new lines being taken as soon as offered. Cotton, on the other hand, suffers from the spirit of procrastination so long prevalent. Footwear shipments from the East are much smaller than a year ago, but it is to be remembered these were abnormally large at that time in the face of depressed production in all other lines of apparel.

German correspondents with the Russian army say that the successive defeats it has recently sustained only "facilitate the Russian concentration." If the Japanese victories continue the Russian concentration will be carried to such an extent that the Russian forces will be "invisible to the naked eye." Concentration will produce condensation and eventual evaporation.



## FAIRY TALES OF SCIENCE.

## New Discoveries Playing Havoc with Old Doctrines.

When Tennyson wrote of the "Fairy Tales of Science" he meant not only the revelations of scientific discovery which bring the most important results to our every-day life, but also those wild and unsubstantial speculations made in the name of science, which, although they are announced with entire positiveness, have no more foundation than mere conjecture.

Some weeks ago Prof. S. P. Langley, Director of the United States Astrophysical Observatory at Washington and inventor of a flying machine which refuses to fly, announced that the result of investigations made by him indicated that the sun is growing perceptibly colder, and that the climates of our earth are already experiencing the change.

Within a few days past some of the newspapers printed a statement to a like effect from Prof. Doolittle, of the Astronomical Observatory of the University of Pennsylvania. That authority is credited with having stated that the earth is gradually cooling off, from the polar extremities toward the equator. Eventually the earth will be like the moon, which has no water, no atmosphere. There are some indications of lichens, the lowest form of vegetable life, but that is all. The atmosphere of the moon is down to absolute zero—400 degrees Fahrenheit below the ordinary or official zero, which is 32 degrees below freezing. Everything is dead and frozen there.

The cause of the cooling off of both the moon and the earth unquestionably is the diminution of the heat of the sun. To be sure, great heat does exist in the center of the earth. We know this from the temperature of deep mines and borings into the crust in numerous parts of this country and Europe, but the heat of the interior of the earth would not, alone, be sufficient to sustain human or animal life on the surface. Without the sun's heat we should all be dead within three or four days.

This is a very startling announcement about the cooling off of our sun, and by consequence, also, the freezing fate that awaits the earth and everything in it. That story about the temperature of the moon being 400 degrees colder than our old-fashioned zero is positively frightening, when we reflect that this terrestrial ball which we inhabit is to reach that same degree of refrigeration. Another disquieting statement is that not only is our sun growing cold, but it is also shrinking into smaller dimensions. This shrinkage is going on at the rate of fifty-six yards a year, and the time will come when the sun will be so small that at the distance of ninety millions of miles, more or less, at which we view it, the grand orb of day will be no longer visible.

The whole story as it comes to us from scientists is not only alarming, but it is humiliating, mortifying in the extreme. Of course, we need not believe such astonishing statements

if they do not please us, but disbelief will only expose us to the contempt of the scientists who have put them forward, and if we should ask them how they found out the temperature of the moon to a degree or how they were able to measure the yearly shrinkage of the sun to a single yard or inch, for it is easy to figure out the inches if we know the yards, we would be treated to the rebukes and reproofs which our ignorance would so well deserve.

Our most immediate concern, however, would be to know when our earth is going to become so cold that we can no longer live in it, and when we ask that question we are told on the authority of Prof. Simon Newcomb, another astronomer, that the fatal day is still some five or six million years away. Why this date is not figured down to a day and hour is very unsatisfactory, when we consider how accurate the astronomers are as to temperatures and rate of shrinkage, and it is not out of place to criticize the Professor for his loose way of figuring.

It is remarkable that men of scientific reputation will put forth such statements as authoritative, taking it for granted from their unchallenged appearance in the public prints that they have done so. It would be impossible to determine if the sun is losing its heating power unless careful observations, lasting through long periods of time, say thousands of years, had been made. As for any definite statements concerning the temperature of the moon, that is the merest conjecture, since the moon is as much exposed to the sun's heat as is the earth, and there should be little difference in the degree of the warmth imparted to the former body.

The earth revolves around the sun at an average distance of 90,000,000 miles. The orbit of the earth in its path around the sun is elliptical or oval, and at some points the earth is nearer to and at others farther from the great luminary. The moon revolves around the earth at an average distance from it of 240,000 miles, and when the moon gets between the earth and the sun it is 240,000 miles nearer to the great source of light and heat than is the earth, and this is something that happens at least once a month. To proclaim with any sort of positiveness that the moon is 400 degrees colder than the earth is a most reckless assumption, and is not science or knowledge in any sense. The fact is that, although the moon is the nearest of the heavenly bodies to us, we know but little about the climatic conditions that prevail there. Only one side of it is visible from the earth, and no human eye has seen the other, and to a large extent we can only conjecture about the situation in our satellite.

Historical records concerning climatic conditions go back for many centuries, and they seem to show that there have been from the earliest times great fluctuations of temperature and changes in the normal character of the seasons. Here are some of them:

In 401, Anno Domini, the Black Sea between Russia and Turkey was

frozen over for twenty days, something never known since. In 1035 the cold at midsummer in England destroyed all vegetation. In 1076 winter lasted from November to April. In 1460 the Baltic Sea was so solidly frozen that wagons and horses crossed from Denmark to Sweden. In 1658 Charles X., of Sweden, crossed the Little Belt Strait, from Holstein to Denmark, on the ice with his entire army of horse, foot, artillery and wagon trains. In 1684 the winter in England was so severe that it destroyed many forest trees. The Thames was frozen to a depth of eleven inches, and nearly all the wild birds in the country were frozen to death. That is the extraordinary season which figures in the novel of "Lorna Doone." In 1789 there was a winter memorable throughout Europe for its extreme severity. In 1812 occurred the terrible winter which overtook Napoleon during his famous invasion of Russia. Napoleon commenced his retreat on Nov. 9, in the midst of extreme cold, which increased in severity for months and cost him immense numbers of his men and horses, which perished on the march. His losses in the Russian campaign through cold and battle numbered 400,000 men.

Since then there have been from time to time visitations of intense cold, but there is no evidence of any fixed change in the climate. The earth's constitution seems to be subject to temporary spasms of earthquake inside and storms on the outside, but these are only momentary or temporary affairs, for all things resume their normal condition and go on as before.

That there have been permanent local changes of climate is well established by the fact that fossils of animals and plants which belong to warm climates are found far to the North, in Siberia and Alaska, for instance; but these do not indicate any decrease in the sun's heat. The fact that the Mississippi Valley from the Gulf of Mexico to the Arctic Ocean was once covered by the sea is plainly shown by the sea shells and other fossils found everywhere from the Mississippi River to the Rocky Mountains, and in all probability the Gulf Stream, instead of going out at the capes of Florida, went up through the interior sea and poured its warm waters into the polar basin, so that mammoths and other animals and plants proper to a climate in which they could flourish prevailed in Alaska and Siberia.

But this is only one circumstance. The Hindoos, the Assyrians and Chinese have astronomical records which teach that the center of gravity of the earth has changed, so that what are now the poles once coincided with the equator, and equatorial regions of to-day were like the poles are now, generally farthest from the sun, and that the climates of that period were correspondingly changed. Astronomers of later periods, and most lately Croll, the English physical philosopher, devoted much time to the study of possible changes in the earth's orbit, to discover if by bringing the

earth and sun nearer together or farther apart, through such changes of relative position, a corresponding change of climate would result. Croll discovered in the remote past that such changes must have occurred, so that at a certain period there were thirty-six more days of winter than the average in a single year, and that these variations have occurred from time to time, but that there was always a return to the average. Croll's calculations extended back to more than a thousand million of years B. C., and while they prove nothing conclusively, they are in line with the belief that there has been no fixed or marked change in the earth's climate within the historic period, and that the fluctuations noticed have been mere spasms or momentary variations from the normal rule.

All the speculations concerning the cooling and shrinking of the sun are based on the old theory that it was a body of burning material which is being consumed, and that finally it will be extinguished for lack of fuel. Science, so-called, is always ready to adopt its own vagaries, but it is slow to accept discoveries made by outsiders. But despite professional conservatism, new facts and new theories based on them are coming into notice, and they are rapidly destroying popular confidence in the old notions.

People are coming to realize from their acquaintance with electricity as a daily household means for furnishing light and heat for the ordinary purposes of life that the solar system may be a titanic electric dynamo to furnish light and warmth to the universe, with no possibility of its being burned out, or its operations brought to a stop, as long as the mighty forces of nature shall continue their functions. Then there is the radium theory. If the sun were a mass of pure radium it would give out light and heat to infinity, without losing its material or being consumed.

The new discoveries which are being made by chemists and electricians, and not by astronomers and geologists, are playing havoc with the old doctrines of the physical universe, and the day is not far distant when the old textbooks will have to be thrown away and new ones made up to correspond with the real discoveries that are being made in this wonderful age of research and scientific revelation.

Electricity is the modern Puck that puts the girdle of telegraphy around the earth in forty minutes, while chemistry is the magic which turns gross material into the most important articles of use, and virtually, if not in terms, transmutes base metals into gold, while steam is the giant that tunnels mountains and bridges seas at command. Such are the elements that make up the fairy tales of science, more wonderful than those created by the gorgeous imaginations of the Orient. Frank Stowell.

How much of matrimony ends up in alimony?

He can not help who does not hope.

## DRY GOODS

### Weekly Market Review of the Principal Staples.

**Velvets**—The present prospects are that velvets will be more popular this coming season than was expected early. Fancy velveteens are receiving marked attention and the expectations are now for a liberal movement in these goods. Shadowed and metal fancies are both ordered. The small metal effects are counted much safer than the medium and larger patterns. The imported printed velveteens are very creditable. Some are really artistic in execution. Corduroys hold a prominent position in the line. Pekin striped velveteens are also receiving the interest of the trade. The promise now is that all velvet fabrics will be in good demand. Broad tails have already sold reasonably well and in some instances the re-orders received are said to be large. How popular they will be for dresses is uncertain, but for waists and children's cloaks a good sale is already assured. The cutting-up trade has given a good deal of attention to these goods. And on top of the foregoing there will be a strong request from the millinery trade for velvets for trimming purposes. Merchants who consider velvets for their stocks have the assurance of an outlet for a good amount through this source. Retailers are asking that their orders be delivered early, as they expect a call sooner than formerly.

**Silks**—The buoyancy and hopefulness which pervade silk circles is proof positive that faith in the continuance of the great silk vogue is general. Manufacturers are bringing out rich and beautiful specimens of plain soft silks in response to the call for better values. Taffetas have been advanced from their subservient position of linings for sheer wool fabrics to that of prime favorite for costumes and gowns, creating a demand for such quality as has not been seen in years. Just two months ago attention was called to glaces and the need of keeping in close touch with this line of silks was emphasized. The leading stores were having good success with them and the indications were that the general trade would endorse the line. This is now being realized through the wholesale houses. Glaces, or changeables, are prominent in the orders and for the styles now affected promise to be a possible favorite of increasing interest. They were good eight to ten years ago, but at that time were made in the two color shot effects. Now the weaves are for the greater part made with black warp in combination with the leading colors. For example, changeables are popular in combinations of black-blue, black-green, black-red, black-brown, black-white. Other changeable combinations are red-blue and particularly blue-green. All these in glace taffetas are getting stronger. The best grades of taffetas are those in chameleon effects.

Where three colors are introduced, requiring the two-color filling, the goods are naturally more expensive, and they require a pure and good silk to give the high luster required by fashion. The prospective demand for these goods in pale shades for dressy wear is great, and they will be well taken in dark shades. The blue and green and purple and green combinations are shot with black in both broad silks and ribbons, which gives greater depth and richness of tone. Peaux are counted on for their old-time role of usefulness, as nothing has yet appeared to put them out of countenance; especially in light shades will they be well taken for waists and evening gowns. The effort last season to introduce a revival of the old-time popular weaves, poplin and faille francais, was unsuccessful, but they have reappeared in fall lines, and indications are strong that this season they will be well received. The silk revival will probably bring back many favorites that have been on the retired list and transverse cord effects, having been absent for a long time, will probably have their innings in course of time—even grosgrains and ottomans, between which faille is a happy medium. Merchants are keeping the shirtwaist to the front and are exhibiting sense by doing so. The shirtwaist suit is accepted by women for its serviceable features and not unlikely there will be a modest request by women throughout the usually dull months of August and September for silk to make up into the shirtwaist suit. Requests are being received in the silk stocks for the fall orders placed on the road to be sent forward at once. This indicates nothing if not that merchants intend to be ready to supply silks to their trade this fall. The shirtwaist suit is winning favor with women who at first did not favor it. They are coming to recognize that it has merit. One silk man characterizes it as a "dress quickly and easily put on." It is inexpensive to make and for this reason is appealing to the trade where dressmakers are either an expensive consideration or where none are to be found. The shirtwaist suit does not require a fit of any expert dressmaker and for this reason is just the thing for trade, for a woman can make her own shirtwaist suit. High priced dressmakers may object to the shirtwaist suit all they please, but they will find it no easy matter to displace it.

**Gloves**—The warm weather has brought an increased demand for white fabric gloves. This demand for white relieves the situation, which has been somewhat embarrassing. The demand for colors in fabrics has resulted in a scarcity of certain colors, occasioning annoyance and perplexity to the trade. It is a relief to turn from the demands for these colors, which have been difficult to secure, to a demand for whites. White silk gloves seem to be the favorite for hot weather this season. The position of laces in the city stores is almost anomalous. While it is true that they are being shown in some of the windows and in the displays in the glove depart-



"I'm from Chicago."

# Thunder Attracts Attention

Lightning isn't quite so noisy, but it peels off more bark. *Loud Talk* is all right at a pole-raising or camp-meeting but when it

comes to business conversation the high notes should be cut out. When we interest a merchant in

## Puritan Corsets

we assist him in distributing a quantity of *Plain Talk* advertising among his customers, which is just enough different from the average corset advertising so that it attracts attention and sells goods. From the minute your order is received by us we take a personal interest in your business to the extent of helping you in every way possible.

## Puritan Corset Co.

Kalamazoo, Mich.

ments, it is also true that they are offered at prices which have little regard for the original cost. For example, there are some laces offered in the city stores at a 25c job, the price of which was initially \$3 a pair. It is always a subject of serious importance to consider the needs of the following season. A rule followed by some buyers is to recall what lines were in demand at the close of the preceding season. Some of the most conservative buyers follow this method. While it can not always be accepted and followed, it is very often a safe basis to build upon. Some merchants delay placing their advance orders until they are compelled to accept much that is unsatisfactory to their trade. Conservatism is a virtue, but ultraconservatism is a weakness, particularly in merchandising. Any line which requires a choice being made in styles and colors exhibits some element of risk. Merchants should know by this time what their needs will be in staple kid gloves for next season. They not only should know but should have placed their orders. Some merchants wonder why their competitors get the trade. The answer is not a difficult one. It is because the competitor has what the trade wants. The successful merchant "butts" into every new situation. He wants to know the leading things and gets information from every source possible and then acts early and quickly. The result is that he has new things and the merchandise. The other merchant follows and buys also but the cleaner selections have gone early. The trade is drifting to specialty orders. The manufacturer is making up the product of his mill on close margin. He can not afford to have an oversupply of stock, as it eats up profits quickly. The market now is well developed, at any rate in staple kid gloves, and prices are settled for next season, which should cause merchants to place orders without delay in order to insure getting what is wanted. The expectations of the glove trade are for a good fall business. The stocks now in the hands of the merchants are well sold up. Last fall and winter's demands increased stocks in the hands of retailers so that at the present time they are very satisfactory. All the indications now are that merchants must buy if they will be in position to take care of their trade. Prospects in the territory which looks to this market for its supplies are now good. A continuation of present indications is only needed for a good fall business. The city glove people are hopeful that their customers will buy gloves freely the coming season. All wholesalers report an excellent outlook for fall and winter trade. The present business is with the retailer only. The weather now is satisfactory for the sale of fabrics and the movement in them is much improved. The lighter weights in fabrics constitute the bulk of the present business. The sale of heavier weights in fabrics has fallen off, owing chiefly to the weather. As was noted last week, there is a very heavy demand for browns and tans in silk gloves.

Both these colors are short, the demand exceeding the present supply.

**Carpets**—Several of the large factories have taken advantage of the quiet spell to overhaul their machinery and make such repairs as were needed, which is something they have not had time to do for three years. Among the retailers for the past month it has been an occasion of house cleaning and getting their stores and stocks into shape for fall business. Efforts are being made to get rid of everything in the line of old stocks so as to make room for new goods. Returning to the position of the manufacturers, it can not be said that the Brussels weavers have been busy. Sales have been considerably restricted by the high price of goods, but it is impossible for the manufacturers to see their way clear to lower prices, with raw material exceeding scarce and high, and many of them have allowed their machinery to stand idle rather than furnish the market with goods at the prices which the trade is willing to pay. Looms on the better grades of Wiltons have been quite busy, but these manufacturers are slowly running out of orders. Manufacturers of ingrains are confronted with a demand for lower prices, but they say they are unable to realize any profit on goods at the current value. The result is that business is quiet and likely to continue so until the middle of September. Some buyers are suggesting that goods with less actual merit, that can be had at reduced prices, would be preferable to no business at all, but few manufacturers are inclined to adopt this course, as it would prove hurtful to those of standard reputation. Art square manufacturers are quite busy. It is said that there are fewer looms idle in this branch of the trade than in any other, and orders for September delivery are taxing the capacity of the mills.

**Bright Outlook for the Fall Millinery Business.**

New York, Aug. 22—With the opening of the midsummer excursion rates for buyers the millinery jobbing trade, which has been in a sluggish condition for months, has taken a more lively turn. Representatives of the retail houses and the millinery divisions of the department stores throughout the country have come on to the city in considerable numbers, and although many as yet are spending most of their days at the seashore, making their midsummer trip answer for their vacation as well as for business purposes, an encouraging number are finding their way to the district where hats and frames and flowers and ribbons are sold. The spring season was the dulllest in years, but the jobbers say that the orders now being booked are of an encouraging character. Reports from the salesmen who have been on the road also give promise of a season in which at least the more enterprising dealers will have a fair business.

It is remarked that this season, more than ever before, the buyers are not restricting themselves to the jobbing houses, but purchases are made largely from the manufacturers. This

tendency has been apparent for some years, although perhaps in less accentuated form, and has resulted in the gradual diminution of the jobbing houses in this city until the large concerns confining themselves to this part of the trade number scarcely a half dozen. Most of the jobbers have become manufacturers, too.

A buyer for a large department store who was formerly for many years a jobber explained the evolution of the business as follows:

"Manufacturers make claims of restricting their trade to jobbers because the latter will not knowingly patronize a manufacturer who sells also to the department stores, and especially to the retail milliners. As a matter of fact, such a house as I represent can buy from nearly every manufacturer in the city, and I do not know of one who would refuse my order. The reason is that a department store can buy in as large quantities as the jobber, and moves the stock and pays for the goods more promptly than any other kind of a concern. Another fact that squeezes the jobbers is that many branches of the business, such as the manufacture of ready-to-wear hats, lend themselves well to the purposes of men with little capital who start small factories by the dozen and are only too glad to sell to even the smallest of the retailers. The jobbers would get little trade now were it not that their houses are the best places for a milliner to make a variety of selections, which are packed in as small quantities of each kind as may be desired, while the manufacturer of any importance will not sell less than a case of each kind. The jobber also has facilities for extending credits and keeping in touch with the retail trade which a manufacturer can not have. This is the kind of business that the jobbers are doing to-day. They are also to some extent getting back at the manufacturers by themselves engaging in the manufacture of some of the lines that they job."

Ready-to-trim and ready-to-wear hats constitute another factor that is contributing to the revolution in the trade. The department stores sell both kinds of hats direct to the consumers, with the result that thousands of women who formerly patronized the retail milliners do so no longer, but buy a frame and trim it or buy those that are ready to wear, spending only a comparatively small sum of money in either event as compared with the cost of the more pretentious trimmed hats. The ready-to-wear hats, made in great numbers from a model, have become a more and more important branch of the industry in late years. The prediction is made by some that the great body of middle class and cheap trade milliners, now having a hard time to subsist, must soon disappear, as their customers gradually are attracted to the smart and well made hats in the department houses.

Some people are like matches—they need friction in order to do their work.

**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.



### Observations of a Gotham Egg Man.

It is quite evident that holders of refrigerator eggs are very generally disposed to move them at the earliest moment that they can do so with even a small profit. This disposition has been engendered by the evidence that storage accumulations are much larger than they were a year ago, and by the fact that the summer reduction has been insignificant as compared with last year.

Present values make it impossible to use any considerable quantity of April storage eggs for current consumption as these goods, when stored on season's rates, can not be brought out with any profit below about 21c, and they are dear at that price in comparison to the finest fresh gathered Western. Some movement in April storages is reported from time to time at 21c for fancy brands, with all charges paid to January first, but there are at present a great many more sellers than buyers at that price. The purchases reported are mostly by dealers who stayed out of the deal early and who are willing to take on a few goods as a protection against possible future conditions—not with the idea of immediate use.

But there are a good many May and June eggs that were stored on monthly rates when our market was about 17@17½c and some of these can now be used in competition with those qualities of fresh gathered that cost about 19@20c. When used on that wholesale basis the held stock makes a small profit, and so long as our local dealers have a supply of useful refrigerators of that value we must expect a restricted outlet for medium grade fresh gathered.

There have lately been a number of enquiries from Western shippers as to the prospect of selling some refrigerator eggs on this market, but receivers have been unable to offer any encouragement as yet. While dealers may use some of their own holdings of May and June eggs on a wholesale basis of 19@20c they would hardly buy the same class of stock arriving here on dock at the same range of prices, first because they would prefer to reduce their own holdings, and second because refrigerator eggs at this season must be handled with great care and put into consumption in the shortest possible time after they are taken from the cold rooms; and while goods may be taken out of local houses in small lots as needed from day to day, and give reasonable satisfaction, stock arriving on dock from a distance would be far more dangerous to custom. Furthermore, refrigerator eggs arriving here on dock at this season must be disposed of at once and it is a very poor market at present for forced sales of anything below the finest fresh.

Present advices are not encouraging for any rapid reduction of early refrigerator eggs for some time to

come. Our scale of receipts so far in August has been very nearly if not quite equal to the total consumptive demands, and some increase in quantity, as well as some improvement in quality, is looked for after harvesting is more generally completed. When the hens run in the fresh grain stubble the better feed obtained usually gives some stimulus to laying and better body to the eggs. It seems probable that the relatively heavy holdings of refrigerator eggs now reported may lessen the disposition to store these late August "harvest" eggs and if most of the production continues to come upon distributing markets there is little chance of any large place for refrigerators until the advance in moulting season begins to have a serious effect upon production.

On the whole it looks like a poor season for the storage of early fall production; the outlook is not very flattering at best, but it would be far better if prices were kept down by a free offering of all the goods produced during the early fall, than if many of these should be withdrawn to storage and prices at once forced to a parity with the high cost of early storages.—N. Y. Produce Review.

#### Expert Weight Guessing.

In England butchers buy their cattle largely by guesswork. They will size up a steer and make a bid for it, relying on their own ability to judge of the weight it will dress out. As an instance of how expert they become the London Meat Traders' Journal relates that at a recent agricultural show no fewer than six men named the exact weight to an ounce of the beast submitted for examination in the "block test" at a recent late show. The animal after being killed and dressed weighed 647 pounds, and these were the figures given by the six guessers.

#### The Parisian Butcher.

The Parisian butcher is nothing if not ingenious. Eighteen pence a pound for beefsteak is as much as the most ardent protectionist of home industries cares to pay. So a discontented reporter recently took himself to the great slaughter houses at Vilette to enquire into the reason. A ruby faced butcher demonstrated that the science of dissecting a bullock was one demanding the hand of an artist, while to sell it at a profit required a deep knowledge of mathematics, owing to the many laws of compensation involved whereby the fillet and the sirloin paid for the humbler portions of the animal. In the summer, it would appear, the outlook for the Parisian is hopeless, and he must pay high prices for poor meat. If the season is dry and bad, there is nothing of prime quality to be had; if the season is good and food cheap, the breeder loves to watch his animal grow fat on the farm and will not sell. Asked if there was no remedy for this state of affairs, the butcher replied: "Oh, yes; eat bad meat, or even better still, become vegetarian."—Manchester Guardian.

Printing scatters intelligence. Reading and thinking gather it up.

## 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.

**What Can Be Done With Chickens in Back Yards.**

To the uninitiated a poultry farm consists of rows of long buildings, inclosed yards, five or more acres of land, and several people to look after the "farm." While this is a true sketch of the commercial institution it does not by any means represent the average establishment where high priced eggs and prize winning chickens are produced.

It is not the large farmer but the small poultry fancier who is realizing the largest returns from the money involved in the business. The finest birds are produced by city fanciers, and at the fall and winter shows hundreds of specimens find ready sale at prices ranging from \$5 to \$100 each. These facts lead to poultry raising on the city lot.

At the present moment I can hear the cackling of the hens, three doors to the north of me—right in the heart of the Englewood residence district. These fowls are of the breed known as "buff orpingtons" and are owned by a Chicaga policeman; and this thrifty officer is in the business for the money there is in it. From an original investment of \$50 he has since March paid his grocery, ice, and meat bills, and now has a stock on hand worth over a hundred dollars—all this on a back lot 25x40 feet. His own story is best told.

"Last winter I got the fever during the big show at Tattersall's and made up my mind to take a flyer or several of them by paying \$30 for a cock, cockerel and ten hens and pullets for delivery at the close of the show. When I went home to prepare a place for my birds my wife called me a fool for what she termed my extravagance, but she pitched in and helped me, as he always does when she thinks I'm up against a tough proposition.

"We fixed up a roosting place in the basement, where it was warm, and with \$10 worth of lumber I made a double house—that is, a house with two rooms. I had the house ten feet long, five feet wide by five feet in height in front and three and one-half feet in the rear. This house faces south, with a double window three feet square in each room. We built a covered passage-way between this house and our basement and the chickens were transferred every morning to the yard house, where they could sun themselves without danger from the cold weather. These yard houses were heated by hot water at an expense of \$8.

"The basement quarters, being warmer and not quite so light as the yard house, were preferable for the nest boxes, and the hens soon learned where to look for their nest. I selected the five best females and mated them with the cockerel for my best pen, and the five remaining females with the cock represented pen No. 2. Then with a small advertisement for \$2 in one of the poultry papers I was ready to do business. My wife awaited the returns with considerable eagerness.

"My poultry paper told me that a

good feed for egg production might be obtained by making a mash of wheat screenings, ground finely with cut clover hay. This seemed to be the cheapest ration I could think of, so I began to feed it, and pretty soon my hens began to fill the egg basket. Some days all ten of them left their eggs for me to gather at night and on other days only seven or eight would lay. At the end of the first week I had five dozen eggs and a dairyman who delivered me milk had taken a liking to my chickens and bought the eggs for his incubator, paying me \$2.50 a dozen for them.

"About this time I received an order for two settings of fifteen eggs each at the advertised price of \$3 a sitting. I soon was able to fill the order. My hens kept up their laying until the middle of March, and I had not only filled all orders for eggs for hatching, but had arranged with my dairyman friend to hatch me out a hundred in his incubator; he agreed to do the work on shares and give me my half when the chickens were 3 months old. The hatch was a good one and I went and selected thirty fine little fellows, worth for breeding purposes \$3 to \$5 each.

"Along about the middle of March my hens began to get broody, that is they wanted to set and raise a brood of their own. I let two of them have their way about it, but the quarters are so small that it is too much bother to have a lot of old biddies running around, so I abandoned the idea and when the others got broody we set them on porcelain eggs and let them think they were having their way. A hen is much like a woman in this respect—if you can't let them do as they want to let them think you are at any rate.

"During January, February, and March my net income from eggs was \$82.50, and since March I have sold stock to the amount of \$46. I now have on hand forty-two birds, which are worth at a rough guess about \$120. We cannot care for more than forty on our lot—this is really too many for a working man to look after—so I will carry them through the summer and in the fall will have me up three pens of the best and the remainder of the flock will be for sale. In the meantime I will study this proposition, and next winter spend a little more money on improvements and go in for still larger profits. We have been fortunate in having good foundation stock, which has paid our family expenses and given us fried chicken and fresh eggs whenever we wanted them.

"Don't ye print me name," he said in conclusion; "some av the byes call me cock av the walk alriddy, an' if they git next that I am a chicken fancier, it's all off wid Danny."

If the above is a fair average of what can be done by a hard working city toiler by utilizing the space in his backyard other workers will probably look with favor upon poultry raising as a source of "side money." In this connection a few facts re-

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.

garding the poultry industry may be appropriately given.

Statistics show that the value of poultry and eggs produced upon American farms reaches the enormous total of more than a half billion dollars yearly. This is more than the value of the yearly output of gold, silver, and coal—more than the total value of many other commodities that are considered of greater importance than the poultry industry. But, great as the poultry business certainly is, it shows less improvement than any other branch of live stock. The farmer who will pay \$1,000 or more for a bull, hog, or horse is content with a flock of unprofitable and unsightly scrub chickens.

Therefore it is safely claimed that more than 95 per cent. of all the poultry that reaches the market is of the scrub or mongrel type. Every little while, however, an up-to-date farmer has a flock of chickens uniform in type, size and color, and his product always finds a quick sale at a nice bonus over the inferior product of the scrub flocks.

The poultry business is yet in an incipient stage, but through the persistent work of fanciers and poultry show promoters the general farmer will soon think as much of his flock of poultry as he does of his herd of cattle or hogs. Poultry shows are powerful educators, and all our state fairs have their poultry departments, which are liberally patronized by the farming element.

It is a fact that no branch of the live stock industry will yield larger returns than the poultry business in proportion to the amount invested, but an investment of this kind must be made carefully and with a thorough understanding of its cares and responsibilities. The young man who spends his money on poultry without some knowledge of the work attendant thereto and expects his chickens to grow, multiply, and hand him the result of their labor will, in nine times out of ten, meet with failure. He should first subscribe for and read some good poultry paper and spend a week, if possible, on some practical poultry farm, and for the city back lot he should select some of the heavy breeds, such as orpingtons, light brahmas, buff cochins, or barred Plymouth Rocks, preferably the latter. These varieties are quiet and content with small quarters, while the lighter birds, such as leghorns, require a wide range and are difficult to keep even within an eight foot fence.

Roy B. Simpson.

#### Why Beekeeping Is Best Suited to Women.

"There is no work in the world so good for a woman as beekeeping. It takes her out of doors, keeps her active and interested, and gives her a business that is practically all profit," says Mrs. Jacob Antes, Jr., of Deerfield, Ill., whose honey is famous among the epicures of Chicago. "My bees cost me nothing to begin with, for I caught a swarm that came into my yard, and now

I have strong colonies for twenty-five hives, which have cost me little besides my care of them and have given me an excellent income. I love the work and I expect to keep bees as long as I live."

Beekeeping is fast becoming a "woman's industry," since it is an occupation which can easily be taken up as an adjunct to domestic pursuits. Society women, like Mrs. John G. Glessner, of Chicago, follow it at their country homes and add to their summer enjoyment in it the pleasure of regaling their friends in the winter with honey from bees which they themselves have tended. Farmers' wives often net from their hives in a year a larger sum of money than their husbands are able to make in the same time from the produce of an entire farm. Few of those who adopt the vocation ever give it up willingly. Like Mrs. Antes, they want to keep it up as long as they live.

In the nature of things, beekeeping is woman's work. In the hive the womenfolk are the whole thing. Upon the health of the queen bee the prosperity of the colony depends. The working bees, according to the naturalist, are undeveloped females. The queen's fat and lazy consort lives merely to die for his queen and all his brother drones, the unsuccessful suitors, are tolerated by her faithful subjects only so long as they are needed, and then are pierced to death by the poisoned javelins of a horde of angry amazons.

Beautiful though they are, with their helmets of black pearls, their lofty, quivering plumes, their yellow velvet doublets, their beauty does not save them. At a given signal they die, massacred by the virgin workers, who wish to have the honey palace to themselves until spring, without any greedy, untidy male creatures about to bother them in their housekeeping. There may be more than wit in the observation of that philosopher who suggested that women liked apiculture because the little "daughters of the sun," as Maeterlinck calls the bees, are such able exponents of woman's rights.

Success with bees, according to Mrs. Antes, depends upon three qualities in the beekeeper. She must really love her bees; she can not do her work perfunctorily and do it well. She must have an aptitude for observing and comprehending the ways of nature; for, no matter how many books on bee culture she reads, she will have to see the bees with her own eyes and learn to understand them for herself. Finally, she must be ready to make the most of every opportunity.

For instance, when the bees swarm she must drop whatever she is doing, don her bee veil and gloves, and hide the swarm. Sometimes this means a good deal of trouble; occasionally a swarm hangs so high on a tree that she has to mount a ladder to reach it. But the task is an interesting one. Grasping the bough from which the swarm depends she shakes the bees down into an inverted hive. If they do not go readily she pushes them with her hands or with a big ladle. There is small likelihood of

stings, for the bees are full of honey and good natured. They will follow their queen submissively. If she goes into the hive they will stay there, too, but if she escapes they will throng out again after her, and the whole thing has to be done over again.

Bee life is full of stirring drama. One would hardly guess this from standing before a peaceful hive on a warm summer afternoon and watching the bees playing idly about the threshold, or studying the workers returning from their wide pasturage, carrying each a single drop of honey toward the teaspoonful which is the allotted measure of her season's labor. But for the beekeeper each of the important episodes of the bee's life, through its short year from April to September, is of dramatic, even maybe of tragic, significance.

Follow with a sympathetic eye the bee's history from the formation and departure of the swarm, the foundation of the new city, the birth, combat, and nuptial flight of the young queens, the massacre of the drones, on to the return of winter's sleep, and you find that you are threading your way through a maze of living mysteries. You learn, among other things, that the hive has its holidays and its festivals as well as its working days. There is the jubilee which attends a

royal birth, the excitement which follows the nuptial flight, which is really the queen bee's coronation; there is the jealousy of rival princesses which results in political intrigues and assassinations. There is the fierce justice of the wholesale massacre of the useless, dependent males. But most intensely dramatic of all is the hour of the swarming, that great exodus which the Belgian poet-naturalist believes is neither instinctive nor inevitable, but a voluntary sacrifice of the present generation in favor of the coming generation.

The beekeeper who loves her bees comes to look upon them as little people, as Virgil did of old when he thought them minified types of humanity. The intelligence with which a bee accommodates itself to circumstances certainly seems human. If you interrupt her in her work by contracting her hive she will contract the size of her cells. Break a piece of the comb, making it lean on one side, and she will throw a buttress across it to keep it in position. In all her home building and house-keeping she has a genius for economy and method.

Cora Roche Howland.

It is easier to be just to a stranger than to a friend.

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.**

## Wanted Quick, Rye Straw

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

**Smith Young & Co.**

**Lansing, Mich.**

**SECRET OF SUCCESS.**

**Always on the Lookout for New Ideas.**

One great secret of success is to be always on the lookout for new ideas, to be always seeking new methods, new ways of doing things. Every one tries to improve on his own work—that is, every one does who is worth considering, but not every one is continually watching for ideas from the outside. Few go in search of ideas. This is what one should do, this is what one can not afford not to do. Seek ideas from every source.

No person, however original, can depend solely on the ideas that he works out for himself without missing a great part of the success he might otherwise have. You must use not only what you have worked out for yourself, but you must take advantage of the ideas others have gained from their experience. You must use the results of other lives as far as you can understand them. The experience of any one man is not wide enough to base all his actions upon. The experience of any one man can not be—life is too narrow in its scope and life is too short.

Who is the successful farmer today? The man who is using all his own ideas plus those of his ancestors, plus those of his rivals, plus those of the scientists and experimenters. Take the commonplace idea of rotation of crops. If a man waited to prove that he couldn't raise wheat year in and year out on the same patch of ground he would be bankrupt before he arrived at an independent conclusion.

We can not and should not attempt to work out all our problems for ourselves; we must accept results as they have been worked out by others. By reading, conversation and direct observation of the experience of others we must widen our own lives, always seeking new ideas which we may assimilate to our own.

A distinguishing characteristic of Americans, and one which has enabled them to outstrip their rivals in so many fields, is their ability to assimilate new ideas. Whatever an American sees done abroad he feels equal to attempting at home, whether it is raising ostriches, olives, or family trees. As soon as he "catches on" that a thing is profitable or excellent he attempts to master and possess it. Although some of the results are ludicrous, such as his attempt to assimilate the dukes and princelings of Europe, the general effect of this tendency is progress.

Contrast with this tendency of the true born American the sheeplike following of old ideas that characterizes the average immigrant to this country. The foreign born merchants do succeed here, but as a rule they succeed by sheer drudgery, slavish and soul killing devotion to their tasks, and by mean living. As a rule they succeed because they are content to pinch and drive and starve themselves—if that can be called success. The American makes more and lives infinitely better because of his free assimilation of new ideas.

The marvelous progress of the

Japanese has come almost wholly from their ability to assimilate the ideas of other nations. They have made it their business to "spy out the land" of science, education and general culture of the Caucasians. As a direct result of this assimilation of ideas they are to-day challenging the admiration of the white race that was so lately their patronizing instructor.

Why are young men everywhere preferred in business? Because as a class they more readily "take to" new ideas. It is a commonplace that the man past 40 has a hard time to get a start in any business. "You can't teach an old dog new tricks," say those who are secure in their positions, and so the middle aged and old men are pushed aside for the youths.

But, of these young men, who succeed? Why, the one who, in vulgar phrase, "catches on." Of course the man of original ideas always succeeds, in some sense at least, but the great mass of men must succeed, if succeed they do, by adding to their own meager stock of ideas the ideas of others.

Some people love too well to exploit their own ideas ever to learn from others. The sporty looking man who instructs all his acquaintances just how to get rich by trading on "change is not the big man on the board. Some quiet, watchful-eyed fellow who generally keeps pretty mum, but who has his ears open and his brain at work, is he who controls the market.

Watch your rivals, listen to them, instead of boasting of your own achievements. Learn of them; learn by their failures and successes. Take advantage of all the good you see in their methods and make it your own.

It is the sign of the successful man that he is willing to take suggestions, not necessarily to act on them, but to consider them, to digest them, and extract from them any kernel of good there may be in them. Some of our busiest men make a point of seeing, if only for a moment, every one who wishes an interview. Such men appreciate the fact that every human brain has some tiny sprout of an idea about something. And that bit of worked out experience, even of so humble a person as a washer-woman, may exactly complete some half born and struggling idea of their own. Such men are willing to listen to much trash in order to gain one little half of an idea, much as the book lover rummages dusty shops hour after hour in the hope of lighting on some one rare volume.

If the great and successful learn even from the humblest the beginner should be all ears and eyes and attention to gain the wherewith to feed his success. John A. Howland.

Beware of the politician who says his hands are clean. Ananias was put out of business for less than that.

It is always safe to suspect the suspicious.

Failures are the stuff successes are made of.

Buyers and Shippers of  
**P O T A T O E S**  
in carlots. Write or telephone us.  
**H. ELMER MOSELEY & CO.**  
GRAND RAPIDS, MICH.

**PILES CURED**

**DR. WILLARD M. BURLESON**  
Rectal Specialist  
103 Monroe Street Grand Rapids, Mich.

**ELLIOT O. GROSVENOR**

Late State Food Commissioner  
Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.  
1232 Majestic Building, Detroit, Mich.



Get our prices and try our work when you need

**Rubber and Steel Stamps Seals, Etc.**

Send for Catalogue and see what we offer.

**Detroit Rubber Stamp Co.**  
99 Griswold St. Detroit, Mich.

New Crop Mother's Rice  
100 one-pound cotton pockets to bale  
Pays you 60 per cent. profit

**\$4.50**

TO

Petoskey, Traverse City and Northport and return

on the

**G. R. & I.**

**Annual Excursions**

August 30, 1904

From Kalamazoo. Good going on trains as scheduled and good to return until September 9, 1904

\$5 50 Round Trip to Mackinac Island

Get folder giving complete information from any G. R. & I. agent or address

**C. L. LOCKWOOD**

General Passenger Agent, Grand Rapids, Mich.



Read the neck band.

Plenty of artificial catsup! Why not change to the pure tomato product? Columbia, "The Uncolored Catsup," contains neither cochineal, coal tar nor other paint. Made by a new process which preserves the natural color and delicious flavor of the perfect, ripe tomato.

COLUMBIA CONSERVE COMPANY.

(9) WORDEN GROCER CO., Distributors  
Grand Rapids, Mich.

**DRESS FABRIC SALES.****Road Orders All in and Business Shows Gains.**

New York, Aug. 22—Practically all road orders for fall and winter of 1904-5 have been placed and the estimates have been made regarding the volume of sales of dress goods in comparison with one year ago. Practically all jobbers report a very good business placed. In nearly every instance satisfaction is expressed with the number and size of the orders. A few merchants have shown an inclination to postpone placing their orders, but the greater part of the trade has been anxious to secure its wants by placing early orders. There is no doubt that the safest way to insure securing the choicest patterns in dress goods is to place early orders. This refers primarily and particularly to fancies and novelties. After the lines of these have been broken it is next to impossible to get more of them. The programme of the manufacturer is then concerned with the following season's business.

In some instances the amount of advance business is nicely in excess of that received for 1903. Why this has shown such a strong increase in some sources is difficult to explain, except to say that some lines are more acceptable to the trade than are others. Merchandise has been placed before merchants which has appealed strongly to them, resulting in a strong increase in sales. It is not improbable that the house trade will also be an increase over that of a year ago. The few buyers who have deferred placing their fall orders need not hope for any concessions in price and they will be compelled to accept what is left after the choicest numbers have been taken. If they can satisfy their trade, all right.

Favor has been shown suitings by the general trade, which has ordered very liberally of these weaves. The weaves showing chief interest have been the Scotch heather effects and worsteds, both in imitation of men's suitings. The tweed effects have a close resemblance to many of the hard woven Scotch effects in men's outing suits. An interesting point of mention is that these suitings are an acceptable vogue for a street dress in Broadway or in the mountains of America and Scotland. They have a very hard finish and can not look worse after having been worn for some time than when they are first purchased. In other words, they are not the finished weaves known to the trade. The coarser and rougher they look the more acceptable they are expected to be to the shopper. One salesman says: "These Scotch effects never looked well and therefore can not look worse." But that makes no difference in the sale of them and this salesman has himself sold a large quantity. The call of the trade is for them and it is the wise buyer who lends his ear to this call. These Scotch suitings so nearly resemble men's goods that a woman who has a family of boys will be able to work her dresses into clothes for them. And if her boys are all girls, then she can make her dress into

a summer suit for her husband. This men's suiting idea in women's dress goods is reciprocity put into actual practice in the home.

A great many similar suitings have been sold in the past and even last year the sale was good, but manufacturers have added a bright thread which secures an illuminated effect. The general color grounds are grays and browns. A few greens are also shown. On these grounds bright red and blue threads show, creating an attractive fabric. The merits of these suitings and those features that appeal to the trade are the use to which they can be put for tailor-made or semi-tailor-made garments. They are thoroughly mannish, so that this necessity is sharply in evidence. They are furthermore popular because of their wearing qualities. Their hard finish makes them one of the most serviceable materials which a woman can purchase. Made into the walking skirt and fancy waist they produce a brisk, bright and attractive showing.

The assortments this year of mannish worsteds are extensive and very creditable to the manufacturer. The prices range from 37½ cents to \$1.50. These are the popular prices and have been chosen by the general trade. Attention has been directed to the mannish effects in worsteds and it is not necessary to refer to them at this time except to state that the sale has been exceptionally good. And particularly have some numbers of medium priced worsteds in those effects been good sellers. Some in 36 inches to retail for 50 cents have gone quickly. The weave is similar to many of the better grades and will kill some of them unless the buyer guards against it. Great caution must be exercised especially this season to escape this danger. To tell the truth, this is a danger in buying dress goods at all seasons, but particularly for the coming season. The American manufacturer is about as good an imitator as the Jap is reported to be. Indeed, the Japanese are not the only imitators in the world. And in buying the safest course is to avoid placing a cheaper cloth in competition with a better one of the same pattern. Much can be said along this subject and most buyers will admit that this is one of the vital considerations in the selection of their lines. Repeatedly failure of a cloth to sell can be traced to the fact that either in the merchant's store or in that of a competitor the same pattern, but in a cheaper material, is being offered, causing the better cloth to "stick."

Poplins appear tentatively, but not with sufficient strength to support faith in their future, and the same may be said of crepons. A few numbers of mohair crepons are found in all imported lines, but they have not been taken up with much enthusiasm. The fact is, the time is too short since silk and wool crepons had an extensive vogue and the fact lingers distinctly in the memory of most women over 20 that when at last fashion showed silk and wool crepons the cold shoulder, they were sacrificed at prices which vulgarized them.



## Selling Satisfaction

Every time you sell a "Palmer Garment" you sell satisfaction; your customer gets it.

When the time comes for her to buy again, the old garment helps sell the new one; always.

"Palmer Garment" styles are right; we don't guess about it; we know. You'll find it so when you sell them.

Better see the line now.

## Percival B. Palmer & Co.

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

The "Quality First" Line

Chicago





**Transactions in Neckwear.**

There is little complaint to be heard anywhere in regard to the amount of business that has been transacted in neckwear. Practically every moderate and sensible shape has sold well and some of those that might come under the head of extremes have received reasonable consideration. During the early part of the season the broad heavy silk shapes were in best demand with the consumers. As the hot weather developed narrower shapes were wanted and bow ties with graduated ends. Stocks have been good sellers, but for outdoor sports only, few, if any, being sold for business or town wear. In cravats plain silks have been in better request than fancy designs, although simple effects have sold well in twills and rumchundas. For this reason plain colors and those with fancy weaves are looked upon as good property for the fall.

The neckwear salesmen have been on the road testing the market for some time, at least a good many of them have, and business is reported as being quite fairly satisfactory. Certainly the samples that they are showing are worthy of a big business and they will get their just deserts before the season progresses very far. Surprisingly good values are offered by every one and the harmonious blending of colors has never been excelled, while the variety is ample to meet all needs.

The silks are very handsome for this fall. Brown, green, purple and blue have been utilized in their multitudinous combinations, which exceed anything that has ever been shown. These colors have been treated in a manner which has resulted in effects entirely new and surprisingly beautiful. Soft silks predominate, and are the most practical for the present shapes. A man after he has tied his scarf wants to pinch and press it into shape to suit himself, which can only be done with soft textures, and that accounts for the fact that satins are not selling to any extent. There is, however, a disposition to buy puffs. More have been sold so far for fall trade than for several years, and if they should prove to become again a popular scarf, satins will again be largely sold.

**Summer Sales of Shirts.**

The season of sales is on in the shirt departments. The majority of these are of stocks bought especially for the occasion, and not on account of badly overloaded shelves. These sales, however, will reduce whatever overplus of goods may be on hand. The season, on the whole, has been very good, and both the light and dark tones have been wanted in different sections. The finer trade has leaned toward high colors, with such embellishments as embroidered monograms on the sleeves, crests, etc. The heavy dark grounds have been quieter, naturally, during the warm season, although it is expected that they will be good again in the fall and winter.

In shirt lines there seems to be a special liking for champagnes, blues, browns and onion shades. The low,

full collar is, of course, a big seller, although not in the extreme styles. The demand for flannel shirts has received quite an impetus of late, and manufacturers assert that in a few seasons they will be quite the thing.

Pajamas are selling at a great rate with the best class of trade. Some new designs have been brought out lately, and manufacturers look for a big call for fall. Some very interesting novelties in this line will be shown to visiting merchants.

Both the exclusive haberdashers and the haberdashery departments of department stores have secured a very satisfactory amount of business this season so far. Some departments are said to be behind last year's record, but to balance this, others are ahead, and the average will show up pretty fair.

**World's Fair Novelties in Neckwear.**

The call for World's Fair novelties in cravats has been phenomenal. Many dealers who have been conducting expositions or special sales in their men's department have been using them as souvenirs and there has been a very large call in consequence. Taken all in all, there are about seven different novelties now made for the World's Fair visitor and they are all enjoying a good sale.

Neckwear manufacturers are greatly encouraged with the heavy demand for summer novelties. If the present tendency can be taken as any sort of a criterion, novelties in cravats are unquestionably popular with the country trade. As regards ends in neckwear the demand is about equally divided between the square or blunt pointed end. The most popular selling four-in-hand for outing wear is the ring teck or the black peau de soie tie with white band near the end. It is needless to say that conservatism reigns supreme and that men are nowadays selecting those patterns which most become their height and figure. The advertising which is now being done on such an extensive scale in the popularization of goods with the consumer has without doubt been responsible for this promising turn of affairs.

Crepe neckwear has become exceedingly popular; 2½ and 2¾-inch four-in-hands, French seams, are much in demand. As the texture is very soft and can be pulled into any shape, it is specially adapted for summer use. There is no abatement in the demand for brown neckwear; in fact, it is discovered that the right shade, such as the Havana or tobacco brown, harmonizes well with the present shade in suitings, which are largely the olive. Combinations of brown and white, brown and green and brown and purple are new and are taking well.

For summer wear in the way of scarfs and ties there is nothing more swell than the silk and linen fabric. Unlike rumchundas, these goods are not common, and they can not be sold cheap enough to make them so. It is believed by many that this fabric will largely take the place of rumchundas next year.

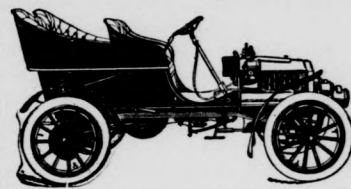


**99/50**  
— OUR —  
**NEW OVERALL**  
**\$4.50**

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



**New Oldsmobile**



Touring Car \$950.

Noiseless, odorless, speedy and safe. The Oldsmobile is built for use every day in the year, on all kinds of roads and in all kinds of weather. Built to run and does it. The above car without tonneau, \$850. A smaller runabout, same general style, seats two people, \$750. The curved dash runabout with larger engine and more power than ever, \$650. Oldsmobile delivery wagon, \$850.

**Adams & Hart**

12 and 14 W. Bridge St., Grand Rapids, Mich.



**DO YOU WANT TO KNOW**  
about the most delightful places in this country to spend the summer?  
A region easy to get to, beautiful scenery, pure, bracing, cool air, plenty of attractive resorts, good hotels, good fishing, golf, something to do all the time—economical living, health, rest and comfort.  
Then write today (enclosing 2c stamp to pay postage) and mention this magazine and we will send you our 1904 edition of **"Michigan in Summer"** containing 64 pages, 200 pictures, maps, hotel rates, etc., and interesting information about this famous resort region reached by the **Grand Rapids & Indiana R'y**

**"THE FISHING LINE"**

|              |              |                 |
|--------------|--------------|-----------------|
| PETOSKE      | WUQUETONSING | MACKINAC ISLAND |
| BAY VIEW     | WALLOON LAKE | TRAVERSE CITY   |
| HARBOR POINT | CROOKED LAKE | NORTHPORT       |

A fine train service, fast time, excellent dining cars, etc., from St. Louis, Louisville, Indianapolis, Cincinnati, Chicago.  
**C. L. LOCKWOOD, Gen'l Pass. Agt.**

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

We Are Distributing Agents for Northwest-ern Michigan for

**John W. Masury & Son's**  
Paints, Varnishes and Colors  
and  
Jobbers of Painters' Supplies

We solicit your orders. Prompt shipments

**Harvey & Seymour Co.**  
GRAND RAPIDS, MICHIGAN

### Recent Introductions and Novelties in Underwear.

The prolonged warm weather spells of last month, particularly those of the third week, gave a great impetus to retailers' sales of summer underwear. They pushed the delaying brethren into the purchasing column, and thus rounded out in almost ample measure what might have been another slim trading season. Department stores and furnishers in general agree that this summer's underwear selling has been the best since 1901, and this opinion seems to be warranted by a contrast of weather conditions from the summer of 1901 to that of the present year.

There is, however, no rush demonstration to record, not as between the jobber and the retailer. The latter did what was simply a fairly good business, but all his supplies therefore were not of this year's purchasing—if the truth must be told. That there were numerous parcels of carried-overs, in many hands, from last summer is well known, and the effect of these "reserve lots" was the occasion of not a little lamentation on the part of a portion of the jobbing fraternity. If they and this year's purchases are cleared when this month closes a great deal will have been accomplished towards restoring at least one division of the retail trade to its former wholesome business swing.

A noticeable feature this summer is the absence of "marked down" lots of underwear. Fifty cents per garment is the lowest quotation noted in Broadway windows, and wretchedly coarse Balbriggans are not to be seen in the array we witnessed in former years. While the retailer finds himself unable, or unwilling, to smash his garment prices, he nevertheless can not restrain the impulse to lure the passer-by with tempting bait, so he dresses his price ticket with "Special"—which deceives nobody into thinking that the marked price is any lower than ordinary. There are, however, a few "special" knitted underwear constructions in the show this summer that are genuinely original to this current season—such as the crepe tissue-like fabric, the drop stitch effect, the lace lises, the variegated mesh, and the spider-spun lises. They are all delicate looking garments, and so close are some of them to the consistency of tissue paper that a jocular jobber remarked while examining some 1905 samples recently that tissue paper undershirts would be the real thing one of these days—something for one-day wear, and then to the waste basket. That was only an exhibition of humor. A case where light paper might be made to serve convenience and utility is the suggestion of a professor in the Pasteur Institute, Paris, who claims that cloth handkerchiefs are infectious, and urges the general adoption of Japanese paper handkerchiefs, these to be carried in supply on the wearer's person, and burned after having been used. And the reflection of the average reader is "nothing in it."

Claims to sole production of "the only genuine hygienic underwear" are increasing. The word "hygienic" has

a soul-filling academic sound to the educated ear, but "health" is in this case a much better adjective—as Solomon Wright learned in the active days of his young manhood.—Clothier and Furnisher.

### How to Live a Century.

Unprofessional persons are paying much more attention to health and hygiene than formerly. They recognize that many of the ills to which flesh is heir are the results of imprudence and of misconduct that could have been avoided, and in the preparation of which the amount of gratification received did not compensate for the trouble.

One of the results is that many more persons than formerly abstain voluntarily from the habitual use of liquors, while others practice dietary rules that are beneficial. Health is so important that it is the foundation of nearly all the happiness and prosperity that are in the reach of human beings. In this connection the following is proposed by Sir James Sawyer, an English physician of prominence, as a collection of rules for the promotion of health and longevity:

1. Eight hours' sleep.
2. Sleep on your right side.
3. Keep your bedroom window open all night.
4. Have a mat to your bedroom door.
5. Do not have your bedstead against the wall.
6. No cold tub in the morning, but a bath at the temperature of the body.
7. Exercise before breakfast.
8. Eat little meat and see that it is well cooked.
9. (For adults.) Drink no milk.
10. Eat plenty of fat, to feed the cells, which destroy disease germs.
11. Avoid intoxicants, which destroy those cells.
12. Daily exercise in the open air.
13. Allow no pet animals in your living rooms. They are apt to carry about disease germs.
14. Live in the country if you can.
15. Watch the three D's—drinking water, damp and drains.
16. Have a change of occupation.
17. Take frequent and short holidays.
18. Limit your ambitions; and
19. Keep your temper.

The well known fact that clocks made for the African trade must be powerful loud tickers reminds some one of the old Scotchman who decided to buy a new family buggy. He went to a carriage builder and described in detail the kind of a vehicle he desired to have. "Now, I suppose you want rubber tires, of course?" asked the carriage builder. "No, sir," replied the old fellow, resentfully. "My folks ain't that kind. When they're riding they want to know it."

The attendance at the "Old Home Week" festivities in Massachusetts has fallen off this year. In consequence it has been suggested that they be held at intervals of five years. The old soldiers are about the only ones who can enjoy a reunion every year.

**THEY FIT**

## Gladiator Pantaloons



**Clapp Clothing Company**

Manufacturers of Gladiator Clothing  
Grand Rapids, Mich.

## The William Connor Co.

WHOLESALE CLOTHING MANUFACTURERS

The Largest Establishment in the State

28 and 30 South Ionia Street, Grand Rapids, Michigan

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

Spring and Summer Clothing on hand ready for  
Immediate Delivery

Mail orders promptly shipped.

Bell Phone, Main, 1282

Citizens' 1957

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

## "We Say"

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

## Men's and Boys' Clothing

in the country. Try us.

**Wile Bros. & Weill**

Makers of Pan-American Guaranteed Clothing

Buffalo, N. Y.

If you don't  
smoke the  
"Tom Murray"  
Cigar  
you ought to:



### Why Waste Good Metal on Cheap Ware?

In the metal trades, more than in any others, it is emphatically true that "things are not what they seem."

At the bottom of much of it lies the fact that people want things cheap, and so they get them.

It is ridiculous to expect to buy manufactured goods on which labor has been spent for less than the value of the mere metal. But as long as there are people who expect to do so, and who hunt after bargains regardless of equity between buyer and seller, cheap articles will be manufactured to supply the demand.

But outside of these cases there is a large number of honest articles which are not what they are taken for, and some folks who should know better think they have been deceived, when the fault lies in their own ignorance of mechanical operations and commercial terms. Then, further, the disguising of metals in the form of alloys is one of the most valuable arts of the metallurgist.

Many folk think that when they buy tin vessels they are getting articles made of tin, especially when they pay for "block tin" goods. What they really purchase are steel goods, coated with tin. All these bright polished utensils are simply "tinned" over sheet metal—formerly iron, but now mostly steel—and the term "block" only means that an extra thick coating of tin has been given and polished all over with a hammer. Vessels made of tin would, of course, melt on the fire, or fall to pieces on the first time of using. Steel, therefore, must be used, the coating of tin being for the purpose of cleanliness and prevention of rust.

You buy nice bright "brass" stair carpet rods. But what you get is rods of iron, cased with thin tubes of brass. The brass used is cheap, but the iron is cheaper still. Brass fireirons are, in the cheaper class of goods, only made of iron or steel, with a casing of brass. Fenders, also, are fitted with iron rails cased over with brass.

Much of the copper work is not copper. Buy some of the bright looking copper flower baskets and try a file on them. The wire used is iron, thinly coated with copper, which wears off in a short time. Plenty of brass-work for various house fittings begins to show its true nature if put in damp places, and, like a dyed canary sparrow, breaks out into spots all over—the rust from the iron beneath.

In silver plated goods there is much difference in quality, although when new a plated teapot, say at \$7, looks little different from one at twice or three times the price. It is not only that the plating is thinner in the cheaper pot but that the

metal beneath is different. Let the housewife put a cheap teapot near the fire systematically, and the soft Britannia metal of which it is made will soon sink out of proper shape. The more expensive pot of hard metal will not become distorted.

Take steel. It will cost anything from \$25 to \$300 a ton. Remember this when buying knives or scissors. You get what you pay for—the cheap Bessemer or the expensive crucible steel. The first will not take, much less keep, an edge; the second will be serviceable until worn down almost to nothing. Every housewife knows what a vast difference there is in table knives both in quality and price. Handles apart, it is mainly a question of qualities of steel. Yet the poor and the good qualities look practically alike, even to an expert.

And now, if we look at these disguises of metals from another point of view, we find that they open up boundless utilities in industrial processes. The part which pure metals play in manufacture is practically nothing by comparison with the alloys in their many hundreds of combinations. Excepting in some small departments of work, such as electrical testing, pure metals are not used. Pure iron is only a laboratory preparation. The purest irons of commerce are the Yorkshire and the Swedish products, costing about \$100 a ton. Cast iron, the most generally useful variety, contains about 5 per cent. of impurities other than iron, and the curious thing is that it owes its special value to the presence of these. Pure iron can be shaved with a pocket knife; impure iron can be made as hard as steel.

Steel is a true alloy, containing several foreign elements. And here, too, as in iron, the special values of the different steels depend on the nature and proportions of those elements. You can get steel as soft as the softest irons or so hard that the battle now lies between the hard projectile and the equally hard armor plate.

Copper, again, is seldom found perfectly pure. Nearly pure copper is invaluable for electrical conductors, but a few grains of impurities lessen its conductivity by 50 per cent. or more. Alloys—disguised metals—therefore are of infinitely more value to us than absolutely pure metals are. This has been known ever since the prehistoric days when men cast their celts or chisels in mixtures of copper and tin, the latter being the hardening element. By the variations of the proportions of these two, widely differing materials may be produced, which, on the one hand, will fracture with a blow, or, on the other, will stand any amount of hammering.

A striking fact about copper is that a cable of to-day for submarine telegraphy will transmit twice as many messages as one made in 1858, due to the greater purity of the copper now employed. Many metals are most susceptible to minute additions of various alloying elements—being tough without them and crumbling easily when a slight trace is incorporated.

## Buy Glass Now

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

### Grand Rapids Glass & Bending Co.

Grand Rapids, Mich.

Factory and Warehouse Kent and Newberry Streets  
Merchants' Half Fare Excursion Rates to Grand Rapids every day. Send for circular.

## 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

### LOOSE LEAF MANIFOLD INVENTORY SYSTEM

*THE Edward Hine Co.*

Mfg. Stationers, Printers and Binders  
Loose Leaf Specialists

8-16 Lyon Street, Grand Rapids, Michigan

## Horse Clippers



20th Century, List \$5.00.

1902 Clipper, List \$10.75.

Clip Your Neighbor's Horses and Make Money.

**FOSTER STEVENS & CO.**

Grand Rapids, Michigan

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

## Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

The action of carbon is magical on steel. A minute quantity more or less makes all the difference between a knife that crumples up when you try to cut with it and one that will cut the hardest wood. Yet the hardest steel seldom contains more than 1½ per cent. of this wonderful carbon which so changes the character of its steely abode.

The wear and tear of our coinage is delayed by the admixture of baser metals with the precious ones. In their pure state they would be too soft to stand the usage for which they are intended. Manufacturers of brass and gun metal are able to effect surprising results in alloys. They will produce bright, fairly useful results with most unpromising materials gathered from old metal merchants. Not so the British mint authorities. They are rigidly compelled by the trial of the pyx to maintain the purity of the gold and silver coins of the realm within limits imposed by the coinage act.

Gold coins must be within 2-7,000ths and silver within 5-1,000ths only of deviation from the exact standard. These minute deviations are, however, never present. If the mint authorities were to take advantage of the limits allowed them by law a difference of \$10,000 loss or gain would result on every million sovereigns coined—a variation of only 1-10,000th part would result in \$500 on every million—loss or gain.

Joseph G. Horner.

**Cure for the Blues.**

"If you want to know the best remedy for the blues," said a thoughtful girl to a companion, "I'll tell you. It isn't to take a walk, nor to read aloud to an invalid, nor to take a course of Mark Twain, nor to buy a pound of chocolates and eat them all yourself—it is something even simpler than these remedies. I learned about it from a person who said that while she had often been threatened with the blues she had really never had an attack of them because she always used the cure before melancholy had got a hold on her.

"Well, not to keep you in suspense any longer, the way to cure the blues if you have them and to stave them off if you feel them coming on is to put on your best clothes and wear them until the spasm passes off. The girl who told me about this said that no sooner did she perceive that she was beginning to think what an unsatisfactory world this was, and no sooner did she feel that all was vanity than up to her room she rushed in a hurry.

"Once there she would arrange her hair as elaborately as possible, and put on the best petticoats—if silk, so much the better—the best gown, collar, hat and veil that she possessed. A pair of fresh white gloves she said she found a great efficacy in raising the spirits. Then she would go out for a walk and as she walked the beneficent effect of her good clothes would make itself felt, and although she was in the depths when she started, by the time she turned back she was feeling that all was not as black as it was painted, and when she

arrived at her own door she was as confident that 'God's in his heaven, all's right with the world,' as she could be.

"I have known a new gown to make the most disconsolate Mrs. Gummidge cheer up and take an interest in life; I have known a new hat to get an almost hopeless invalid out of bed and on her feet when her family had long since given up all hope of her recovery. The effect of good clothes on the self-respect can not be overestimated. Neither can it on spirits.

"Perhaps some psychologist will arise some day to tell us why these things are true. I can't explain them, but true they are for sure, and any woman can bear testimony that the effect of good clothes is more than an outward and visible one—it is far more, it is an inward, spiritually bolstering up one."

**Why Men Die.**

It has been said that few men die of old age and that almost all persons die of disappointment, personal, mental or bodily toil, or accident. The passions kill men sometimes even suddenly. The common expression, "choked with rage," has little exaggeration in it, for even although not suddenly fatal, strong passions shorten life. Strong-bodied men often die young, weak men live longer than the strong, for the strong use their strength and the weak have none to use—the latter take care of themselves, the former do not. As it is with the body so it is with the mind and the temper; the strong are apt to break, or, like the candle, run; the weak burn out. The inferior animals, which live temperate lives, have generally their prescribed term of years. Thus the horse lives twenty-five years, the ox fifteen to twenty, the lion about twenty, the hog ten or twelve, the rabbit eight, the guinea pig six or seven. The numbers all bear proportion to the time the animal takes to grow its full size. But man, of all animals, is the one that seldom comes up to the average. He ought to live a hundred years, according to the physiological law, for five times twenty are 100, but instead of that he scarcely reaches an average of four times the growing period. The reason is obvious—man is not only the most irregular and most intemperate, but the most laborious and hard-working of all animals. He is always the most irritable, and there is reason to believe, although we can not tell what an animal secretly feels, that, more than any other animal, man cherishes wrath to keep it warm, and consumes himself with the fire of his own reflections.

**In the Fast Set.**

Mohtor—Did you hear the news about poor old Jack? He is going the pace that kills.

Goggles—You don't say so! I'm sorry to hear he has taken to drink.

Mohtor—Drink? Nothing! He's bought an auto.

It does not pay to judge by appearances. The man who offers you a cigar appears generous; whereas he may be merely malicious.

**This is the Season to Buy Flower Pots**

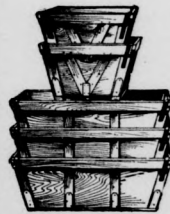


We wish to remind the Michigan Trade that they can buy the best pot made right here at home. The cuts show the three main styles we manufacture. We shall be pleased to send price list to any one who will enquire. We have a large stock of all sized pots, saucers, hanging baskets, chains and lawn vases,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

**THE IONIA POTTERY CO., Ionia, Michigan**

**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.**

**COUPON BOOKS**

Are the simplest, safest, cheapest and best method of putting your business on a cash basis. ♣ ♣ ♣  
Four kinds of coupon 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.

## ROSEBUD RESERVATION.

## Observations Not Wholly Favorable to the Indian.

Written for the Tradesman.

Deeply grounded prejudice is hard to overcome and here is one pale face who candidly admits his, although what guides now from his pen shows him wholly—well, almost wholly—in the wrong. The Indian Territory years ago furnished him his first specimen. That was an Indian buck, tall, not especially straight, fantastically clad in blanket, stovepipe hat with a single eagle feather in it, well worn trousers and demoralized footgear—the whole outfit indescribably and offensively dirty. The visitor at the Indian reservations to-day will find the same condition of things if he looks for them. There is uncommendable housekeeping. The comb in the tepee has been lost and remains unfound. The log house does not in every instance receive its much-needed spring cleaning. The daily "red-up" is too often neglected and buck and squaw and papoose give painful evidence that the abundant soapweed buds and blooms are unheeded throughout the reservation. This, however, is by no means all he sees. There is another and a better side. Dirt and squalor are passing away. The rose-scented air remains for the most part rose-scented "from morn 'til dewy eve," and everywhere appear those unmistakable marks of progress which mean much for the Indian, who at one time fully confirmed the idea that the only decent Indian was a dead one.

The first sign of civilization, after crossing the State line of South Dakota, is seen in the roads. The hill-tops have been cut off and carried down into the valleys. Steeps have been lessened, turns have been straightened, streams have been bridged, hillsides have been leveled, until easy communication has been established wherever the Indian dwells. This improvement by no means compels the red man to follow the road. In his wagon or buggy, with his Minnehaha by his side, he takes advantage of the highway his own hands have built; but in his heart he scorns wheels. His horse is his pride. While he has saddles he is oftener seen without them, and thus mounted the sun and the stars and the butte furnish him the needed guidance and away he goes over the hills and plains to the places where he would be. It is no uncommon sight to see the Indian on horseback silhouetted on the hill-top against the sky, while Indian horse and rider speeding over the plains furnish the best instance so far found of free, untrammelled, unconventional America.

The Indian, dismounted, is no longer necessarily a dirty, unkempt "buck," a term of implied reproach fast falling into disuse. He has at home his war bonnet and the rest of the paraphernalia that goes with it, but he dons it only on certain, to him, state occasions. His garb now does not differ materially from his white brother. He has not yet come to that period where style and fit

are matters of importance, but, unlike a majority of white wearers of the "hand-me-down," his erect carriage, his broad shoulders, his narrow loins and his sinewy make-up are guarantees of a pretty fair fit and, "dressed up," he has no reason to be ashamed of any comparison made of him and the white man. At a recent convocation of clergymen in the Rosebud reservation an Indian minister in his neatly fitting frock coat was one of the best looking men among them and in voice and gesture and in discourse he was a type which many a white man, filling a white man's pulpit, might copy to advantage.

There are some pretty fair reasons for believing that the squaw is giving civilization something of a headache in thinking how this fem-

housekeeping is reduced to the elements. The washboard and the broom are seen, indeed, but for all that they are not made too much of. It is stated as a fact that when the squaw concedes that she needs a clean skirt she slips on a new one over the condemned garment and goes on her way rejoicing, gossip asserting that examination would show years of accumulation throughout the length and breadth of the reservation!

The masculine visitor by prima facie evidence is unable to refute or affirm such an assertion. He can only tell what he sees as accurately as he can. In this instance he has before him a mother and her daughter. Each is clad in a none too ample skirt, reaching from the waist to the feet, the woman's garment hardly reaching the

the leg by a garter.—Honi soit qui mal y pense! The cloth resting upon the moccasin is decorated often with beadwork. This garment on the little girl was richly adorned with beads in pleasing design. The moccasins of both were similarly ornamented in patterns appropriate to the age of the wearer. The fashion for the arrangement of the hair is the same for all: parted in the middle, combed straight behind the ears and made into two braids—a fashion followed by the old and the middle-aged men, who are often indifferent as to the neatness and firmness of the braids.

The Indian face is difficult to picture with the pen. The nose is large and prominent. The cheek bones are high. The hair is straight, coarse, wiry and black. Owing to constant exposure to the sun—they wear no head covering—the Indian women squint intensely—if I may say so—an action which includes the muscles of the mouth and which tends to make the size of that ample organ much larger than it really is. Middle life and age have faces deeply furrowed with wrinkles and these, leathery and swarthy, do not tend to make attractive a type of face which no stretch of imagination would call beautiful.

What the mantilla is to the Spanish lady, the woolen shawl or blanket is to the Indian woman. She is never without it. In the burning heat of summer she sits in the shade, waist, shoulders and neck wrapped in its folds. If duty calls her into the melting sunshine, in the shawl she enshrouds her head and so protects herself from "the garish sun." With it she carries her baby upon her back, the protruding head and dusky legs proclaiming her burden; with it she hides him pressed to her breast, protected alike from heat and cold. I am convinced that with it Minnehaha entangled Hiawatha in the golden, olden days of Indian story, exactly as Mary Pretty Voice entangled in her shawl-fringe the heart of Andrew Eagle Feather on the Rosebud reservation in the summer moonlight of 1904. Richard Malcolm Strong.

## Proud of His Looks.

"Men are just as proud of their looks as women," said a Monroe street photographer the other day, "and everyone thinks that in some one point of beauty he is a veritable Adonis. Some have great pride in their Roman noses, some in their manly shoulders and some even in their smooth bald heads. An old story of two Irish policemen proves this. They met on a corner, and one said to the other:

"I met a man just now who told me I looked like you."

"If I had heard it," said the other, "bristling up, 'I'd have run him in.'"

"You needn't worry," said the first, "I did it myself."

## Almost an Impossibility.

Newcomer (confidently)—I have drunk worse coffee than this.

Old Boarder—No wonder that you changed your boarding place.

Show me the man who is great, and I will whisper to you the name of a man who is lonesome.

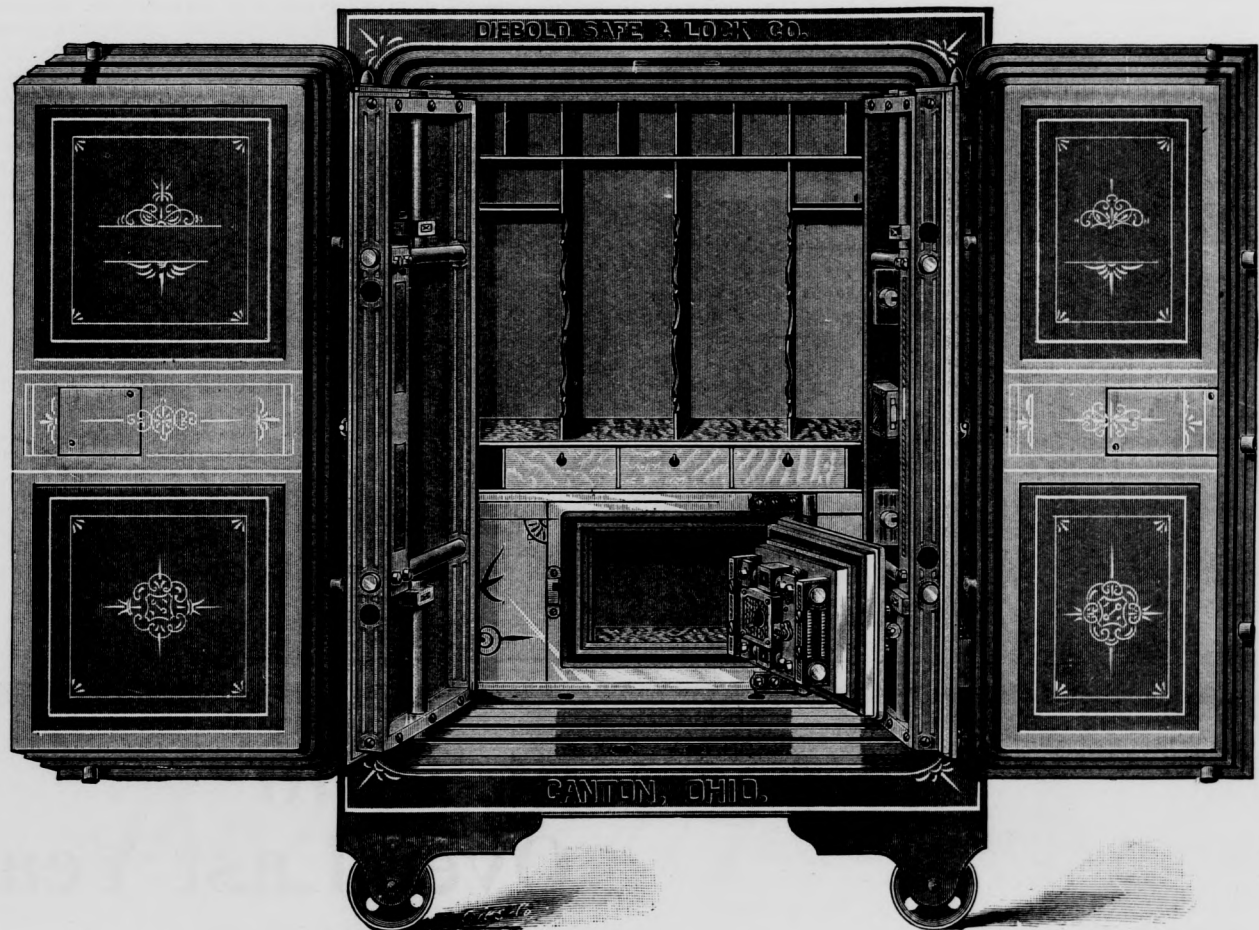


Mother and Daughter (Sioux)

inine impediment to modern progress can be best removed. She does not seem to take kindly to the needful changes. Not a born housekeeper, the up-to-date way of doing things involves a deal of needless work. Her mother and her grandmother managed to live and move and have their being without troubling themselves overmuch about dirt, abstract or concrete, and keeping clean. What's the use of making and marring Monday as washday? Where is the sense in heating irons and smoothing clothes, when they are so soon rumpled and soiled again? Why waste the day or any portion of it in bed-making and dish-washing or floor-sweeping or moping? Need only is a necessity and is confined only to keeping body and soul together. So

ankle, the child's shorter by some two or three inches, the material being, perhaps, some woolen stuff. The Indian female is never seen abroad without her woolen shawl, which serves for wrap and head covering and, if necessary, baby-supporter. Over her shoulders she wears a garment which looks as if it might be made up of elk's teeth in strings, after the fashion of a cape. Porcupine quills—red is a favorite dye—are sometimes so made use of. The skirt is often ornamented with beadwork and from the child's waist in the case in hand a string of big, bulging beads reached the ground. The women's ankles are covered with a garment, resembling a trouser leg, extending from the moccasin to the knee—I am told!—just below which it is fastened to

# Do You Want a Safe?



If so, we invite you to inspect our line of Diebold fire and burglar proof 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.**

**BEHIND THE COUNTER.****Scenes Enacted in a Small Country Store.**

Written for the Tradesman.

Westover is a pretty little village in Nebraska on the Great Western a few miles from Valentine. Its location among the sandhills interferes a little with its prosperity, but only a little. The lands there are all taken up and the people must live and, a store being a necessity, Peter Parker made up his mind to take his chances there and, if there was furnished inducement enough, to grow up with the country. That was ten years ago and the village that now clusters about his establishment shows that Peter had a larger head on him than most people gave him credit for.

One good thing for Westover and for the man himself was that he became a part of the town from the first day he was there. He was a hustler and he kept things moving. His store, a little slab thing to start with, didn't stay slab a minute longer than it was necessary. If the place was going to be fit for him to live in, the best to be had was what he cared for, and the first package he pushed over his counter to his first customer was attended with the remark that there was going to be a street—Main street—in Westover just as soon as the good Lord would let him get a surveyor and have the thing settled as it ought to be from the foundation up. As may be supposed it did not take long to locate a straight quarter of a mile of street

with the slab building in the center of the line, but from that time Westover had a habitation and a name and a Main street. What was more the next issue of the "Valentine Herald" announced the fact in the upper half of one of its four pages that Peter Parker had opened a store on Main street, Westover, where he would furnish dry goods and groceries to the first 150 customers during the first three weeks at one-fifth off. After that the 150 and the rest of the community would have to look out for themselves and "The Lord have mercy on their souls!"

That last idea "took." The paper was published Thursdays and on Saturday morning along the main trail to the Black Hills at first and then from every point of the compass wagons, freighted with humanity, and humanity on horseback, ignoring trails, came streaming over the hills to the "Emporium" on "Main street" at "Westover," every one of the three designations being signs for things signified which until the appearance of the advertisement had been unknown.

Of course the enterprising storekeeper was ready to receive them. There was the Main street fenced in on both sides with barbed wire with a row of box elder and ash doing their level best to leaf out; there was the slab store, the end to the road, and Westover Emporium in letters as large as the space over the door allowed; there were hitching posts on each side of the store door almost an eighth of a mile and in that open

door, his face aglow with welcome, stood Peter Parker, the man who had asked the Lord to have mercy on their souls!

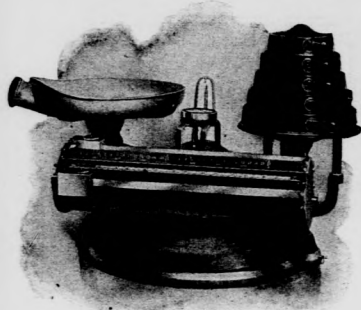
One unacquainted with that part of the Middle West would have supposed after the first cheerful "Hello!" the place for the storekeeper would have been behind his counter, but this man knew better than that. Haste there, even to this day, is unknown. For the time being the store and the other two took the place of a circus, and what rural community ever took the circus on the fly? It was, is, and always will be so much "linked sweetness long drawn out." They came as to a circus to make a day of it, to take it all in deliberately, to see the sights on Main street (!) to exult over Westover, to go home laden down with goods at one-fifth off, whatever that might be, and to talk over and laugh over the cheek of "that Parker," wondering with a chuckle if his relationship "with the folks upstairs" was great enough to secure the called for mercy.

The reception over, the storekeeper went behind the counter and business began. The man knew the trade that he wanted to have and to keep and his goods were first-class and up-to-date accordingly. They spoke for themselves and, what is far more to the purpose, for the man just then selling them, and man and woman, surprised and delighted, were glad to find that they were henceforth to be tied no longer to the catalogue of the various department stores of the large cities of the country. This

store was their store, this town was their town, this postoffice was—wasn't the Lord going to have mercy on them?—their postoffice, and Westover was going to be one of the leading towns of the State. One optimistic customer went so far as to bet—Parker had confidentially told him of his approaching marriage—that Westover in less than a year would have an increased population of 150 per cent. and so great was the confidence in the future of Westover that nobody dared to take him up.

If anybody had, they'd have lost and lost heavily; for inside of a month Parker brought his wife to Westover. That at once doubled the number of buildings and before the year was out there was a pair of infant wails went up from as lusty a pair of twins as the sun ever looked down upon. "Wha'd I tell ye?" said the exultant better. "There ain't a town in the State, 'sides Westover, that in less 'n a year has quadrupled its poppylation!"

"A city on a hill can not be hid" and a town in a valley with the beginning that Westover had can not be stagnant with that sort of a storekeeper to run it. The postoffice came before the twins did. A blacksmith's shop soon went up a little ways from the store. That brought in a carpenter who liked the atmosphere of the place and he had to have a house. They weren't heathens and that meant meetings on Sunday which pretty soon blossomed out into a meeting house. New England history repeated itself and a school



No. 76 Weightless. Even-Balance

## 40 per cent. Gain Over Last Year

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

### MONEYWEIGHT SCALES

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

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

#### Save Your Legitimate Profits

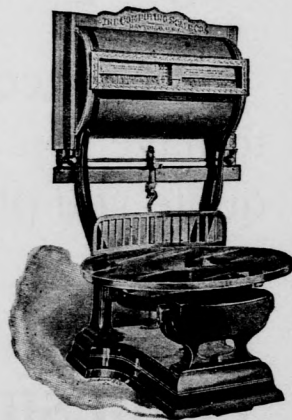
A short demonstration will convince you that they only require to be placed in operation to **Pay for Themselves**. Ask for our illustrated booklet "Y."

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

**Moneyweight Scale Co.**

47 State St., Chicago

Distributors



No. 63 Boston. Automatic Spring



house was soon located near the church, and all these things so grew and flourished that at last the storekeeper had to have a clerk.

At first they were thicker than blackberries, or, as the storekeeper characteristically put it, "thicker than fiddlers in heaven;" but for some reason or other that condition of things didn't continue. They'd come for a while and all at once off they'd go, leaving the tradesman wondering "What in thunder!" Anybody in the business or out of it could understand that wouldn't do and finally the storekeeper thought he'd fix things by changing his methods. He heard of a young fellow over in Crawford, "a good, likely, steady boy, who knows his business and who'll come if you pay him enough and treat him well," and Parker willingly acquiescing to these reasonable terms wrote to Jim Force offering him the place.

There was not an immediate reply. Force was not given to change and he took the opportunity to write to Bedwell, an old schoolmate, asking him why he gave up his place with Parker, at Westover. Bedwell is a boy who says what he means in his way and his letter gives his reasons better than I can and in terms plainer than I want to use. Here it is:

"Friend Jim—If you have any bats in your belfry, you want to fight shy of Westover. It isn't Peter, though, it's her. One word does her up. Dammer. She's a nagger from the word go. She's the storekeeper and the postoffice. Cannon to right of you, cannon to left of you, cannon

behind you, all volleying and thundering at once, are nothing to that woman. In the words of a dying man to dying men, don't you go to Westover."

Jim Force read the letter, laughed and wrote to Parker for rates and conditions. The first were satisfactory; the last, unusual: "I've got tired of changing clerks and I don't want you at these or any terms for less than a year." Jim wired: "Be there Monday;" for at that time, gentle reader, Westover had passed beyond even the flag-station period, with a telegraph agent of its own.

The new clerk came in on the night train and by 8 o'clock the next morning was at the store getting the hang of things. Of course, he had his own idea of arrangement and was carrying them out when a voice in the doorway leading into the house said in terms of command: "See here, sir, you want to put those goods right back where you took them from; you want to do it right straight off and then you want to let them alone until I tell you what to do with them."

Jim Force looked down from his six-foot eminence to her four-foot wrenship in the door.

"Mr. Parker didn't say anything about my taking orders from anybody but him, so you won't mind if I go right on with my work;" and the goods continued to go into the places the clerk designed they should go.

"I told you to put those goods back."

"This is a free country, and if you

feel like it you can keep on saying it. I don't mind."

"Did you hear what I said?"—a strong emphasis on the "I."

"Did you hear what I said?"—a stronger accent on the "you" and "I," the replacing of the goods still going on.

There was a sudden wheeling of the little brown wren and two minutes later she returned with the storekeeper.

"Now," she said, "do you tell that fellow to do what I told him to do, or I'll know the reason why!"

"I guess, Force, rather than have any fuss, you'd better put the goods back, for awhile, anyway, and we'll see later on what better be done."

The almost finished shelf was soon completed and then the new clerk turned to the watching two. This was what he said:

"Mr. Parker, I've come down here to work in this store for a year. I've come to do my best and I'm going to do it. In stating the conditions you didn't mention anything like that," pointing to the little woman, "and I'm not going to mention it now. I want it distinctly understood, however, that I don't have any more of this. If you want to pay me the year's wages, I'll take 'em and go home, satisfied. If you don't want to do that, take her out of here and tell her that she'll have to keep out or there'll be trouble, ending in a lawsuit. The game she's played with the other fellows she can't play with me. She's got to keep out of the store and she's got to keep out of the

postoffice"—the storekeeper was postmaster—"and the first time she comes in here with the idea of bossing will be the time I will demand my money and go. It doesn't make a snap's difference to me what you decide to do, only let's settle it now for all time. She's got to get out o' here and stay out and she's got to go now. What do you say?"

"I won't go," said the wren.

"I'll leave you with her five minutes. She must be out of here for good by that time. If not, you'll have my money for me or I'll start for a lawyer."

The new clerk left the store to find at the end of the five minutes the coast clear, when he went on with his work, as if nothing had happened.

It would be easy to infer that there was eternal war between the clerk and the storekeeper's wife. The inference is wrong. They grew to like each other. Like most of her sex she rather rejoiced to find there were limits beyond which she could not go and she respected the man who fixed those limits with the accompanying "Thou shalt not." That wasn't all. Peter Parker himself, surprised at the outcome, "took a brace" and one fine day had it out with my lady, so that when the end of the new clerk's year came the storekeeper put a new one-hundred dollar bill into his hand with the remark that three times that amount would be added to his salary for the coming year if he stayed; and he stayed.

Richard Malcolm Strong.

# The Award of Merit

Has Always Been Given to the  
**National Cash Register**

It protects storekeepers against losses through carelessness, inefficiency or dishonesty.  
It removes temptation from customers, children and clerks.

### A NATIONAL RECORDS

1. Cash Sales
2. Credit Sales.
3. Money Received on Account.
4. Money Paid Out.
5. Coin or Bill Changed.

A National pays for itself in a year.  
It is a 100 per cent. investment.

**NATIONAL CASH REGISTER CO.**  
DAYTON, OHIO U. S. A.  
OFFICES IN ALL PRINCIPAL CITIES

Tear out this coupon and send to us today.  
N. C. R. COMPANY, Dayton, O. I own a \_\_\_\_\_ store.  
Please explain what kind of a register is best suited for my business.  
This does not obligate me to buy.  
MICHIGAN TRADESMAN.

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
NO. OF CLERKS \_\_\_\_\_

**393**  
STYLES AND SIZES  
FROM  
**\$25 to \$655**





### The Returning Popularity of Buttoned Shoes.

The men who make machinery for fastening buttons to shoes, both in wholesale and retail manner, are enthusiastic over the returning popularity of buttoned shoes. The whirligig of time is curious in its workings. Not only curious but sometimes embarrassing, as changes of fashion, while causing a demand for new goods, are too often accompanied by neglect of established industries, with consequent loss to those who have invested in machinery and materials required for producing articles considered staple.

In days gone by, when buttoned shoes were the fashion, there was a very large and steady demand for buttons and fastenings and for machines to attach buttons to shoes. Slowly, but surely, the lace or ball-moral style supplanted the shiny buttons and button flaps. The button men, however, with characteristic nerve and determination, not only maintained their courage, but kept agitating in behalf of buttoned shoes, and are now having the satisfaction of seeing their efforts becoming successful.

A man who recently returned from canvassing leading shoe factories in the neighborhood of Boston states that it is generally agreed by those in position to speak with authority that the output of buttoned shoes for the next season will be at least 10 per cent. of the total product, as compared with only 2 per cent. during the past and previous seasons. Some of the biggest shoe manufacturers, including the proprietors of well advertised shoes, are steadily increasing their product of buttoned shoes.

The men interested in buttons and the machines for attaching them to shoes are careful and conservative, and are well aware that shoe retailers constantly have to keep sizing up and that it is going to take time to establish and maintain a trade in buttoned shoes. It is believed, however, by shrewd and observant men, that the buttoned shoes have begun to be fashionable and that the movement will expand. Retail shoe merchants, much as they may worry over having to divide their orders, and install buttoned styles, will speedily put their scruples aside when convinced that the public demand for buttoned shoes will increase. Fashions represent curious phases of human likes and dislikes. A certain kind of shoe may be deservedly popular for a long time, but there is always a latent desire in the public for change and novelty, and the public demand often assumes the nature of a stampede for new things.

Expert shoe observers also state that next year, in addition to witnessing buttoned shoe popularity, will be a record breaker in sales of low shoes for men. The women have always taken more kindly to low shoes than

men, but makers of low shoes have used such skill that the future for their output is considered to be unusually bright.

Styles of shoes for next season are naturally deeply interesting topics to the shoe and leather trade, and it is of course of the highest importance that the trend of the future be forecast as accurately as possible, so that those who are wise may be well prepared.—Shoe Trade Journal.

### License of the Public Press.

Written for the Tradesman.

The public press, as it is to-day, is one of the greatest benefits to civilization that the world ever knew. By it can be communicated news from all over the world to distant parts of the land where otherwise it would never reach them, and parts of the world would be entirely ignorant of the doings of all other parts of the globe.

The press has done more to civilize and enlighten mankind than any other one cause. Through its influence people are induced to study, and by so doing become better citizens. Through its columns frauds are exposed, wrong doings and evil habits pictured. It gives people in general a chance to obtain broader views of life and of success. By the public press not only evils can be exposed but we can cultivate love, teach goodness, inspire the minds of the many to higher aims, by placing before them the examples or showing them the final end of all wrongdoers.

By the license of the press any one can express his candid views on any or all subjects without being in fear, as all have perfect freedom to discuss all topics.

There are people who are reached through the columns of the newspaper by our noted writers who otherwise would never become acquainted with their works. There are homes where books are unknown—homes which can only be reached through the public press. Without it thousands of people would be denied the privilege of high class literature so valuable to progress.

The public press of to-day contains editorials from the most noted and the talented writers, and all the great reforms are accomplished through its columns. In the gloomy atmosphere of sorrow or trouble we may catch up a daily paper and become inspired with new hope taken from the broad and elevated thoughts of great and good minds. We read the vivid descriptions of those whose sufferings are so great in comparison to our own that we even feel thankful that our condition is such as it is.

In whatever line we are working we owe a portion of our success to the press. The failures in life are pictured to us; the success is shown also. The golden opportunities are published, and we who read grasp them, while our fellowman who does not read is unaware of their existence. Consequently we are ascending the ladder of success, while he is left far below. In fact, the world owes its great state of civilization, its wonderful progress, its great achievements,

more to the license of the public press than to all other causes combined.

Lucia Harrison.

An increased demand is reported for palm and cocoanut oils, the volume of export orders having grown,

and there having been more numerous orders for supplies received from the South. The greater demand has caused a slight advance in prices.

The big guns always look the quietest.



## 123 Shoes

When you sell a man a pair of shoes you want them 1, to wear; 2, look well; 3, fit comfortably.

In some makes you get 1, not 2 or 3; some 2 for awhile, not 1 or 3; some 2 well, 3 fairly, 1 badly.

Better have it all, 1, 2, 3, particularly in men's Goodyear welts.

Get those stamped with our name and trademark. They are sure to satisfy.

RINDGE, KALMBACH, LOGIE & CO., LTD.  
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.

Geo. S. Miller, Selling Agent  
131-133 Market St., Chicago, Ill.

**Bliffkin's Experience in a Modern Department Store.**

"John," remarked Mrs. Bliffkin to her husband, as they stood on the back porch, "do you see how the weeds are coming up all over this backyard? I wish you'd come out here when you get home to-night and hoe them up."

"All right," responded Bliffkin; "but I'll have to get a hoe first. We haven't any."

"Well," said Mrs. Bliffkin, "you'd better go into the cash department store when you go down this morning and get one. I saw some advertised for 23 cents in the paper this morning. Now, mind you, don't forget it."

In spite of the numerous business matters on Bliffkin's mind he did not forget about the hoe. He dropped off the car at the cash department store and hurried inside, remarking to himself: "I ought to be at the office right now; but it'll take only a minute to get that hoe."

A floorwalker stepped up as Bliffkin looked about. "What department are you looking for, sir?"

"I—ah—do you keep hoes?" asked Bliffkin, as he looked about vainly for a sight of the article.

"Hose? Yes, sir; this way; third aisle to the left. Miss Pillsen, will you please show this gentleman our latest styles of hose?"

Then the floorwalker hurried away, leaving Bliffkin standing before a pretty young woman, who said: "Something for your wife, I suppose?"

Bliffkin blushed. "I—ah—I—er—I am afraid the floorwalker doesn't understand what I—"

"Of course not! Those floorwalkers are such a stupid lot! Now, let me show you something real swell in lisle thread—linden heels, soles and toes—all the rage; and we've marked 'em down from a dollar to seventy-one cents. You know we sell more hose than all of the other stores in town put together."

"I beg your pardon," began Bliffkin; "but I don't want—"

"Well, perhaps these ribbed varieties will suit your wife better. No? Well, then here's something swaggar in polka dots—fast colors, and only fifteen cents a pair."

Bliffkin's face grew redder. "Let me tell you—"

"Oh, yes, I suppose you do know what you want better than I do; I was merely suggesting. Well, I can give you the new styles in Richelieu ribbed, or cadet grounds in blue, pink, purple, cerise shades, every tan combination as well, and very taking. We sold a thousand pairs of these—"

"Will you let me—"

"Certainly; but being the head clerk of this department, I thought I could give you some suggestions as to what your wife would like. Now, here is an imported hose—just in from Paris, but they are expensive, and I hardly think you would care for them. They come so high—"

"I don't care if they come four feet high!" exclaimed the exasperated Bliffkin. "If you will let me explain. I don't want this kind of hose at all, young woman, I—"

"Oh, you want men's hose, do you? Why didn't you say so in the first place, then? You know I meant high in price, you mean, hateful, old—!"

Bliffkin didn't wait to hear the rest of the sentence. He hurried down another aisle as if in a trance, until he found another floorwalker.

"Hoes!" he muttered hoarsely. "I'm after hoes! Have you got such a thing in this store? And tell me where I can find them. No monkey work, now, young man!"

"Hose? Why, yes, sir; of course we have hose—best in town, too. Right this way—down that aisle to the left. Simpson, you will show this gentleman the different kinds of hose we carry."

Simpson rubbed his hands and smiled affably. "Hose? All right. Guess we can satisfy you. Suppose you want something pretty good; don't pay to get the cheap kind when you get hose. Now here is an article we can guarantee; comes in 40-foot lengths, and is only six cents a foot, with a nozzle thrown in, and we make you a present of a full repair outfit as well."

"But, young man, I don't want that—"

"Well, then, here's something more expensive. Warranted genuine Para rubber all through; won't crack, split, rot or dry out; give you a written guarantee for a year, too; and if it splits anywhere bring it back and get your money. Costs you ten cents a foot," and Simpson paused to catch his breath.

"I am looking for a—"

"Bargain, eh? Well, here's another grade—biggest bargain in town; used to be twelve cents a foot; marked down to only eight cents. Cost us more than that; but we bought pretty heavy on this grade, and we're making a special drive in it."

Bliffkin had been trying vainly to get a hearing, and when Simpson paused, he thundered out: "See here, you young monkey! Who in Balak said I wanted to get a hose?"

"Why—ah—the floorwalker, sir."

"Yes, that floorwalker has about as many brains as the rest of you infernal idiots in here. You're a lot of smart Alecks. If you would give me a chance to get in a word edgewise I would tell you the kind of goods I am looking for. I want a hoe, not hose; do you understand? Can you grasp the idea with its full meaning? Hoes, iron hoes, the kind you use for digging weeds out of a garden—got a long wooden handle on 'em that you work so-fashion—see?"

"Oh, a hoe, eh? Oh, I see now. Why didn't you say so in the first place, then?"

"Why didn't I say so? Wasn't I trying my best to tell you all the while you were working that mug and shooting off that jaw of yours? Now, if you have got such an article or implement, say so; and if you haven't got it, I'll go where folks know what a man means without all this infernal nonsense!" and Bliffkin glared at the awed clerk like a caged hyena.

"The hardware department is down in the basement."

And as Bliffkin tramped heavily down the aisle, he growled to himself: "By thunder! Some folks are the biggest fools on the face of the earth. Women's hose, men's hose, rubber hose! Huh!"—New York Tribune.

Actions speak louder than words, and money louder than either.

**Want to Sell Your Store**



Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill.

Or any other kind of business or real Estate? I can sell it for you at the highest price and on the best terms. Send description and price. IF YOU WANT TO BUY any kind of business or real estate anywhere, at any price, write me your requirements. I can save you time and money. Bank references. Write to-day.

## Let's Have a Shoe

talk. You can hold your *old* customers and get *new* ones if you give them honest value for their money. Our "*Custom-Made*" shoes are the honest kind, made from honest, old-fashioned stock and sold at an honest price.

This is a leading characteristic of our whole line and it will certainly pay you to just let us SHOW you.

## Waldron, Alderton & Melze

Wholesale Shoes and Rubbers  
131-133-135 North Franklin Street, Saginaw, 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.**

## 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.



**When a Girl Thinks She Is in Love.**  
Written for the Tradesman.

A girl who likes a man, but is uncertain whether her feelings for him have reached the matrimonial boiling point or not, writes to me asking how she can take the temperature of her emotions and tell when she is really in love.

I wish that I were wise enough to tell her and able to lay down some hard and fast rule on the subject for the guidance of my sex, for it is a problem that every girl has to face at some time of her life, and there are no bitterer tragedies than those that have resulted from women thinking that they were in love with a man, when in reality they only liked him.

Of course, in a way, being in love is a chronic complaint with women. From the time we are old enough to be taught anything we are taught that love is the business of a woman's life—the profession on which we are to depend for our bread and butter and jam, and we are always, from the cradle to the grave, on the lookout for it and expecting to take it. We sit with our fingers on our pulse watching for symptoms of the grand passion and we believe every thrill of admiration to be undying affection and every heart-throb to be eternal devotion and only too often a slight and intermittent attack of liking ends in a fatal wedding.

My dear girl, this is a mistake, and of all the dangers that beset a woman, none is so great as this of fancying herself in love, when she really is not. It is an error that has broken thousands of hearts and wrecked thousands of lives, and if I could say one word more earnest than another to you, it would be to entreat you to be careful on this point—not to mistake a passing tenderness for the grand passion.

There need be no great apprehension that a woman won't know when she really falls in love for keeps, for love is like the grip. You may mistake a dozen slight symptoms for the disease if you have never had it, but when the real malady lays hold of you, you do not need any diagnostician to tell you what is the matter with you. You know through every nerve and fibre of your soul and body.

The mere fact that women are brought up to live in their emotion and to keep their affections always on tap, makes them the predestined victims of their illusions, but before you decide that you are irretrievably and hopelessly in love, you owe it to yourself to put yourself through the third degree of investigation.

In the first place you should take time and place in consideration. There is all the difference in the world between a. m. and p. m., and you should ascertain if you feel as sentimentally towards a man at 11 o'clock in the morning as you did un-

der the sheltering palms at a ball the night before. Given a moonlight effect, music pulsing a passionate strain, a man who is not actually repulsive murmuring soft words into your ear, and any woman can imagine herself in love with him. Unfortunately, however, life is not lived under a palm in a ball room, and it is not set to cracked ice music. For most married women the long years of matrimony are passed in close conjunction with a kitchen range and a sewing machine, and they are set to the wail of teething babies. It takes love to stand that; love that is dyed in the wool and woven in the warp, and nothing but the affection that will assay just as much romance to the ton in the broad light of day as under the glamour of a pink shaded parlor lamp will do it.

A famous coquette once laid it down as part of the ethics of a flirtation that a woman should not take a man seriously unless he came and proposed in the morning. You should apply the same test to yourself, and unless you can face a life that is prose instead of poetry with a man, unless you are willing to share hard times, and hard work, and narrow means, and sickness and ill-temper cheerfully with him, you should not take yourself seriously. Your love is only a passing indisposition from which you will recover with no bad consequences if you will only give yourself time.

The next test that you should apply to yourself in determining whether the liking you feel for a man is genuine love or not is the important one of companionship. More love is bored to death than is killed in any other way. "Unless you can dream in a crowd all day on an absent face that has fixed you, then never say you love," declares a poet. That is dead easy. Anybody can. It is no trouble to be sentimental about a person who is absent. The real question is whether you can listen all day to the person who is by our side and still want to hear more. Any of us can hang enraptured on the words of the one who is singing our praises. It is when we come to listening to a person's prose that love counts, and if a girl finds that she is taking a genuine heart interest in a man's account of his grocery business, and that she can laugh when he tells a joke over the second time, she may be sure that she is up against the real article, and that her affection will stand the wear and tear of daily intercourse.

Do not think you are in love with the first man you meet who resembles the hero of your romantic dreams. All of your life you have been imagining the man with whom you would fall in love when you grew up, and did up your hair and went to parties. He would be an Adonis, with large, dark, soulful eyes, a sweeping mustache which he would gnaw savagely, a melancholy expression and a lurid past, and he would make love in beautiful Booth-Tarkington language. To meet this vision is like being exposed to the measles. With the very young, especially, it is almost sure to take, but, fortunately, the attack is seldom serious.

During this short and violent hectic flush, however, it leads a girl to do things that she blushes to remember the balance of her life. More often than not, the object of it is some matinee hero, and she spends her money going to see him play and buying his photographs, before which she burns candles and keeps violets, and if she has got it very bad indeed she writes him silly love letters that he laughs over with his wife. Finally, though, the disease expends itself, and the girl begins to recover, and it gives her the cold creeps after she has really fallen in love with some unromantic freckled-faced, honest-hearted man to think what would have happened to her if she had married the first hero of her untaught, childish imagination.

Do not think you are in love with a man because he is in love with you. This is a peculiarly dangerous and insidious error, because it is so easy to fall into. You are bound to have a tenderness for anybody that is fond of you. It shows so much good taste and good feeling and appreciation that you can not help liking them for it. It is hard to be firm with them, and it hurts you to hurt them. It is infinitely appealing to a woman to know that she is making a man unhappy, and when she sees the look of dumb pain in his face that some word of hers has caused, she feels exactly as if she had hit a baby in the face with her fist. She simply lacks the courage to repeat the offense, and by and by she comes to believe that her pity for



## Jennings' Flavoring Extracts

have become standard and  
are known by the

### Fruit

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

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

Specify Jennings in your orders.

**JENNINGS**  
**FLAVORING EXTRACT CO.**

Grand Rapids

## 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

him and her sympathy for him is love. It is not, though, and some day, after she is married to him, and wakes up to the fact that he would not have died for her even if she had not married him, she knows in all its bitterness that she has sold her birthright for a mess of pottage.

A woman's virtues are always her undoing, and the nobler she is the more apt she is to make a mistake in love. This is why so many good women are married to drunkards and thriftless ne'er-do-wells. The man throws himself upon her mercy. He makes her believe that she alone can save him, and that if he only had her influence he never would thirst for a highball again, or desire to see the ponies run. The girl is naturally flattered. There is a strong element of the reformer in every woman's nature, and just as every boy passes through the period of life when he yearns to go forth and fight Indians or be a bold pirate, every girl has a period when she dreams of becoming a missionary or a sad, sweet faced Sister of Charity. Here is her opportunity of saving a soul, besides, there is something romantic in a man with a dark past, and she easily fancies herself in love, and by the time she finds out that she is not, it is forever too late. There ought to be State asylums in which a girl could be safely incarcerated and isolated who has been bitten by the microbe of reforming a man until she has a chance to get over it.

My dear girl, if you ever happen to think you are suffering from a blighted love and a broken heart you will find that work is an unfailing specific for it. The reason men never die of such complaints is because they have something to do besides sit and think of the state of their affections. Love is an exotic that requires leisure in which to grow. It is only the idle who are overly sentimental, and the girl who finds that she is a victim of unrequited affection has only to get busy in order to have a complete cure effected, and her heart left in good working order.

In all seriousness—for there is no other thing in life so important to a woman—I would say to guard well the heart and to keep its treasure safe for the right man. Do not think a passing fancy for a man, because he dances the two-step in time with you, or has dark eyes or curling hair, is the love that makes the world go round. Do not mistake pity or a desire to help a man for the affection that will make just being by his side one long picnic of life. But when the time comes, when one man's faults are dearer to you than another's virtues, when you never weary of being with him, when you think his commonplace utterances the embodiment of wit and wisdom, when you do not care whether he is handsome or romantic or distinguished, or rich or poor, but only that he is he, when you want to tie blue ribbons on his cigar stumps and hang them on the wall, and when you have heart failure every time he leaves you, for fear he will get lost on the streets—then, my daughter, you are in love for sure. It is the real thing.

Go ahead and may heaven bless you and preserve your illusions!

Dorothy Dix.

#### How a Wife May Add to the Home Finances.

"Every woman, I believe, should help her husband make a living, even if she can do so only to the extent of paying for her own ribbons." This is what one of Chicago's rich and well-to-do women said recently, and she lives up to her conviction. Her attitude contrasts pleasantly with the established theory (founded, unfortunately, on fact) that when women marry they lose their ambition.

"Yes, she used to be quite a musician, but she was married two years ago and then she gave up her music. Last spring, when they moved, she sold her piano." This is a statement more frequently made than it is gratifying to hear.

Many will rejoice to know that several women in Chicago have, since their marriages, for the first times in their lives, begun to exert themselves to earn money, and they employ not the least novel of means for doing so.

"I always loved the country and rural pursuits," said one of these, "and I also love machinery. Consequently, when I first heard of incubators, I thought what a grand scheme they afforded for helping me to make money. My husband does not especially need or wish assistance. But I am so fond of him that I needs must do for him and help him all—all I can. I went without furs one winter, and in the spring bought an incubator—not knowing, alas, what an art it is to run one. My husband was almost angry; he was sure that I would be ill. Now that I have reduced the management of it to an art I cleared \$3,000 in a

year, and he is not especially out of patience over that.

"Not the least difficult thing to appreciate was that I could not possibly, under any circumstances, trust any one but myself to watch the machine. One night at a critical point, just at the end of the third week, I got my servant to sit up and regulate the heat. Alas, toward morning she fell asleep, and 200 little lives were sacrificed."

She smiled to herself a moment, and then added: "Many a 'grand dame' would be surprised if she knew I had declined to see her because my embryo chicks were at a critical stage. My sole excuse is that I have a headache. I have the reputation of suffering chronically from headache, whereas I have not had one since I have owned the incubator. I recommend incubators and work, work, work for all women suffering from headaches. Nothing cures a headache so effectually as a little wholesome interest in your husband's business affairs. Oh, yes, all of my circle know I own an incubator; but they think I keep it more especially to interest the children than for the purpose of making the money with which we take them to the horse show."

One of these well-to-do financiers lives in a hotel, and she goes far to upset the theory that married women who board spend all of their time (which is all the time there is) in gossip.

"When I was a girl," she said, laughing reminiscently, "my mother paid me so much an hour to get me to practice, because my teachers all said that I had quite a little talent, especially at improvisation. Then I bought a little clock and set it before me to prevent my practicing too long. Finally I had the piano

## 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

The Reasons Why People Prefer

## Our Nets and Dusters

are

The Styles are correct, Quality is good and the Prices are right

Would be pleased to submit samples or send you our prices

Sherwood Hall Co.

Limited  
Grand Rapids, Mich.

## You have had calls for

# HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

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.

moved, so that I could glance out of the window at the passersby. I guess my mind was too much taken up with organdy dresses and beaux in those days. Now, when Harry comes home looking tired to death I feel that it is all my fault that he works so hard. So I have gone about my practicing and have set one of William Vaughn Moody's little things to music. It is to be sung in a vaudeville sketch, and I got \$500 for it. This will keep me well dressed for a year—and I have to be well dressed, for it would not do Harry any good to have me less fashionably arrayed than the wives of his friends."

Another little woman who takes the joys and disasters alike as a supreme joke laughed out her story of hard luck to one of her friends. She lives on the lake shore, and has a position to maintain.

"Do you know who my cook is? I, myself!" she explained.

Her husband is "land poor," and their expense for keeping up mere appearances is immense. She chose the cooking to do instead of the housework, because cooks can not be sufficiently well dressed always to go to the door, and, besides, aristocratic cooks refuse to do so. And, although the mistress did not mind menial work in the least, she did seriously object to answering her own doorbell.

"It would create a schandal in exclusive circles if I myself should answer my own doorbell. They would point me out among the other eccentric characters when I appeared at Mrs. Reginald van Wirt de Landingham's reception and say, 'See, there is Mrs. —. She answers her own doorbell!' As it is now arranged, Nannie answers the door while I slip upstairs to dress and douse myself with toilet water to drown all odors of the kitchen. Of course, when we give our dinners, I have my caterer. But the cost of dinners is counted in the indispensable yearly expenses.

"I always had a natural talent for cooking," she laughed, and apparently she had other gifts as well, for in her girlhood she earned just one \$10, but she earned it by far different means. It was for a missionary collection. When she brought her stipulated sum the minister said. "And how did you earn your part?"

"I wrote a joke which was published in a comic paper," she promptly answered; and then she received another \$5 as a prize for earning her sum in the most unusual way.

Still another young married woman is rapidly establishing a business for herself. Her only difficulty is that she can not supply the demand for her goods. Unlike the lake shore woman, she can not afford to cook for her family; she is too busy cooking things to supply to the trade. She makes delicious marmalades and mince meat and plum puddings. Most of the high class women's exchanges and delicatessens of Chicago—and elsewhere—keep cajoling her to supply them, but she has recently refused such orders, because she prefers to sell directly to the consumer at a higher profit.

She began her business by baking

a few macaroons, in her mother-in-law's oven, when she was a bride. She offered them to the tea room of a fashionable dry goods store. They snapped them up and ever since have been clamoring for more.

"My husband provides for me beautifully," she explained, "but I wish to help him."

Another woman aids her husband by keeping his accounts for him. "I almost feared Reg would fall out of love with me when I began," she said. "He was horribly surprised to find how inaccurate and undisciplined I was. He himself is fanatically exact. I used to call Dora, my cook, and together we would go over the figures. The other day I detected an error in his work."

A bride to be is learning shorthand in order to assist her husband, who is a man of letters.

"It is noble of you, my child," said an older woman, "to help your husband to save his money."

"It isn't that so much," the bride confessed, "as it is that I could not bear to see another woman near him, even as his Secretary."

Some of the women's efforts at helping their husbands to provide are spasmodic and amusing. One rich woman, with a raft of poor relation, was to come into an inheritance of \$200. Her sisters planned most carefully and accurately just how their portions should be spent, and the nearest thing to a luxury that any of them afforded was a new tablecloth.

"Well, Sis, what will you do with yours?" they asked their wealthy sister.

"O, I'm going to give mine to Jim. I want to help him a little. His expenses at the Country club alone this year have been enormous."

Jim did not wish the money and tried to say so gently, but his wife became hysterical when he declined it, so the only course left him was to accept the money and secretly distribute it among his wife's poor relatives.

These incidents furnish a pleasant contrast to the numerous cases in

which well looking and energetic young women degenerate into commonplace matrons, red faced and a little stout. And they furnish fit replies to such remarks as the one made by a physician the other day to a college girl: "It seems to me curious," he said, "that women go to so much trouble to study when they know that all paths lead but to the one termination—matrimony," and he spoke as if this were to be classed with death and an endless darkness.

Mary Isabel Brush.

#### Like a Return Ticket.

He was one of those men whose wife is the man of the house.

Not that she particularly wanted to be, but that she needed to.

He was a Lizzie from Elizabethtown.

Watching the two one day as she gently cared for him during a trip downtown a friend said:

"He reminds me of the going part of a round-trip ticket."

"Why?" asked a bystander.

"Because he would be 'void if detached.'"

Honesty is the best policy, and it has this advantage over all other kinds—you neither have to die nor burn down your house to realize on it.

**LIGHT 15c A MONTH**  
One quart gasoline burns 18 hours in our  
**BRILLIANT 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 6 years. Every lamp guaranteed.  
**Brilliant Gas Lamp Co.**  
42 State St., Chicago, Ill. 100 Candle Power



## 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



## Cash and Package Carriers

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

**AIR LINE CARRIER CO.**

200 Monroe Street, CHICAGO

## Golden Essence of Corn

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

# Karo

**CORN SYRUP**

*The Great Spread for Daily Bread.*

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

CORN PRODUCTS CO., New York and Chicago

**"Keep at It" in All Your Advertising Methods.**

Written for the Tradesman.

The above heading is the text that I expected to use at the Michigan Pharmaceutical Association meeting at Grand Rapids in my talk on advertising a drug store.

Wayne is a town of about 1,600 population, has two drug stores—has had three, but one came to grief.

What I shall say relative to methods of publicity may be applied to like conditions anywhere—the small town, the small store fairly well kept, the small country paper in which to make weekly announcements. Many things I use may be employed by any store, be it small or large.

My store has a plate glass front. I consider the windows my most valuable medium for selling goods. A lady came in the store to-day to purchase soap she saw in my window last week. She knew just what she wanted, and she knew the price, for I use price tickets constantly. The windows are kept clean and the display is changed every week, sometimes oftener—"keep at it." From the window you get immediate results—goods well shown in a window are a suggestion as plain as words could make it, and often, I believe, much better.

Next to the window I believe in the newspaper in value. But this is something you must pay for; consequently, you should be as careful—perhaps more so—about change and display and what you should say as when using the window. I use four inches single column, changing my advertisements every week, even although the subject may be the same, and nearly always quote prices; also use some local liners. I also use the Detroit Courier, which has a large county circulation among the farmers. I have two inches single column and some liners and write a new advertisement every week—must "keep at it," you see, if I am going to get results.

What I call "counter advertising" comes next, in my estimation, and in this, too, must be observed the command, "Be not weary in well-doing." With every package, or nearly every one, I wrap a booklet, or printed slips about postal card size, possibly three or four different kinds, which are sure to be taken into the home of the customer and probably read. In a little box next to my counter scales I keep a constant supply of small advertising matter that is distributed by my customers free of charge.

From the wholesaler I buy heavy plated paper or thin cardboard, cut the right size, and use this for reproducing special newspaper advertisements, 500 or 1,000 at a time (50 cents for 500 or 75 cents for 1,000)—no charge for typesetting, you see.

I use a great many pay envelopes for small packages and every one carries an advertisement. "Keep at it." I leave a blank space on end of envelope upon which to write name of drug.

I sell school books and school supplies, and with every book I give a cover that has my advertisement on

it. I have a series of rubber stamps (4) and one of these is printed on every tablet sold.

One or two thousand small enameled blotters are issued each year and one is placed in each box of writing paper, of which item I sell a goodly quantity. They are also given to teachers and pupils for school use.

Magazines are sold from my store. In every one, with a little mucilage, is fastened a printed slip or two or a booklet—not just one month but every month in the year. "Keep at it." Outdoors is a bulletin board telling about the new magazines, books, perfumes, paints, etc., and changed as need seems to suggest.

Even on my drug labels I am lately placing a couple of lines at the top, calling attention to my Cough Balsam, Little Liver pills, headache cure, or something "just as good." You must "keep at it" until you have the habit, then it is easy.

There are no prescriptions written here, so we must depend upon a regular commercial business for a living. Every Saturday, and sometimes during the week, I have a boy place circulars in the farmers' wagons and carriages; also distribute to every house in the village three or four times a year.

I try to keep a large mailing list up to date for the use of manufacturers of paint and medicines on which I have the exclusive sale. I find this pays very well.

There is probably a great deal of my advertising that I do not get returns from—or at least returns that are observable—but if I became discouraged because of that it would be time to retire and give place to some one who would "keep at it." The man who says his business is "good enough without advertising" is either easily satisfied or in an exceptional position. I believe that a poor business can be made good and a good business better if a man will start an advertising campaign and "keep at it."

Owen Raymo.

Farm and stock journals, magazines and the weekly and daily press are constantly printing long articles to convince the farmer that he is as well off as the rest of mankind. To say the least these articles must amuse the thoroughly up-to-date, hustling, progressive farmer. He already knows that among the regular and safe pursuits of life there is none so safe and independent as farming. There are almost no other lines of business where a man can invest an equal amount of capital and labor and enjoy the freedom of life and security from heavy loss that he can have on the farm, and any decade in our history will show that the progressive farmer's net profit compares favorably with that of any man in other lines of legitimate business.

Some people are like a mule. They don't know when they are well treated.

He will never get very far who is content with the applause of a village.

# 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.

## FACTORY GIRLS.

## Average Incompetence—Tendency to Unwise Expenditures.

Written for the Tradesman.

"It is the hardest thing in the world," remarked the forewoman in a certain Grand Rapids factory, which numbers about thirty girls in one of its departments, "for the average employed girl to do two things: lay up her money and learn to govern her expenditures with the merest grain of common sense.

"As a rule, she has never stepped foot in the grammar school, let alone the high school, and if she can count her change she's lucky. Actually I am ashamed of my sex when I think of the many, many girls I have had under me who could not so much as figure the interest on a note, or even add up a column of figures and get the answer three times the same. Usually they come from homes the heads of which have slid through the world without education and they see no use for it for their progeny. I'm disgusted with the whole lot sometimes, and just ache to give the girls and their parents a piece of my mind.

"But freeing it would do them no good and only be laying up trouble for myself. Some of the girls in my department think I'm a 'crank,' as it is, just because I insist on the work in my section being turned out as it should be. I know the way it ought to be done and, because I make them do it over again if it will not bear inspection, I am accounted by them and their self-willed people a hard taskmistress. If they stood in my shoes and were held responsible for all the mistakes occurring in that particular department they would look at the matter in a far different light. As we can't change places, however, they, I suppose, will go on being blind till the end o' time.

"Whenever I have occasion to reprimand a girl, I try to put myself in her place, so as to be no harder on her than I would be willing to take were our positions reversed. If she makes an error, I investigate the cause, show her how the work must be improved and 'let her down easy'—if the mistake is a new one. After I have had to deal with a number of discrepancies of the same sort, and I have shown repeatedly how the work must be done, I 'bear down hard.' The delinquent must then mend her methods of work or 'step down and out.' I will not 'stand for,' as the saying goes nowadays, habitually poor work.

"Unlike some forewomen, I make it a rule—from which I never deviate—never to censure my girls before each other. There is a time, a place, for all things and neither the time nor the place for reproof is when and where the loss of self-respect is inevitable.

"I will not take impudence from those under me. When they take off their hat and hang it up in my department, the girls must understand that my word is law there and they are to obey me implicitly. 'Tis the only way to get along. There must be a head and that head must com-

mand respect and obedience. I have the hiring and the discharging of all the help in my section, and I never yet have discharged an employe needlessly. I call such conduct cruel. I make every sort of allowance for all the 'trash' that blows into the place and I try to see the good side of all who come under my supervision.

"So much improvidence do I see among the very poorest working girls that it is enough to make one heart-sick. Where there is a family of, say ten, with perhaps not more than \$12 a week for them all to live on, and doctor's bills all the while for a sick wife or a crippled child, the member of that family working for our factory will almost invariably bring a luncheon at noon that would be considered fine for even a well-to-do person. Week in and week out, they bring a much better dinner than I can afford. No wonder they are poor and complain of their 'fate!'

"What was I going to say about their buying proclivities?

"Oh, they buy such foolish stuff, these girls. At first, when a girl finds that the power lies within herself to earn money, the feeling engendered is one of exhilaration. She begins at once to think how she shall spend her money. So many hitherto unenjoyed delights spread out before her that she hardly knows which to grasp first.

"It is an often-observed fact that the article a working girl invests her first earnings in is a ring!

"She has never had a ring, poor girl, and she has always wanted one, therefore she gets it. I do most thoroughly disapprove of such a misuse of the first earnings of a poor girl, but, at the same time, having myself a woman's natural longings for 'pretty things,' I can appreciate her desires in this direction. She gets her ring; but it is generally at the expense of a pair of stockings which she needs a thousand times worse than a finger-circlet.

"As time goes on, if the girl is trying to do—and does—her work better and better, her wages are correspondingly raised.

"Does she now begin to lay up for the proverbial rainy day? Not she. Her wants have increased as her pocketbook has got a little fatter, and at the end of two years she is no better off in laid-by money than she was before she was a wage-earner. By now she might have had a tidy little sum to her credit in the bank, but saving and she are strangers.

"If the girl bought needed clothes of substantial quality it would be different, but she gets perishable chiffony flummery where she should purchase good homespun wearables. And then she spends no small part of her wages on ice cream, ice cream soda and candy, pays out much for car fare where walking would do her good and not be onerous and parts with her money on other foolishnesses too numerous to mention. She seems absolutely to 'take no thought for the morrow.' She 'toils' and she 'spins,' but all to no purpose as regards the future.

"Perhaps the most of the girl's finery is to deck herself out with with the idea of—as they express it—'catching a fellow,' with the 'home of her own' as the ultimate result of this—supposed—attractiveness of person.

"But I hardly believe that most laboring girls think so much about getting a good husband and a little 'home of their own' as they do of just having a 'good time.'

"Well, youth comes but once, and it is but natural for every girl to want to 'have her fling,' but it seems a pity, sometimes, that someone doesn't take the average working girl in hand and show her the 'way she should go' as regards a possible future prosperity. Jennie Alcott.

The jewelry business this season has larger and more complete lines to draw from than ever before. The gradual acceptance of the art nouveau designs has opened up a wide field for the designers both in this country and abroad, and the most beautiful works which this country has ever seen are found in the jewelers' shops to-day. It is reported that there is no decline for the new goods in these patterns, and from all present indications it appears that the art nouveau has come to stay.

## Freight Receipts

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

BARLOW BROS., Grand Rapids

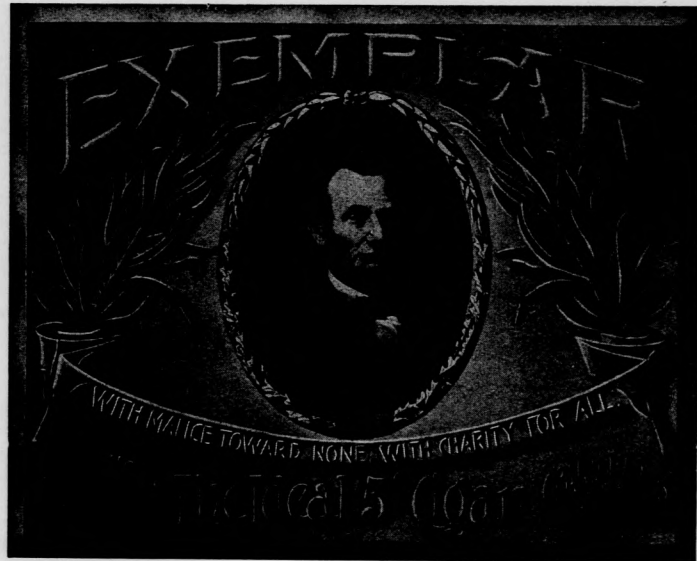
## This Stamp



Stands for

Integrity  
Reliability  
ResponsibilityRedeemable  
everywhereAmerican  
Saving Stamp Co.

90 Wabash Ave., Chicago, Ill.

Gas or Gasoline Mantles at  
50c on the DollarGLOVER'S WHOLESALE MDSE. CO.  
MANUFACTURERS, IMPORTERS AND JOBBERS  
of GAS AND GASOLINE SUNDRIES  
Grand Rapids, Mich.

## Do Not Isolate Yourself

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

67,000 Subscribers

to our system in the state of Michigan.

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

Inquire about our new toll service Rebate Plan

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



**THE MAN WHO FAILS.**

**Wherein Our Schools of Success Are Lacking.**

To-day the professional schools and the schools of technology are engaged in preparing young men for stepping at once into life work. In many of these mechanical and engineering lines these graduate students enter into practical work prepared for that work as the old "cut and dried" man was not prepared after the time of three apprenticeships in the business.

But in all of these school preparations for careers the students are trained for successes in their specialties. Why is it that one never hears of a student's preparation for a failure?

What to do with the young man of capacity who has made intelligent choice of a life work and who has come from the school of equipment, graded A1, is easy. Preparation for his success in life at no time ever was a problem. But all can not be successes. To an extent, thousands of schools are thus obtaining money under false pretenses—an act of itself criminal. Tens of thousands of students are preparing for positions in life for which their instructors know they are radically unfitted.

Why is it that out of all the schools filled with the incompetent some school with some general scheme of training is not evolved in which all of this unpromising human material may be sorted and classified and reconciled to that specialty for which the individual members are possibly best adapted?

Why not a school of failures, rather than the illogical and universal school of success!

There is that old story of the Irishman who was asked if he could play the violin: "Sure an' I dunno; I've niver tried it!" There are those who must be tried in order to be found wanting. At the same time, however, it may be set down in an instant that a young man, red headed, freckled, stocky of build, with bull neck and rasping voice can never train successfully for the ministry. In ten thousand cases in the professional schools it is settled that the slow witted young drudges in law and medicine must make a livelihood somewhere else than in their ill chosen fields.

Some one has estimated that it costs a parent \$5,000 to send his boy through a school of medicine in a way to give him even footing with his competitors whom he will find already making livings or else struggling on, as he is, for a foothold. This is a great deal of money to waste upon a markedly unfit young man, who after five years' training at last will have to turn to something that may not even be the next best thing. For instance, in one of the technological schools of Chicago two brothers are taking courses in engineering.

"It is their father's choice for them," said one of the instructors to the writer. "The boys themselves, perhaps, had never thought before they came here of the need of any kind of occupation. The father is wealthy and is one of the astute poli-

ticians of the county. He has been successful alike in business and in politics.

"But, as I see those boys, I think what a mistake has been made for them. Each of them is as thorough a little politician as you ever saw in life. They have done little in the school save to take the lead in nearly every mischievous or wrongheaded move in the place. The two of them as a team have had the faculty of leading some of the soberest and most level headed of their fellow students into the most impossible scrapes. And when they have done it they have a way of stepping out from under the consequences, scot free, and yet keeping the respect of their victims.

"Four schools could not make one engineer out of the two of them. They will drift to politics as easily as water slips down hill. But even that ought to be a satisfaction to the father if he only suspects it or knows it. There are other students here working with some degree of earnestness whose places in life can not be guessed by the most careful student of human nature; the only certainly that arises seems to be that they will fail in the line of their chosen work."

In the world at large there are dozens of reasons for life's failures. Some were born failures because of lack of physique or of mentality. Many have ruined their own prospects through wrong doing. Tens of thousands undertook in youth a life work unsuited to them and discovered the fact when it was too late to retrieve. How many out of these groupings might have been saved to the world of economy through a school of failures, endowed from the overflowing riches of the great universities that are working for the education of the successful?

The idea is worth while. A young man may not go into the United States school for the army unless he measures physically and mentally to the standard required of the matriculant. In the same manner he must prove himself for the naval academy at Annapolis. Under the compulsory education law in Illinois a Chicago incorrigible must go to school, no matter what his disqualifications. If he can not be kept at the Parental school, there is the John Worthy school, or at the worst the State reformatory at Pontiac. He must go to school where there is the best opportunity for "finding" himself.

This is excellent as far as it goes. It stops the child short of the rocks upon which he may wreck himself if he goes his incorrigible way. Being incorrigible he comes in for some of the most careful of scientific and moral and intellectual method. His is the old story of the prodigal and the fatted calf. At any time in any of these schools, however, the moment he begins to show that he is too good for the institution he may be cast out upon the public school system and line up for the old chance at failure in professional or technical education. When he shall fail as a man, vagrancy or the prison may claim him.

Logically, the professional and technical schools owe to the public a discriminating classification of matriculating material. It is quite as hard to see why a professional school should try to educate a donkey for the law as it is to imagine West Point Academy educating an armless man for war service. West Point and Annapolis, however, must protect themselves against the public; the public has not yet learned how to protect its offspring from the professional and technical schools. A horseman who trains a Percheron draft horse for the racecourse would be mortified at publicity of it. The numbskull continues to come from the professional schools, however, and no faculty feels called upon to disclaim him.

The whole truth is that specializing in the schools must at once be the best and the worst of educational methods. If it fits the young man for his life work to the best interests of himself and of the world, nothing more or better is possible. If it takes the years and the substance of the man to make confusion confounded in his life, the school that does this is working evil.

Manifestly, therefore, the young man thinking of preparing for special instruction needs careful physical and mental, and even moral, diagnosis. If he would sooner devote himself to one thing above all others in life let him take a second and even a third next choice to this cardinal aim. The relation between this first choice and the second and the third should be as close as possible. He must realize in the main that he and his personal advisers and friends must settle this "choice the first." His professional school will not help him. There are teachers of music and of art who will not look twice at a millionaire's mediocre daughter; there are few universities that will not covet either son or daughter, however deficient.

It is an odd world. The State interferes if a young man under age attempts to get married without the

consent of his parents; frequently not even the parents have advice or caution when he chooses his calling for life. Thomas Owen.

Some people are so busy trying to obey the biblical injunction to love their enemies that they haven't time to love their friends.

The accident of energy has made more millionaires than the accident of birth.

**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.

**W. Bridge St., Grand Rapids**

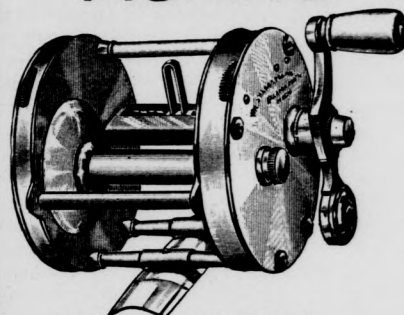
Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.

**RUGS FROM OLD CARPETS  
THE SANITARY KIND**

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

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

**FISHING TACKLE**



Shakespeare's Level Winding Reel.

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.

*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

## ADVANTAGES OF ORPHANS.

## They Have the Best Chance of Achieving Success.

Orphans have a better chance to become successful men and women than children whose parents are living.

Children who have no brothers or sisters are more likely to live happy and distinguished lives than those who have them.

The orphan child who has no relatives has, other things being equal, the brighter prospect of mature happiness in all the other relations of life.

These propositions, projected by a French academician, Bruno Theriot, are causing a deal of comment and discussion in the French journals and among the sociologists of Europe.

The proponent has gone so far as to say that unhappy marriages between orphans who have no relatives are unknown to his experience. Some of the wags have taken up the cudgels and playfully ask: Must one chloroform all of his own and his wife's relatives to make sure that marriage shall not prove a failure? Every one can not be an orphan and an "only" child.

To this badinage M. Theriot retorts by saying that anybody can become an orphan and free of relatives by starting life on his or her own hook as soon as possible. Here his position trenches on more or less familiar ground, for it has been a pretty well established belief for a long time that the youth with nerve and self-reliance enough to strike out for himself will succeed where the home keeping, dependent boy will vegetate or fail. Many wise persons agree that young married people can make no better start than to remove and remain aloof from their respective relatives. But it has been generally understood that success and happiness in such cases were the natural result of courage in the case of the adventurous, and of uninterrupted mutuality of interest in the other.

The new theory is that brothers and sisters, and even parents, have an evil influence upon other members of the same family. The subject of this influence is unaware of it or apprehends it only in a subconscious way and seldom tries to explain it to himself. The exertion of this influence is always involuntary with its author and therefore neither controlled nor directed. The reason why brothers and sisters are so prone to quarrel is attributed, for instance, to the fact that they are intuitively aware of those ugly or hateful characteristics which, although mere family traits, they recognize in brother and sister but not in themselves.

The thoughtful man and woman will not quarrel with his brother or sister, but, without admitting it to himself, he will entertain hostile feelings against them because he sees in their characters manifestations of those same mean or weak qualities which he has suppressed in himself. The better he realizes his own unwilling possession of a frail trait, the more he is apt to hate its appearance in the brother or sister with whom

he is constantly associated. Therefore, it is argued, the less he sees of his blood relation the more he is likely to love them, and the better success he will have in giving play to his admirable qualities and in suppressing his weaknesses.

M. Theriot contends that there is an innate hostility against brothers and sisters in the heart of every one, and that it is only sentiment, or, at best, self-discipline, which keeps it in the background. He even exploits his doctrine that every man and woman comes sooner or later to experience an unspoken but positive hostility against the parents who brought him into the world, and that this feeling is as real as it is involuntary. It may be cloaked and almost smothered with the most loyal and demonstrative filial affection, yet it remains a contradictory and enduring proof of the perversity of nature. It is this same dormant prenatal antagonism which exists between brothers and sisters that springs, if permitted, into acts or expressions of the bitterest animosity.

Pursuing the same method of reasoning along parallel lines, but in a different direction, the virtues and talents of each member of a family are shown to be dwarfed, discouraged, or unnoticed so long as they are kept in contrast with similar qualities displayed by brothers and sisters. Thus many actors, writers, sculptors, and scientific men never come within hailing distance of success while associated with relatives of genius or achievement. Some have felt constrained to change their names in order to evade the damning contrast which persists in measuring them by the family standard of performances or fame.

Married persons who live with parents-in-law frequently come to hate both the old relatives and the companion of their joys and sorrows because each in betraying some one or all of the "family failings" has brought to the surface and demonstrated the presence of many weaknesses that had been held in secret suppression and might never have been guessed at by the husband or wife if they had chosen to live apart from the elders of the families. There is no more familiar illustration of this fruitful cause of domestic misery than the proneness of married couples to criticize each other's relatives, both openly and covertly, and to attribute the faults of the children to the shortcomings of their grandparents, uncles, and aunts on the "other side of the family."

One wife, otherwise kindly and intelligent, having lived a long time in the same house with her mother-in-law, contracted a violent antipathy to the old woman, who was both comely and gifted with many fine traits. One of the young wife's children grew into a striking resemblance of the grandmother, and the mother, who first noticed the likeness, was unable thereafter to feel or act towards that child with the same tenderness and indulgence she lavished upon the others. The father, on the contrary, proud of seeing some of his

own inherited qualities of mind and body reproduced, made the child who resembled his mother his pet. It may or may not have been due to this single seed of discord that misunderstandings and open rupture followed in the family, even to the extremity of cruelty, separation and divorce, but it is reasonably certain that the wife's too intimate knowledge of her mother-in-law was the origin of her estrangement from the child and its father.

What is so common as to hear Mrs. Smith comment upon the ugly temper of her son by saying, "He's a Smith through and through?" Or when little Jennie pinches her brother, to hear the father say, "Poor little Jennie, she takes after her mother?" These are seemingly trivial instances of incipient discord that may be met with in almost any family, but in nine cases out of ten they may be traced to the intimacies that existed between the two families which supplied society with another wedded pair.

There is a good story about a young and wealthy bachelor of Chicago who met at Nice a beautiful American girl who was "doing" the continent with her father that may help to illustrate a case in point. The girl was a brunette, graceful, slender, and tall, and unusually intelligent. In a word, she seemed to fulfill the Chicago man's ideal of young womanhood. She had a slight lisp, which, in his mind, added to her attractiveness. He fell madly in love with her and extended the time of his vacation so that he might follow her home to Kansas City, where she lived. He liked her father and meant to ask for the daughter's hand at the end of the trip. And so it came about that he met her mother.

The old woman weighed 200 pounds, was asthmatic, ignorant, vulgarly attired, and plainly anxious to marry off her daughter. In every other respect her daughter resembled her, even to the lisp, which the young lover had listened to with delight. The same hair, the same eyes, the same stature, the same tint and texture of complexion. Would that graceful, slender, cultivated young girl grow to look like her mother? It was a horrible, disillusioning thought for the young man, but he could not shake it off and his courtship ended as suddenly as it had begun. If he had never seen his once prospective mother-in-law he might have married his first choice and lived happily with her to the end.

An infinity of arguments for and against the desirability of isolating from relatives has been urged and nearly every family can supply out of its own experience some points on one or the other side of the question. The weight of testimony seems to be in favor of the Theriot theory. As far as it applies to grown persons. It is not so easy to believe that children who have lost parents and relatives are fortunately started in life, even if it is conceded that such early isolation develops courage, enterprise and self-reliance in the young.

Charles R. Hill.

## When Stamps Were New.

"When postage stamps first came into use," said a veteran postal clerk, "the public didn't know how to handle them. You remember how, when tea and coffee first appeared among us, the people fried the tea leaves and the coffee berries, and served them with salt and pepper? Well, the people treated their stamps as absurdly in 1854.

"Some folks would put the stamps inside their letters, out of sight. Here is the official notice that we issued to stop that practice."

The clerk took from the drawer an aged bulletin that said:

"The stamps upon all letters and packages must be affixed on the outside thereof, and above the address thereon."

He put back this bulletin and drew forth another one.

"People would pin the stamps on their letters, instead of gumming them," he said, "and when they did gum them, they would not do it right. Hence this second bulletin," and he read:

"Persons posting letters should affix the requisite number of stamps previous to depositing them in the letter receivers, as when posted in a damp state the stamps are liable to rub off and thereby cause the letters to be treated as unpaid. Do not pin on the stamps."

"Still," said the clerk, "the public didn't understand the simple matter of sticking a postage stamp on a letter. So we got out a third bulletin."

The third bulletin, in big, impatient letters, said:

"The simplest and most effectual method of causing stamps to adhere firmly is, first to moisten well the outside of the stamps and afterward the gummed side slightly, taking care not to remove the gum."

The clerk said that a philatelist had offered him \$12 apiece for these three queer bulletins.—Galveston Tribune.

## The Limit of Ingratitude.

Ingratitude pretty nearly reaches its limit in the case of a Brooklyn woman who jumped from a moving train and would have fallen under the wheels but for the conductor, whose leg was crushed and who after a month's suffering has died from his injury. Never has the woman expressed her obligations to the man who lost his life saving hers, and never has she made any enquiry for him or shown consciousness of his existence. That the life of a brave man should be taken away and that of such a woman be spared is one of those mysteries that moved the writer of Ecclesiastes to reflect: "Vanity of vanities, all is vanity."

Panama is now called the "endowed republic." It is to invest a large part of the \$10,000,000 which it received for the isthmian canal rights from the United States, in New York City real estate. The money will certainly be a great deal safer there than it would be in Panama. With interest at 4 per cent. on this great sum the little republic ought to get along very well so far as finances are concerned.

ORIGINAL MANUFACTURERS,  
INTRODUCERS & DISTRIBUTERS,  
IN THE U.S. & CANADAS OF  
COMPRESSED YEAST.

*Fleischmann & Co.*

*Agency at* Chicago, July 27, 1904

Michigan Tradesman,

Grand Rapids, Mich.

With the greatest of pleasure I have noted that you propose to increase the price of the Tradesman--a Dutchman's one per cent. I assure you that your trade paper is cheap at double the price, but since you give your old subscribers the privilege of renewing their subscription at the old figure--and I claim the honor of being one of your oldest subscribers--I ask you to accept my renewal of the subscription for the next twenty years. May you have the pleasure and I continue to profit thereby.

Yours very truly,

*F. Wintermuth*

## THE LOSS OF GOLD.

## Practically None of the Ancient Metal in Existence.

We see men every day applying gold leaf to signs and shop windows. Many thousands of dollars' worth of gold is thus used in this city every year. Gold leaf makes the most attractive business signs that have yet been invented. But in all our business thoroughfares, even in Broadway, wherever the shopkeeper, the financier, the manufacturer or the professional man advertises his name and utility, we may find these gilt signs in every stage of dilapidation. The storms and winds are playing havoc with the gold, and eventually every dollar of it will be lost.

This is one of the ways in which millions of dollars of gold have been lost as surely as though the metal had been sunk in mid-ocean. It is a phase of the disappearance of gold that has been going on since the days before history was written; for the art of gold beating is referred to by Homer, and Pliny tells of an ounce of gold extended to 750 leaves, each four fingers square, which is three times the thickness of the ordinary gold leaf of the present day. It seems a startling statement, but it is true, that economists have held the belief that nearly all the gold of ancient times has entirely disappeared; and yet there is good ground for the conclusion that from the earliest times of which we have record of the prevalence and use of gold to the downfall of the Roman republic the total quantity of gold utilized in one form or another exceeded in volume the present gold stock of the world. Ancient history abounds with allusions to gold. We read of the abundance of gold in King Solomon's time, of the glories of the temple of Jerusalem, with its gold ornaments, and the gold utensils of the altar; gold is frequently referred to in the Old Testament, and the refining of gold and silver by cupellation, the process of separating the precious metals from lead in a cupelling furnace, was a favorite illustration used by Jewish poets. Beautiful ornaments and vessels of gold brought to light by the excavations of archaeologists show the perfection to which the art of gold working was brought by Egyptian, Etruscan, Greek and many other ancient goldsmiths. But these relics which adorn modern museums and private collections are all we have to show of the gold of ancient times.

What has been recovered in the past centuries in the form of ancient gold manufactures is scarcely worth mentioning in comparison with the great volume of gold that was utilized in the early days. We have proof that this is so and that the quantity of ancient gold now available is so inconsiderable that it may be regarded as negligible. Since the discovery of the Western World fairly accurate statistics of the production of gold have been kept. We know approximately the quantity of gold that has been added to the supply for three centuries, and the present amount of the gold stock of the

world; and these statistics show conclusively that ancient gold is not represented in the modern figures. Of course, a large amount of modern gold has been lost, but this deficit is a mere bagatelle in comparison with the large volume of ancient gold which can not now be accounted for in any manner.

Unless the chronicles of the ancient writers are largely unworthy of credence, the total amount of gold that was utilized throughout the known world in the days of the Persian empire was not very far behind the quantity of gold that is now in use. But even although we may regard these early statements as far in excess of the truth, still there is no doubt whatever that the supply in that epoch was enormous.

It is gone beyond recovery, and various influences have contributed to its disappearance. Gold is a soft metal and is peculiarly liable to abrasion. In making our gold coin we mix nine-tenths of fine gold with one-tenth of alloy to retard abrasion. But this wearing away of the metal is only delayed, not prevented, by the efforts to save it. Gold is best preserved in the form of utensils or art works which are little handled. It is constantly wearing away when it is in the form of coin or of other manufactured articles which are much used and manipulated.

The ancients made gold leaf and gold thread, as we do, and in such forms the loss of the metal is accelerated. Soliders tell us that the very thin coating of gold which gilds their epaulets is not enduring. Gold used in manufactures is wasted, in spite of the almost infinite pains taken to preserve the tiniest particle. All dentists, for example, will tell us that as they clip with scissors the bands and other forms of gold which they shape in their laboratories they can not avoid losing a little of the metal.

Much of the gold turned into the works of art, the form in which the metal is best preserved, is in time melted again for the other utilities. Although Benvenuto Cellini was the most celebrated goldsmith of the fifteenth century, only a few specimens of his rarely beautiful work are now to be found in museums or in private hands. The vicissitudes of fortune compelled many once wealthy families to part with these works of art for the gold that was in them, and they were melted by sordid persons who wanted only the gold.

All the hundreds of influences which to-day are depleting the gold supply were, of course, operative in ancient times. Gold was lost in the processes of manufacture; it was reduced to dust and lost; it was lost in deep waters, buried in tombs, and, in troublous times, was hidden in the earth and never recovered. It passed out of human hands in many other ways. Not a bit of it could be destroyed, but it was just as far beyond the reach of man, for the lost gold was so widely and thinly distributed that it would never pay to hunt for it. It is in fact believed that very little of the vast amount of gold contributed to the supply in the

earliest days of gold seeking in America is now available.

The forces of nature also are incessantly trying to put gold beyond our reach. We know that a large part of our present supply has been derived from placer mines. By the action of the water fine particles of gold are being daily carried seaward. Much of it is scattered through the sand and mud banks of the lower streams which are to make the sandstones and slates of future geological eras; but much of it also is carried out to sea, and scattered over the sea floor beyond human reach, probably, for all time; and an enormous amount of gold that impregnates the banks and valleys of the streams is so thinly distributed that it takes all the way from 1,000 to 3,000 colors to make a cent, and so can never pay in practical mining.

As far as we yet know, however, the supply of gold retained in the rocks for us to liberate and utilize is inexhaustible. New discoveries, as remarkable as any that have been made, will swell the gold resources; and the history of some of these discoveries will undoubtedly be as interesting and romantic as that of the discovery of the precious metal at Helena, Mont., which gave that region its importance as a great gold mining center. The story of this first "find" in Montana illustrates the purely accidental and fortuitous manner in which some of the most important discoveries have been made.

The story goes that a party of four prospectors had started for a well-known mining camp. On July 15, 1864, they halted on the site of the city of Helena to prepare dinner and rest their horses. When they were ready to resume their journey, one of them happened to walk down to the stream to get a drink of water. It chanced that he began mechanically to scratch the gravel with his hands, after the habit of prospectors, when to his astonishment he drew out a nugget as large as a gold dollar. A hundred dollars' worth of gold was taken out in about twenty minutes. Of course, the men at once settled on the spot and located claims. In a short time news of their success spread abroad, hundreds of other miners flocked to the spot, and the mining camp that was established grew into the city of Helena.—New York Sun.

## Keeping Up the Delusion.

"Yes, we have stopped eating meat at our house."

"You must find it rather hard at first, don't you?"

"Well, yes. But we are doing our best to break in the change gently. We use lots of vegetables, you see, and serve them in a way that suggests meat as closely as possible. We have beets a la mode, and our cook trims the turnips so they look like French chops, and we have Hamburger parsnips, and porterhouse potatoes, and onion tenderloins, and sirloin of cabbage and Boston sausages."

"And what are Boston sausages?"

"Why, they are gelatin fillers stuffed with brown bread and beans."

## THE FUTURE OF CHINA.

## Possible Economic Results of Her Awakening.

Dr. F. W. Williams, professor of modern Oriental history in Yale University, contributes an article to the last issue of the International Quarterly which deserves the thoughtful attention of American statesmen and others who imagine that the opening of China to a more liberal intercourse with the Western World will result in great gain to the merchants and manufacturers of the Occident. Dr. Williams knows the people about whom he writes and appreciates them at their real worth. A long residence in their midst enabled him to gauge their capabilities and to form a rational judgment concerning their probable future. It is needless to say that his estimate of their capacity and aspirations differs from that of the superficial observers who have pictured China as a great future market for the products of the West. No really competent observer could make such a blunder, and every line of Dr. Williams' paper shows that he is really qualified to discuss the weighty subject which is engaging the attention of the world.

Dr. Williams believes that "the Chinese are not backward beyond hope of recovery in the race of modern civilization." He vividly depicts the drawbacks under which they labor at present, but they are not of the kind to permanently impede the economic progress of the empire. There are "conservatism, conceit, ignorance and superstition" to be overcome, but they will be disposed of in time. "China is coerced by forces more powerful even than the fleets and armies of united Europe to change her ways and become a partner in a world that seems suddenly to have grown too small to permit any members of the human family to neglect the common interest." The ferment of her latent energies will bring about the work of renovation and win for her "a place among the nations of the earth commensurate with her size and worthy of her ancient dignity and traditions."

The transformation which the Doctor predicts will take place will not result in realizing the expectations of those who look upon China as a region for future exploitation. "There is very little prospect to-day," he says, "that the Chinese will accept the leadership and control of Europeans for long, if he does at all, and still less that China is to become a mine of wealth to the merchant from abroad who succeeds in entering her markets." Not only is there little prospect of China becoming a dumping ground for Western manufactures, there is more than a chance that the Chinese may subject those who intended to exploit them to a severe competition. "Unless he (the Chinese) experiences a change of heart and is willing to forget the history of the nineteenth century, our descendants are not going to receive much mercy at the hands of an awakened China dictating terms and cutting prices down to the level where all but Asiatics must starve."



**HANDLING JOBS.****When They Should Be Purchased and Sold.**

No doubt every merchant has, at some time or another, debated whether or not it is advisable for him to handle "jobs."

Doing as we do a popular priced business and gauging our purchases and for that matter the whole conduct of the store to fit the needs of the woman or man who wants to save money, we have found that there are many occasions on which we can with advantage handle a job not only to our immediate profit, but also result in permanent advantage by helping to create the impression that we are able to sell goods for less money than our competitors.

For an illustration, take the line of shoes. The editor has frequently advised his readers to steer clear of all job lots, stick close to regular lines, watch the sizes and assortments closely and there would be more money in the business in the end. But down here in actual practice we are handling a great number of jobs, are carrying an unusual amount of irregular stock, and are doing more shoe business than ever before, and making more money out of the department than any other department of the house.

A few years ago the house handled only regular lines. They ordered these direct from factories, chiefly in the East, made out these orders about two times a year, and managed to wiggle out from under the load in the subsequent six months. About two years ago, however, the owner of the business had the opportunity of buying a rival shoe stock that had not been making money, and he did so, paying cash for the entire stock and taking it at 50 cents on the dollar. The sale of that stock caused an immediate boom in the shoe business, and was the first of a series of shoe sales that have since been going as a continuous performance.

Right after this, one of the big St. Louis shoe houses offered us a line of samples at a very considerable concession, and the offer seemed so good that we took it up. The concessions ranged from 25 to 33 1-3 per cent., so that we were able to sell these sample shoes at practically "cost" and still make a good profit out of them. The styles were good, the workmanship and stock just a little bit better than the average (as all samples usually are), but the sizes were not very well assorted, being chiefly 3s and 3 1/2s in the ladies', and 6s and 7s in the men's. But, by mixing these in with odd sizes from the regular stocks, and putting out such lines as we wished to dispose of we had another rousing sale of shoes, and gave another boost to our reputation for underselling our competitors.

This line of St. Louis shoes proved so satisfactory that we have practically cut out everything else and are now ordering three-fourths of our

goods from this one house. As they carry a stock on hand at all times, and thereby enable us to fill in sizes every week, we are able to hold our stock down to a much lower level than formerly. This in turn gives us more latitude with irregular goods, and leaves us footloose to handle a number of profitable jobs that would be out of the question were we loaded up with regular lines. So by these incidents and a dozen others we have been enabled to hold one sale right after another, and in every one give the public more for its money than it had been in the habit of getting.

Not long since a retail shoe house in St. Louis decided to go out of the men's shoe business altogether and handle nothing but women's shoes. After running a clearing sale for a number of weeks they saw what sort of a proposition they were up against in trying to close out a stock by selling it at retail, and accepted a cash offer from our buyer for the entire stock. We were enabled to acquire a retail stock of high grade men's footwear, rather badly broken, it is true, and containing many dead and passe styles, but the figure at which we acquired it enabled us to sell a widely known and extremely meritorious \$5.00 shoe for \$2.50 and still make 100 per cent. profit on it.

We paid out for this stock a little over \$3,000. We had a shoe sale on the strength of it that lasted over the greater part of six weeks. The first Saturday's business in shoes amounted to a few dollars less than \$500, and the shoe sales for one month were over \$4,000—and in this connection it must be remembered that this business has not more than 25,000 people to draw from, has extremely active competition, and in the shoe department we regularly employ only three men, putting in extra men from other departments when the rush trade makes it necessary.

All this is told simply to illustrate how one can profitably handle jobs, provided he goes at it in the right way, and knows how to handle them. We do not put any of these goods in the shelves to sell from regular stock, unless they be samples of some certain shoe of the identical style and make as the regular stock we have on hand. All jobs we sell from counters or tables, classifying them according to price, keeping them as nearly as possible according to size, keep them conspicuously placarded with price and size on each table, and let the customers paw over them to their hearts' content. During the rush hours of Monday morning, and Saturday night, many customers wait on themselves, fit themselves, and only call for a clerk when they want to pay for the purchase and have the package wrapped up.

Strange as it may seem, we have bought some extremely profitable "jobs" in millinery. Shirtwaist hats that we paid \$6, \$9 and \$12 a dozen for at the beginning of the season were able to practically duplicate by the latter part of June and middle of July for from \$2.25 to \$4.50 a

dozen. We account for this by the fact that at this time the wholesale millinery houses have many lines that are broken, odd lots, and a general mix-up that they are willing to close out at almost any price to get them out of the house, and the exclusive millinery stores are unwilling, or unable, to handle any considerable quantity of this character of goods.

We have bought many jobs in men's clothing that we sold to excellent profit.

We have bought samples of men's hats that we were able to sell for 100 per cent. profit, get \$1 for them and still give the customer at least 100 per cent more for his money than he ever had out of a regular line of goods.

There is practically no line of goods in the house that we have not at some time or another livened up by closing out some "job" at a price.

Of course it must be borne well in mind that a business in a small city cannot be maintained with jobs. Regular goods carefully and judiciously selected must be the backbone of the business. When jobs are bought they must be bought with extreme caution. One thing to bear in mind is the quantity, for no job can be very profitable that remains in the house longer than 30 days.

Novelties like belts, neckwear, purses, bags and the thousand and one little things that women buy because they want something new and stylish would be better left strictly alone. A job in these lines usually means a big quantity of some one thing, and the money that is made in these departments is made by buying in small quantities, not getting loaded up on anything, and reordering on the things that prove to have the most ready sale. Sample lines of all these can frequently be bought to advantage, but unless these sample lines are forthcoming it were better to let the jobs strictly alone.

Roughly speaking a job should only be bought at the very time it is salable with you, it should not be more than you feel that you can safely dispose of in a month, it should never go into the shelf with your regular goods but must be kept out on your bargain tables and pushed until it is gone.—Drygoodsman.

**Casey the Cop**

Casey the cop was chasing a kid,  
Who gracefully down on a banana-peel slid,

When Casey nabbed him he said, "That will do.

For you can't get away from the **HARD-PAN** shoe.

I owe my success as a bold policeman  
To the fact that my shoes are the real **HARD-PAN.**"

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.

**\$4.50 to Petoskey, Aug.  
30th, 1904**

The G. R. & I. will give its annual excursions to Petoskey, Traverse City, Northport and Mackinac Island on August 30th, 1904, for \$4.50 for the round trip from Kalamazoo. Tickets are good going on scheduled excursion trains and are good for return until September 9th, 1904.

The fare to Mackinac Island is \$5.50.

Get full information of any G. R. & I. agent or address C. L. Lockwood, General Passenger Agent, Grand Rapids, Mich.

**New Goods for Fall**

We are now ready to show you a new line of goods for fall delivery. Don't place your order until you have seen our samples, as we have an elegant line of

**Oxford Velours**  
**Antoinette Flannels**  
**Kimona Flannels**  
**Saxony Flannels**  
**Creponet Waistings**  
**Velour Broche Waistings**  
**Raye Crepe Waistings**

Write for Samples.

**P. STEKETEE & SONS, Grand Rapids**  
**Wholesale Dry Goods**

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

**BUYING A BUSINESS.**

**Location the Most Important Feature.**

"Nearly if not quite 50 per cent. of the men who buy the small retail stores offered for sale are men who have worked at some trade or other occupation and who have saved enough out of their wages to start them in a business."

So says the head of one of the largest firms engaged in the business of finding buyers for stores and other businesses. This man has been in this business for eighteen years and he asserts that each year he sells an average of 100 businesses of various kinds to men who are going into business for themselves for the first time. Considering the number of firms that are engaged in a similar business and the sales that are made without a broker's help it will be seen that each year there is a considerable number of workmen in this city who accumulate capital enough to buy or start in a business.

The kinds of business that are sold to inexperienced business men are not only retail stores but include small manufacturing enterprises, machine shops, plumbing shops and similar places. Quite often a machinist, a plumber or a painter saves money enough to give him a start and naturally when he comes to invest his capital he turns to the business that he is most familiar with. Waiters will naturally go into the restaurant business and others follow the line for which their training adapts them. The amount of capital invested by each man runs from \$200 or \$300 for the small store to \$3,000 or \$4,000 for the larger establishments, but \$1,000 is an average for investments of this class of buyers.

For \$600 can be obtained sometimes a well stocked store in a good location, and the man who has this amount of money will not lack for a variety in the opportunities offered to him for investment. In fact, the choice is so great that if he has not already decided upon the particular line he wishes to enter he will probably be puzzled to make a selection. Even if he has fixed upon one kind of business that he wishes to buy, he will find the variety of locations, stocks, and clientele open for his selection is of so many kinds that it will take him some time to make his decision.

If he is going to buy a store of any kind, it is the consensus of opinion among the business brokers that the best place for him is not, as might be supposed, in an old-established place, but in a new neighborhood.

For the man who first enters a new locality and sets up a store with a clean, bright stock of goods there is a better chance for success than for him who goes into an old location where there is keener competition. In the new location he has the chance to get new trade—trade that he obtains through the merits of his goods and the treatment that he gives to his customers, and this is the best custom obtainable.

In buying a store he should first of all look to the location. A stock

that is old and unattractive can be renewed and renovated, but poor location can only be remedied by moving, and this entails additional expense and loss of time in getting started, and to the man who is going to begin to do business on limited capital and experience it is extremely essential that he begin to get trade as soon as possible.

In determining the choice of a location he should thoroughly inspect the neighborhood and ascertain as far as possible the kind of people that reside in it, for the retail store outside of the downtown district is almost entirely dependent upon the trade of the neighborhood. The nationality that predominates in a neighborhood will materially help to decide the man who is contemplating a new business venture there.

If a man has made no particular selection in regard to the business that he wants to start it will be well for him to go to a business brokerage and find out what kinds of businesses are for sale and at what price. There he can thoroughly investigate the different kinds and determine which line he cares to invest in. He will find that there is always for sale in the city enough of every line imaginable to give him no room for complaint in regard to lack of opportunity to invest his money.

The class of stores that are most frequently offered for sale are the small cigar and confectionery stores that can be bought for from \$200 to \$500. One broker said that he had sold one store of this kind four times within a year. However, there are plenty of these stores that yield a good income for the capital invested, and there are always to be found buyers for those that have desirable locations. One man who invested \$500 a year ago in a store of this kind is now doing a business that yields him a profit of \$12 a day. He was fortunate in securing a good location, for the stock the store contained when he took charge of it was not worth at wholesale more than \$100.

After this kind of business the grocery stores are the ones to most frequently change hands. This is a business that it is hard for the beginner to make a success at, the chances for loss in the selling of groceries by an inexperienced man being great. Still, many men who enter this line as proprietors make money at it.

It is seldom that a fair sized grocery can be bought for less than \$600 and a well established business will cost up into the thousands. There is probably no kind of store wherein there is so much chance for a man's ability to win trade as in this line, but it is also one wherein business can be easily lost. To be a successful groceryman it is just as necessary for a man to have a knowledge of his business as it is for a butcher.

This latter business is not offered for sale as often as many others. When a butcher becomes established in one place he stays longer than most kinds of business stay. The price of a good market in a good locality and with a good run of customers is seldom less than \$1,000. The trade which an established business in this

line carries with it is reckoned as worth more than the stock or fixtures.

J. M. Franck.

The pictures we admire make our own portraits.

**CITIZENS TELEPHONE CO.**

JACKSON, MICH.

**Gold Bonds For Sale**

At Attractive Price. Address

**AMERICAN ELECTRIC TELEPHONE COMPANY**  
CHICAGO

**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

**Saves Oil, Time, Labor, Money**

By using a

**Bowser Self Measuring Oil Outfit**

Full particulars free. Ask for Catalogue "M"

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

**GRAND RAPIDS FIRE INSURANCE AGENCY**

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

**\$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 labelled, of paint, hardware and drug dealers. "Hints on Decorating," and our Artists' ideas free. ALABASTINE CO., Grand Rapids, Mich., or 105 Water St., N. Y.

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

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

BUY OF YOUR JOBBER

**IMPERIAL COMPUTING SCALE**

ONLY \$3.75

WARRANTED ACCURATE

WEIGHS 2 LBS BY 2025

SAVES TIME & MONEY

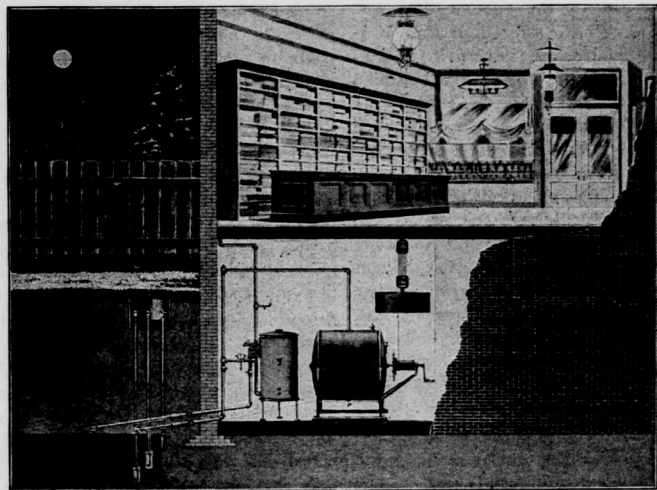
COMPUTES COST OF CANDY FROM 5 TO 50 CENTS PER LB

BEAUTIFULLY NICKEL PLATED THROUGHOUT

PELOUSE SCALE & MFG. CO.  
118-132 W. JACKSON BOULEVARD, CHICAGO  
ATTRACTIVE CATALOGUE 30 DIFFERENT KINDS OF SCALES

**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



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; Sec-  
 retary and Treasurer, O. F. Jackson.

#### How to Handle Two Types of Merchants.

Answer Fifteen.

This man evidently was converted at one time from case buying to at least one barrel by some special inducement. The best argument I can suggest for his case is the superiority of Sunshine. Show him how Sunshine is far superior to every other powder on the market. Deluge him with facts and figures, get him to admit the high quality of Sunshine and then ask him gently if it wouldn't be a good thing to push the best and so create a large outlet for Sunshine in quantities. If he insists that the margin of profit is too little show him that by handling in barrels the amount sold will counterbalance his idea of small margins. To every point answer "push it." You can't expect your trade to flourish without nursing. You have a very superior article in Sunshine and your demand, once created, will enable you to sell Sunshine in large quantities. Another good idea is to appeal to his bump of conceit. Tell him you had an idea he was doing a big business, ask him what sort of salesman he has that will neglect a good thing like Sunshine. Jolly him along and, nine times out of ten, he will buy a barrel to show he has independence and progressiveness.

In reply to the second question, I would tell the merchant that it is not the custom of the firm to sell to cutters; that the cutter has obtained a small amount from the jobber and is using the cut as a drawing card to get people to come to the store; that he, as a reputable grocer, has a certain amount of steady customers—in fact, all his selling is to steady customers—and that his trade is not going out of the way to get something of another firm because of a slight difference in price. Ask him if he ever heard of anybody going down town to buy a can of powder and nothing else. He takes daily orders for Sunshine no matter what the other fellow sells it for. The action of one cutter in a remote district will not affect his trade. The cutter's stock will not last long and if he takes any pains at all he need not be affected in the least by the cut. I thus show him that the cutter's action will not affect his trade. Tell him that it will not always be dark in Macedonia and when the cutter's cut has passed on among the things that were he can still build up on Sunshine as of yore and thank him in the name of the firm for his

previous efforts in that line. Fellow travelers, use this as you will.

Answer Sixteen.

The former barrel customer who has relapsed into a case buyer is a hard proposition. I have two whom I've been working on for six months and have not made a dent yet. I've argued price—advertising deal—two barrel deal, pairing them up together and, in fact, done everything a man could do, and yet they buy cases. They are beyond me so long as they continue to buy cases. I suppose we must be satisfied. Increased demand for the goods may make these dealers buy barrels later, but at present I see no way of landing them.

To the man who wants to throw out Sunshine because some cutter has been getting some of his trade, I ask, "Why don't you quit selling Price's, Royal, granulated sugar, certain soaps and all other staple articles? Mr. Cutter slashes all these goods. Why single out Sunshine and quit it and not all the others?" "A dog doesn't yelp until he is hit" and the unhappy grocer I urge strongly to buy the two barrel deal and fight back. In my territory I have one of the worst cases of cutting in the U. S. A retailer sells Sunshine at 19c per pound can and advertises it nearly every week. I worked and worried with him until I was a nervous wreck and gave it up. I am now ignoring him completely and find the trouble not nearly so bad as I thought it would be. The dealer who has a demand for Sunshine will get it whether Mr. Cutter cuts it or not. We can't sell every man we call on.

Answer Seventeen.

A dealer whom I have called on twice had purchased Sunshine in barrel lots and had earned two watches, after which he discontinued the sale entirely. Upon my first call he put up the claim that he had gotten some spoiled powder of his jobber in cases and that had injured his trade so much that he would not run the risk again. All of my efforts to resell him were in vain; yet I appealed to his past experience, as to the reliability of the house, without success. Not long ago I sold him a case lot of pounds by appealing to his honor, as it were—the fact of his being treated squarely by the company being my persuader. Am satisfied his trade can be reclaimed, although I shall always think the watch was the incentive for pushing the barrel purchases—pure selfishness on his part, good goods and good profit cutting no figure. I might add that I failed to land a barrel order only last week from the fact that the territory had been neglected too long and said merchant had purchased other powder in quantity sufficient to shut Sunshine out for the time being. I am a strong believer in "conditions." The grocer in question may be in to his limit with his jobber, his credit stretched to the last hole; he may be in no humor to talk quantity to, which takes me back to first principles—keep hammering.

I have had very little experience with cutters on Sunshine. Our goods were threatened with a big cut in a prominent Iowa town and upon receipt of a wire from the home office, I called on party and he promised not to cut below 25 cents, which was agreeable to all concerned. In a leading Nebraska city, the goods were cut for a short while, to 20 cents, but it in no way affected our standing with the leading buyer and those buying and selling in case lots.

Answer Eighteen.

The man who bought a barrel and was satisfied and would not buy again for one of the various reasons—not enough difference in price or, cannot afford to tie up the money or has not the room—I would try at once to interest in two barrel lots. Show him the big advantage of a two barrel purchase. Many dealers reach out for flimsy excuses to put a salesman on one side. One of the most difficult, yet I feel assured the best, ways is to keep the quality before this kind of man, "quantity and quality." Load him up and he will become better acquainted with a good piece of goods. Much depends upon the volume of business you will get from this man. If the neighborhood is fairly well advertised for Sunshine, he will be obliged to sell it. Sometimes this very class of dealers buy more frequently than those buying in barrels and in the aggregate purchase more. I have a few dealers that way. For argument's sake it would be well to pick out a few standard articles in his stock—for instance green coffee, branded soap and leading tobaccos—and ask the question, Why do you buy these articles in large quantities? He will tell you, no doubt, because he can buy cheaper. Then to save 10 per cent. on your Sunshine, does it not pay you to invest a few dollars in the right kind of a purchase, otherwise your profit is small and you will become dissatisfied? Your neighbor will still sell Sunshine and buy in one or two barrel lots and be well

satisfied and through the influence of his business you will, no doubt, be obliged to sell Sunshine just the same. Baking powder is an article on which you should make a fairly good profit. Do not keep several brands, but a few—those that you know to be good, like Sunshine. You will then have less money invested and your trade will be steady and your stock will look fresh and clean. It will built up its own trade. The retail grocer, if he wants to be, is educated to the fact it is not necessary to handle all brands of baking powder. The best and largest stores only handle a few. Those stores, therefore, buy quantity lots, to increase their profits. Why not you do the same? You have sold a barrel—you are satisfied—you know it will sell and to help you along we will give you our order plan, which will make you better satisfied than ever.

#### Better Than Hatchets.

"Do you think," queried the old lady, "the time will ever come when all nations will get together and bury the hatchet?"

"They may bury the hatchet," replied the man who had been reading the war news, "but they will never inter the rapid-fire guns."

An inspiration is greater than an example.

LIVINGSTON HOTEL



The steady improvement of the Livingston with its new and unique writing room unequaled in Mich., its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton & Division Sts., Grand Rapids, Mich.

**LaVerdo**  
 King  
 of all Havana Cigars

3 for 25c; 10c straight; 2 for 25c  
 could not be better if you paid a dollar

**Verdon Cigar Co.**  
 Kalamazoo, Mich.



**Big Yield of Hops in All Sections.**

While the local hop market has not yet shown any signs of activity as far as sales are concerned, buyers are watching the situation carefully and waiting until the harvest has progressed further before attempting to contract for 1904 supplies.

With the exception of England, the crop this year promises to be a good one. Cable advices from London state that the crop in England has been injured by drought and vermin, and the general tendency has been to reduce estimates of the yield, which is now placed at 380,000 hundredweight against 420,000 hundredweight last year. This has had a bullish effect on holders in the United States, who have during the last week advanced their prices for both New York State and Pacific Coast hops about 1 cent a pound. The German and Continental crops have also been somewhat damaged by the drought, but the total crop, it is estimated, will exceed last year, the outturn being placed at 725,000 hundredweight against 650,000 hundredweight in 1903-4.

The hop harvest has already begun in certain sections of California, and while growers in Yolo County have received 25 cents a pound for their first pickings, it is predicted that 27 to 30 cents will be paid before long. The outlook in California for a good crop is excellent, both as to quality and quantity, estimates placing the yield at 60,000 bales, compared with 56,000 bales last year.

Favorable conditions are also reported in Oregon, where it is expected 100,000 bales will be harvested, as against 90,000 bales last year, and the yield in the State of Washington will probably be 35,000 bales, or about the same as the output a year ago. In New York State the outlook for a fine crop continues most encouraging, and if nothing unforeseen occurs the yield will be large and the quality good. The present estimate is for 60,000 bales, against 45,000 last year. The harvesting usually begins the last of August, but this year it will probably begin a little earlier.

**Japs Capture Braid Trade.**

An instance of the adaptability of the Japanese is furnished by the development of the Mackinaw straw braid trade, which is now entirely monopolized by them, although five or six years ago it was altogether in the hands of Americans. This straw is the raw material out of which the better grades of men's straw hats are made.

Formerly the braid was produced from wheat and rye straw by the farmers along the Detroit River and Lake St. Clair. The straw braid was all marketed in Detroit and brought from 2 to 3 cents a yard there. Something like \$500,000 worth of straw braid was purchased annually in Detroit by the hat manufacturers. Now this trade has practically disappeared.

About six years ago some of the manufacturers conceived the idea that the braid could be made cheaper in Japan than in America and sent sam-

ples over there. The result was that in less than a year the Japs were turning out a very fair quality of braid, made from barley straw which could be landed in this country, duty paid, for from one-quarter to one-half a cent a yard. About the only difference between the Japanese and the American product is that the Japanese braid is so soft that the manufacturers have to use more glue in their hats than they did when they used American braids.

**More Heels Than Toes.**

Freeland, Aug. 17—Bullock & Lewis' general store was broken into at this place late at night and the thief made away with a good sized bag of swag. Among his plunder was a lot of clothing, tobacco, cigars, shoes, \$8 in money and two gold watches. Entrance was gained by prying up a back window with a chisel. Making a close inspection of the ground, especially right under the pried-open window, an officer made the observation: "Sixteen clearly defined heel marks, eight toe marks." The officer immediately left the store and strolled off down the country lane. He was gone some time but returned later with a man who proved to be Thomas Seeley, who has been in prison before for burglary. Seeley is a cripple, having lost his left leg above the knee, but he is nimble as a two-legged man in his "peg," which he always wears tipped with an ordinary shoe heel. This accounted for the unusual number of heel marks.

The price of flaxseed has declined without bringing about a corresponding reduction in the price of linseed oil. The holders of oil claim that it now is being sold upon a very low basis, and that it cannot be sold profitably below the existing quotations. The refusal to reduce prices has caused a slackening in the demand.

Opening prices on imported Sultana raisins were made during last week, ranging from 8½ cents for two crowns up to 10½ cents for five crowns. Dealers do not expect liberal sales in view of the low prices of California goods this year.

L. L. Hill, one of the best-known operators in Florida oranges, says that the estimate of 3,000,000 boxes this year is absurd. He says they will not go over 2,500,000 boxes, and 2,250,000 will probably be nearer right.

Cables recently received confirm previous reports of a shortage in the Denia onion crop. The bulk of the crop will come forward to strong hands and high prices are expected.

Export prices on California canned goods have been withdrawn by most packing firms. This applies to galled fruits, cherries, excepting pie grades, and White Heath peaches.

Lee M. Hutchins is spending a week with his family at the Epworth League Hotel at Ludington.

Cream does not stay at the bottom because it gets in a dirty bucket.

**Will Enlarge and Improve Muskegon Office.**

At the annual meeting of the Commercial Credit Co., Ltd., held last Thursday evening, Wm. Widdicomb, Lee M. Hutchins, Guy W. Rouse, L. J. Stevenson and E. A. Stowe were elected managers for the ensuing year. At a subsequent meeting of the directors the following officers were elected:

Chairman—Wm. Widdicomb.  
Vice-Chairman—Lee M. Hutchins.  
Secretary—Guy W. Rouse.  
Treasurer—L. J. Stevenson.

It was decided to establish the Muskegon office as an independent institution, carrying full reports on all Muskegon consumers at both the Muskegon and Grand Rapids offices. A legal department will also be added to the Muskegon office, thus giving the subscribers the same advantages that Grand Rapids subscribers have long enjoyed.

**The Boys Behind the Counter.**

Sault Ste. Marie—Percy Cheevers has taken a position as trimmer and decorator in the Leader. Carl Burgstahle has taken a position in the shoe department.

Elk Rapids—Glenn W. Preston has resigned his position in the office of the Elk Rapids Iron Co. and will assist his father in the management of the Preston drug store.

Sunshine is so rare in England that the government takes care to measure it. The official summing up for 1903 as regards sunshine shows that all districts in the British Isles, with one exception, fell short of the average. The exception was England northwest, including Manchester, that curiously had an excess of fifty-seven sunny hours. In Scotland north, west and east the deficit was eighty-one hours, forty-eight hours and 133 hours. England northwest and east were short by 107 hours and 139 hours, while in England south and southwest the deficit was sixty-eight hours and 115 hours. The midlands were behind by ninety-eight hours. In Ireland north and south the shortage was eighty-one hours and 113 hours. Commonly the islands in the English channel have a large share of sunshine, but last year they were 135 sunny hours short.

Battle Creek—The Taylor Bros. Co. has been incorporated with a capital stock of \$150,000, of which \$122,700 is paid in. The new corporation has purchased the buildings, real estate, merchandise, goodwill and stock in trade and also assumed the liabilities of the Honey Comb Chocolate Chip Co., Ltd., on Barney street, and also the manufacturing and jobbing business of Taylor Bros. Co., Ltd., on Champion street. The business will be consolidated at the Honey Comb Chocolate Chip Co.'s plant on Barney street and as soon as the new brick building recently commenced by the Honey Comb Chocolate Chip Co. is completed the company will begin operations.

Detroit—The Detroit Auto Vehicle Co. is the name of a new company which will manufacture automobiles

in Detroit. It is capitalized at \$150,000 and organization was perfected Monday night by the election of the following officers and directors: President, F. H. Blackman; Vice-President, J. L. Hudson; Secretary, H. H. Lind; Treasurer, B. Wurzburg; Frank Huetteman, Sr., H. C. Wiedeman, Elias Aberle, A. W. Schilling and Charles Engelhard. The company will use the plant at 71 Catherine street, recently occupied by the Huetteman & Cramer Co.

W. C. Kirchgessner leaves the city Sept. 4 for Kansas City, where he will attend the annual convention of the American Pharmaceutical Association, which will be in session there eight days. Mr. Kirchgessner has prepared a valuable paper on the subject of Developing a Prescription Business, which he will present to the convention Sept. 9 and which will be published in full in the Tradesman of Sept. 14.

Munising—The Superior Veneer & Cooperage Co.'s saw mill has gone into commission. There is sufficient stock to keep the mill running steadily for several months. Only one of the band saws is being operated, cutting 45,000 feet daily. The mill was built by the Sutherland-Innis Company in 1896. It has been thoroughly overhauled and new machinery added. Fifty men are employed.

Wm. H. Lincoln was called to Detroit last Friday by the officers of the Michigan State Telephone Co. and offered the position of special agent, which combines the duties of traveling auditor and property inspector. The appointment takes effect Sept. 1. Mr. Lincoln will continue to make Grand Rapids his headquarters.

Geo. J. Nagler has purchased the grocery stock of O. E. Jennings, 625 Broadway, and will continue the business at the same location under the management of his son, Roy Nagler. The purchaser has long been engaged in general trade at Freeport and will continue his business there.

C. D. Crittenden surprised himself and his friends last week by absenting himself from his place of business five full days. He spent the time at Mackinac Island, filling his lungs full of ozone and forgetting for the time being all about slickers and cracks and process and brick.

Dawson Valteau has engaged in the grocery business at Chicora. The stock was furnished by the Lemon & Wheeler Company.

Wyandotte—The dry goods firm of Gittlemen & Hay has dissolved partnership. Mr. Hay buying out his partner.

Alpena—The jewelry store of August H. Marwede has been closed by creditors who hold the trust mortgage.

Some people put so much trust in God that they have no faith in themselves.



#### Michigan Board of Pharmacy.

President—Henry Heim, Saginaw.  
 Secretary—Arthur H. Webber, Cadillac.  
 Treasurer—J. D. Mair, 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. Tolson, St. Charles.

#### What Becomes of the Soda Clerk in Winter.

It would be as hard to tell what becomes of the soda water hand in winter as it would to discover the whereabouts of the oyster opener after the months without an "o" come in.

After the season is over the soda water hands vanish from the army of wage earners, to reappear for work again a few months later, looking scarcely less seedy than when they quit. The soda water season only lasts five months. A warm day in April is likely to precipitate it with a rush, and a cold day in September blights it as suddenly. In the warm and busy season several thousand men find employment in my city making and bottling soda water and other throat washes with which the multitude assiduously slakes its thirst on a hot day. While they work they earn fair wages, anywhere from \$12 to \$20 a week.

The season over, their services are no longer needed, and they are discharged. Like bricklayers, many of them spend an idle winter on the savings of a busy summer and whatever trust they can get at the corner store. But the majority of men in the plenitudes of to-day never give a thought to to-morrow's needs and cold weather brings them a hard lot.

While a certain portion of skilled labor is required, the majority of hands employed in soda water establishments come, as a general rule, from the bottom strata of the laboring classes. Of late years machinery and a general use of the siphon, so far as city trade is concerned, have so simplified the work of the manufacturer that little experience in the work will soon make a person proficient.

Nevertheless, there is a large element of danger in the employment, and to a green hand not a little bodily pain. Despite the multiplicity of "fountains" in drug stores, refreshment shops, and department stores, a vast amount of soda water consumed every day is sent from the factories in bottles, and it is surprising to learn through how many different hands a bottle must pass before it is ready for the consumer.

Whether an empty bottle is "re-

turned" or comes out of the packing straw new from the bottle manufacturer it is carefully washed, rinsed, and dried by men employed to do this work and nothing else. It requires more practice than a novice would imagine to do it rapidly and thoroughly. The washers do not know what it is to have on dry clothes while at work. They rig themselves up in cast off garments and splash about all day until they are as wet as so many wharf rats.

After the bottles are dried they are stacked in crates and carried off to the "fillers." If intended for lemonade, lemon soda, or any special flavor, they go first to another squad of men, who dip in the required amount of syrup with a ladle. The aerated water is then pumped into the bottles just as it comes from the generators with a pressure of fifty pounds or more to the square inch. If a bottle has a flaw in it or if the man handling it is careless the glass will burst into fragments and scatter all over the room. An accident of this kind usually means trouble, sometimes serious trouble for others than the man who happens to be handling the bottle. In most factories the men protect themselves with devices for guarding the head and arms, but every season adds to the list of the disgraced for life through their own or somebody else's carelessness.

After the bottles are filled and wired they are labeled and polished, and put away in cases ready to be sent off in the delivery wagons as fast as ordered. The process of filling siphons and patent bottles of numerous makes is much simpler, more easily done, and with less risk. But they are not suitable to all branches of trade. George Hall.

#### The Seven Ages of a Drug Clerk.

The First Age is that chiefly devoted to developing a pair of lusty lungs which will stand the future clerk in good stead in after years, and in protesting with all his might against the dreaded dose of "oil," even at that youthful age wanting something "just as good" and more palatable.

The Second Age: With books under his arm, trudging to school, possessing a large and varied assortment of freckles, he wots not of creams, skin-foods or lotions, but varies the monotony by playing hookey whenever necessary for his well being.

The Third Age is an all eventful one—that in which his advent into the drug store is made. As a "cub" he leaves a path of ruin in his wake, reckoning not of the cost, but working out his destiny as best he may.

The Fourth Age: Behold the immaculate Beau Brummel on his way to college, imbibing knowledge in such quantities that on graduation day he scorns the meagre knowledge of the "boss" and wonders how the store managed to exist all this time without his assistance. Essentially an age of wisdom.

Fifth Age: In this age it gradually dawns upon his mind that he doesn't know it all, and that he has just begun to learn. At this crucial moment the germ of love enters his

bosom and he succumbs to the attack, taking unto himself a better-half and thus begins the

Sixth Age as proprietor of a pharmacy, gets a few wrinkles, gray hairs, three or four babies, and an increased sense of the responsibilities of life; gradually drifting, all unawares, to the

Seventh Age with its accompanying contentment over a well spent and useful life, letting the burdens fall upon more youthful shoulders, passing away the hours with tales of boyhood prowess until Life's Evening Shadows fall across his pathway, summoning him to an Eternal Peace.

#### Rules for the Guidance of Drug Clerks.

1. Store must be opened promptly at 7:30 a. m. in the winter months, and at 7 a. m. in the summer months.

2. Sweep the store twice a day if needed.

3. Dust all show cases and counters thoroughly after sweeping.

4. Wash all glass show cases once a week.

5. Clean cuspidors often.

6. Wash store windows at least once a week if weather permits.

7. See that the water pail is kept well filled with water.

8. The soda fountain must be kept clean, and always well filled with ice.

9. See that all dispensing bottles and cans are kept filled with their proper articles.

10. Neatness, order, cleanliness and accuracy are necessary, and must be practiced constantly.

11. In the winter keep the stove well filled with coal, and looking clean on the outside.

Before leaving the store at night see that all doors are securely locked, and that no lights are left burning.

Every person entering the store, whether rich or poor, child or adult, white or colored, must be treated with courtesy and kindness.

14. Every other duty must give way to waiting on the counter, except where detriment would result from so doing.

15. Clerks need few social acquaintances. These should be very select. Lounging in the store will not be tolerated.

16. The clerk may have at his disposal an afternoon and an evening of each week.

17. The store should be kept closed on Sundays, except when people are in need of medicine.

#### Syrups in the New Pharmacopoeia.

If the report of the A. Ph. A. Committee on Revision of the U. S. P. is to be relied upon as authoritative, the principal change made in the syrups will be in an increase in the amount of sugar called for in a number of them. By such addition of sugar the keeping quality in warm weather is increased and they receive a better body for use where insoluble remedies are to be suspended in them. The most radical change is that made in syrup of tar. The use of boiling water and glycerin is abandoned. By the use of carbonate of magnesia and

clean sand the tar is taken up by the water, and after filtering the sugar is added. Syrup of the iodide of iron, instead of containing about 10 per cent. of ferrous iodide, will, in conformity with the instructions of the Brussels international convention, probably be reduced to 5 per cent. When so reduced it is claimed that it will be more stable under exposure than it is at present. The syrup of the phosphates of iron, quinine and strychnine darken very much when standing in the stock bottle. As dispensed in various stores its color is markedly different according to its age. If fresh it is fairly clear. If long kept it may be very dark. In order to overcome this difficulty it is proposed to keep a solution of the salts and alkaloids in glycerin. When the syrup is called for, equal parts of the glycerin solution and of simple syrup are to be added together and dispensed. When thus kept and the syrup thus extemporaneously prepared just as called for it can always be sent out quite clear and free from precipitates.

#### The Drug Market.

Opium—Is steady, but not quite so firm.

Morphine—Is unchanged.

Quinine—Looks cheap at present price and the decline has stimulated a large demand.

Balm Gilead Buds—Are tending higher.

Russian Cantharides—Are advancing. Higher prices will rule.

Menthol—Is weak and tending lower.

Sassafras Bark—Is scarce and tending higher.

Elm Bark—Is very firm this season at high prices ruling last year. There is no prospect of lower prices.

Arnica Flowers—Crops are reported damaged by drought. Prices are very firm and tending higher.

Goldenseal Root—Has again advanced 15c per pound. Very high prices will rule.

Coriander Seed—Is very scarce and has advanced, and is still tending higher.

Mustard Seed—Is very firm and will be higher.

The man who has most to say of the dangers of money getting generally has least of 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.





Table 6: MOLASSES, Fancy Open Kettle, Choice, Fair, Good, Half barrels 2c extra, MINCE MEAT, MUSTARD, HORSE RADISH, OLIVES, PICKLES, POTASH, PROVISIONS, BARRELED PORK, Sausages, Beef, Pig's Feet, Tripe, Casings, Butterline, Canned Meats, RICE, Screenings, Fair Japan, Choice Japan, Imported Japan, Fair Louisiana hd., Choice La. hd., Fancy La. hd., Carolina ex. fancy.

Table 7: SALAD DRESSING, SALERATUS, SAL SODA, SALT, DIAMOND CRYSTAL, BUTTER, CHEESE, WARSAW, SOLAR ROCK, COMMON, SALT FISH, HALIBUT, HERRING, MACKEREL, SEEDS, SNUFF, French Rapple, in part.

Table 8: SOAP, Central City Soap Co's brand, Jaxon, Johnson Soap Co. brands, Silver King, Calumet Family, Cuba, J. S. Kirk & Co. brands, American Family, Dusky Diamond, Dusky D'nd., Jap Rose, Savon Imperial, White Russian, Dome, oval bars, Satinet, oval, Snowberry, Lantz Bros. & Co. brands, Big Acme, Acme, 100-1/2 lb. bars, Big Master, Snow Boy Pd'r, 100 pk. 4.0, Marselles, Proctor & Gamble brands, Lenox, Ivory, 6 oz., Ivory, 10 oz., Star, A. B. Wisley brands, Good Cheer, Old Country, Scouring, Enoch Morgan's Sons, Sapolio, gross lots, Sapolio, half gross lots, Sapolio, single boxes, Sapolio, hand, SODA, Boxes, Kegs, SOUPS, Columbia, Red Letter, SPICES, Whole Spices, Allspice, Cassia, China in mats, Cassia, Batavia, bund, Cassia, Saigon, broken, Cassia, Saigon, in rolls, Cloves, Amboyana, Cloves, Zanzibar, Mace, Nutmegs, 75-80, Nutmegs, 105-120, Nutmegs, 115-20, Pepper, Singapore, blk., Pepper, Sing. white, Pepper, shot, Pure Ground in Bulk, Allspice, Cassia, Batavia, Cassia, Saigon, Cloves, Zanzibar, Ginger, African, Ginger, Cochon, Ginger, Jamaica, Mace, Mustard, Pepper, Singapore, blk., Pepper, Sing. white, Pepper, Cayenne, Sage, STARCH, Common Gloss, 3lb. packages, 4lb. packages, 5lb. packages, 40 and 50 lb. boxes, Barrels, Common Corn, 20 lb. packages, 40 lb. packages, SYRUPS, Corn, Barrels, Half barrels, 20 lb cans, 10 lb cans, 5 lb cans, 2 1/2 lb. cans, Pure Cane, Fair, Good, Choice, TEA, Japan, Sundried, medium, Sundried, choice, Sundried, fancy, Regular, medium, Regular, choice, Regular, fancy, Basket-fired, medium, Basket-fired, choice, Basket-fired, fancy, Nibs, Siftings, Fannings, Gunpowder, Moyune, medium, Moyune, choice, Moyune, fancy, Pingsuey, medium, Pingsuey, choice, Pingsuey, fancy, Young Hyson, Choice, Fancy, Oolong, Formosa, fancy, Amoy, medium, Amoy, choice.

Table 9: English Breakfast, Medium, Choice, Fancy, Ceylon, choice, TOBACCO, Fine Cut, Cadillac, Sweet Loma, Hiawatha, 5lb. pails, Hiawatha, 10lb. pails, Telegram, Pay Car, Prairie Rose, Protection, Sweet Burley, Tiger, Plug, Red Cross, Palo, Kyo, Hiawatha, Battle Ax, American Eagle, Standard Navy, Spear Head, 7 oz., Spear Head 14-2-3 oz., Nobby Twist, Jolly Tar, J.D. Honesty, Toddy, J. T., Piper Heidsieck, Boot Jack, Honey Dip Twist, Black Standard, Cadillac, Forge, Nickel Twist, Smoking, Sweet Core, Flat Car, Great Navy, Warpath, Bamboo, I X L, 16 oz., Honey Dew, Gold Block, Flagman, Chips, Kilm Dried, Duke's Mixture, Duke's Cameo, Myrtle Navy, Yum Yum, 1-2-3 oz., Yum Yum, 1lb. pails, Cream, Corn Cake, 2 1/2 oz., Corn Cake, 1lb., Plow Boy, 1-2-3 oz., Plow Boy, 3 1/2 oz., Peerless, 3 1/2 oz., Peerless, 1-2-3 oz., Air Brake, Cant Hook, Country Club, Fore-X-XXX, Good Indian, Self Binder, Silver Foam, TWINE, Cotton, 3 ply, Cotton, 4 ply, Jute, 2 ply, Hemp, 6 ply, Flax, medium, Wool, 1lb. balls, VINEGAR, Malt White Wine, 40 gr. 8, Malt White Wine, 80 gr. 11, Pure Cider, B & B, Pure Cider, Red Star, Pure Cider, Robinson, Pure Cider, Silver, 10, WASHING POWDER, Diamond Flake, Gold Brick, Gold Dust, 2 1/2 lb. bags, Gold Dust, 100-5c, Kirkoline, 24 4lb., Pearlina, Soapine, Babbitt's 1776, Roseine, Armour's, Nine O'clock, Wisdom, Scourine, Rub-No-More, WICKING, No. 0 per gross, No. 1 per gross, No. 2 per gross, No. 3 per gross, WOODENWARE, Baskets, Bushels, wide band, Market, Splint, large, Splint, medium, Splint, small, Willow, Clothes, large, Willow Clothes, med'm, Willow Clothes, small, Bradley Butter Boxes, 2lb. size, 14 in case, 3lb. size, 16 in case, 5lb. size, 12 in case, 10lb. size, 6 in case, Butter Plates, No. 1 Oval, 250 in crate, No. 2 Oval, 250 in crate, No. 3 Oval, 250 in crate, No. 5 Oval, 250 in crate.

Table 10: Churns, Barrel, 5 gal., Barrel, 10 gal., Barrel, 15 gal., Clothes Pins, Round head, 5 gross bx, Round head, 75, Egg Crates, Humpty Dumpty, No. 1, complete, No. 2, complete, Faucets, Cork lined, 8 in, Cork lined, 9 in, Cork lined, 10 in, Cedar, 8 in, Mop Sticks, Trojan spring, Eclipse patent spring, No. 1 common, No. 2 pat. brush holder, 12lb. cotton mop heads, Ideal No. 7, Pails, 2-hoop Standard, 3-hoop Standard, 2-wire, Cable, 3-wire, Cable, Cedar, all red, brass, Paper, Bureka, Fibre, Toothpicks, Hardwood, Softwood, Banquet, Ideal, Mouse, wood, 2 holes, Mouse, wood, 4 holes, Mouse, wood, 6 holes, Mouse, tin, 5 holes, Rat, wood, Rat, spring, Tub, 20-in., Standard, No. 1, 7.00, 18-in., Standard, No. 2, 6.00, 16-in., Standard, No. 3, 5.00, 20-in., Cable, No. 1, 7.50, 18-in., Cable, No. 2, 6.50, 16-in., Cable, No. 3, 5.50, No. 1 Fibre, 10.80, No. 2 Fibre, 9.45, No. 3 Fibre, 8.55, Wash Boards, Bronze Globe, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal, Window Cleaners, 12 in., 14 in., 16 in., Wood Bowls, 11 in. Butter, 13 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted 13-15-17, Assorted 15-17-19, WRAPPING PAPER, Common Straw, Fibre Manila, white, Fibre Manila, colored, No. 1 Manila, Cream Manila, Butcher's Manila, Wax Butter, short c't. 13, Wax Butter, full count, 20, Wax Butter, rolls, 15, YEAST CAKE, Magic, 3 doz., Sunlight, 3 doz., Sunlight, 1 1/2 doz., Yeast Foam, 3 doz., Yeast Cream, 3 doz., Yeast Foam, 1 1/2 doz., FRESH FISH, Jumbo Whitefish, No. 1 Whitefish, White fish, Trout, Black Bass, Halibut, Ciscos or Herring, Bluefish, Live Lobster, Boiled Lobster, Cod, Haddock, No. Pickered, Perch, dressed, Smoked White, Red Snapper, Col. River Salmon, Mackerel, OYSTERS, Cans, F. H. Counts, HIDES AND PELTS, Hides, Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2, Steer Hides, 60lbs. over 9%

Table 11: Pelts, Old Wool, Lamb, Shearlings, Tallow, No. 1, No. 2, Wool, Washed, fine, Washed, medium, Unwashed, fine, Unwashed, med., CONFECTIONS, Stick Candy, Standard, Standard H. H., Standard Twist, Cut Leaf, Jumbo, 32lb., Extra H. H., Boston Cream, Olde Time Sugar stick, 30 lb. case, Mixed Candy, Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, Bon Ton Cream, French Cream, Star, Hand made Cream, Premade Cream, O F Horehound Drop, Gypsy Hearts, Coco Bon Bons, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Champion Chocolate, Eclipse Chocolates, Quintette Chocolates, Chamption Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bon Bons, 20 lb. pails, Molasses Chews, 15lb. cases, Golden Waffles, Fancy-In 5lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dark No. 12, Brilliant Gums, O. F. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Cr'sms, Cream Buttons, and Wintergreen, Pure Rock, Wintergreen Berries, Old Time Assorted, lb. case, Buster Brown Goodies, Up-to-Date Assmt, lb. case, Pop Corn, Dandy Snack, 100s, Pop Corn Fritters, 100s, Pop Corn Toast, 100s, Cracker Jaek, Pop Corn Balls, NUTS, Whole, Almonds, Tarragona, Almonds, Ivica, Almonds, California sft shelled, new, Brazils, Filberts, Walnuts, French, Walnuts, soft shelled, Cal. No. 1, Table Nuts, fancy, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu, Ohio new, Chestnuts, per bu., Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, ribbert Meats, Alcant Almonds, Jordan Almonds, Peanuts, Fancy, H. P. Suns, Roasted, H. P. Suns, Choice, H. P. Suns, Choice, H. P. Jumbo, Roasted.

# SPECIAL PRICE CURRENT

**AXLE GREASE**



Mica, tin boxes .75 3 00  
Paragon .55 6 00

**BAKING POWDER**  
Jaxon 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 12 00  
5 lb cans 21 50

**BLUING**

Arctic 4 oz ovals, p gro 4 00  
Arctic 8 oz ovals, p gro 6 00  
Arctic 16 oz ro'd, p gro 9 00

**BREAKFAST FOOD**

Walsh-DeRoo So.'s Brands



Sunlight Flakes  
Per case .....\$4 00  
Wheat Grits  
Cases, 24 2 lb. pack's.\$2 00

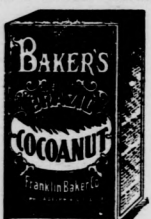
**CIGARS**



G. J. Johnson Cigar Co.'s bd.  
Less than 500.....\$3 00  
500 or more.....\$2 00  
1,000 or more.....\$1 00

**COCOANUT**

Baker's Brazil Shredded



70 1/4 lb pkg, per case..2 60  
85 1/2 lb pkg, per case..2 60  
38 1/4 lb pkg, per case..2 60  
16 1/4 lb pkg, per case..2 60

**FRESH MEATS**

**Beef**  
Carcass ..... 5 @ 9  
Forequarters. .... 5 1/2 @ 6 1/2  
Hindquarters .... 9 1/2 @ 10  
Loins. .... 12 @ 18  
Ribs. .... 8 1/2 @ 13  
Rounds. .... 7 1/2 @ 8 1/2  
Chucks. .... @ 6  
Plates ..... @ 4

**Pork**  
Dressed. .... @ 6 1/2  
Loins. .... @ 11  
Boston Butts. .... @ 9 1/2  
Shoulders. .... @ 9  
Leaf Lard ..... @ 7

**Mutton**  
Carcass. .... 6 @ 7  
Lamb. .... 10 1/2 @ 11 1/2

**Veal**  
Carcass. .... 6 1/2 @ 8



**CORN SYRUP**

24 10c cans .....1 84  
12 25c cans .....2 30  
6 50c cans .....3 30

**COFFEE**

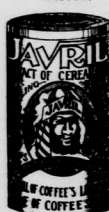
Roasted  
Dwinell-Wright Co.'s Bds.



White House, 1 lb.....  
White House, 2 lb.....  
Excelsior, M & J, 1 lb..  
Excelsior, M & J, 2 lb..  
1/4 lb Top, M & J, 1 lb...  
Royal Java .....  
Royal Java and Mocha...  
Java and Mocha Blend...  
Boston Combination ...  
Distributed by Judson  
Grocer Co., Grand Rapids;  
National Grocer Co., De-  
troit and Jackson; F. Saun-  
ders & Co., Port Huron;  
Symons Bros. & Co., Sag-  
inaw; Meisel & Goeschel,  
Bay City; Godsmark, Du-  
rand & Co., Battle Creek;  
Fiebach Co., Toledo.

**COFFEE SUBSTITUTE**

Javril



2 doz. in case. ....4 50



**CONDENSED MILK**

4 doz. in case  
Gall Borden Eagle....6 40  
Crown .....5 90  
Champion .....4 52  
Daisy .....4 70  
Magnolia .....4 00  
Challenge .....4 40  
Dime .....3 85  
Peerless Evap'd Cream 4 00

**SAFES**



Full line of the celebrated  
Diebold fire and burglar  
proof safes kept in stock  
by the Tradesman Com-  
pany. Twenty different  
sizes on hand at all times  
—twice as many safes as  
are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

**STOCK FOOD.**

Superior Stock Food Co.,  
Ltd.  
\$.50 carton, 36 in box.10.80  
1.00 carton, 18 in box.10.80  
12 1/2 lb. cloth sacks... .84  
25 lb. cloth sacks... 1.65  
50 lb. cloth sacks... 3.15  
100 lb. cloth sacks... 6.00  
Peck measure ..... .90  
1/2 bu. measure..... 1.80  
12 1/2 lb. sack Cal meal .39  
25 lb. sack Cal meal.. .75  
F. O. B. Plainwel, Mich.

**SOAP**

Beaver Soap Co.'s Brands



100 cakes, large size..4 50  
50 cakes, large size..3 25  
100 cakes, small size..3 85  
50 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50  
Black Hawk, five bxs.2 40  
Black Hawk, ten bxs.2 25

**TABLE SAUCES**

Halford, large .....3 75  
Halford, small .....2 25

**Place Your Business**

on a

Cash Basis

by using

our

Coupon Book

System.

We

manufacture

four kinds

of

Coupon Books

and

sell them

all at the

same price

irrespective of

size, shape

or

denomination.

We will

be

very

pleased

to

send you samples

if you ask us.

They are

free.

Tradesman Company

Grand Rapids

# Ready to be Sent

free for the asking, to every actual mer-  
chant, our September catalogue showing  
—complete—our immense lines of Fall  
and Holiday merchandise.

A good picture, a clear description and a  
net guaranteed price for every item in  
more than fifty departments—surely you  
would find

## Our Fall Catalogue

A SEASONABLE  
BUYING HELP

In addition to the regular things there  
are hosts of yellow page items in this  
book—the very special things we make  
it our business to provide monthly for  
resultful use in show windows and  
other advertising.

There are many other reasons why it will  
pay to have this book in a handy place.  
But the few suggested are enough to  
induce every merchant determined to  
buy right this Fall to write now for our  
September catalogue—No. 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**—Our stock of general merchandise and farm implements, located in one of the best trading points in Northeastern Michigan. Stock will inventory about \$8,000. We sell annually about three car loads of implements and machinery. Soil around the town is good and farming is carried on extensively in all directions. Stock will be sold at inventory, 100 cents on the dollar, good will and established trade thrown in. Buildings can be rented for \$20 per month or can be bought for fair price on reasonable terms. Address No. 797, care Michigan Tradesman. 797

**A Great Bargain**—\$1,500 buys new up-to-date stock of electrical goods, office fixtures and shop tools. Growing, active city 27,000 population, Central Michigan. Everything paid for; immediate possession given; profitable business. Address No. 800, care Michigan Tradesman. 800

**For Sale**—We have no old bankrupt stock to sell, but if you are looking for a location, will sell you one of the cleanest stocks of staple dry goods, clothing, hats, caps, shoes and groceries in Michigan. Here is a chance to step into an established trade, the best in town. Stock will invoice about \$11,000. J. A. Collins & Bro., Howard City. 802

**Soda Fountain for Sale**—In first-class condition, with everything that goes with one that could be desired, including two ten gallon tanks, one gas cylinder, 12 stools, 2 dozen spoons, large freezer, about 200 glasses, etc. Will sell whole outfit for \$200, it's worth \$400. Anyone interested write me. Von W. Furniss, Nashville, Mich. 803

**For Sale**—Groceries, crockery, shoes, notions. Value \$2,500; terms cash. Address 805, care Michigan Tradesman. 805

**For Sale**—Grocery stock, store, house and lot. No. 398 Second St., corner Lane, Grand Rapids, Mich. Reason, moving away. 806

**For Sale**—A complete new paper and job office (excepting large press) invoices over \$250; will sell if taken soon for \$500. This is a genuine bargain. E. Blongwell & Co., Paw Paw, Mich. 808

**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 \$2,000 cash. Address No. 780, care Michigan Tradesman. 780

**Can you compute interest?** Our cash-raising system leads them all! The Mossler Salvage Co., of Chicago, Ill., raised the enormous sum of \$182,745.83 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 your 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

**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

**For Sale**—\$1,800 stock general merchandise, shoes, dry goods and groceries. Box 2177, Nashville, Mich. 763

**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

**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

**Bakery**—Best located in State. City 30,000; annual business, \$11,000; no cut prices; snap. Owner going away for health. \$500 down, balance to suit. "Snap," Box 1564, Battle Creek, Mich. 787

**Attention, For Sale**—Flour, feed, buck-wheat mills and elevator at Wayland; one of the finest mills of its size in the State; elevator and feed mill at Hopkins Station and Bradley, Mich.; will sell together or separate; all are first-class paying businesses, and buildings and machinery in first-class condition; our fast-increasing business in this city is the reason we want to dispose of our outside mills at a bargain. Henderson & Sons Milling Co., Grand Rapids, Mich. 735

**For Sale**—Stock of groceries and staple dry goods and boots and shoes, located in good trading point, five miles from the nearest city. Annual sales aggregate \$15,000. Good location to handle poultry and farm produce. Property includes half acre of land, new store building, good barn, store house and oil house. Good church and school privileges. Waggon can be run in connection with store to advantage. Will sell for cash only. Address No. 687, care Michigan Tradesman. 687

**Restaurant**—Finest stand in Northern Ohio; doing a \$28,000 to \$30,000 business each year; 40 years standing. Will take farm or good city property for part payment. Jule Magnee, Findlay, Ohio. 666

**For Sale**—A fine bazaar stock in a lumbering town in Northern Michigan, county seat. Price right. Good reasons for selling. Must be sold at once. Address Rogers Bazaar Co., Grayling, Mich. 606

**For Sale**—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

**Wanted**—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

**For Sale**—Modern grocery stock and fixtures; invoice \$2,000; best town of 2,000 population in Southern Michigan; well established trade; good manufacturer; fine farming country; must change line of business soon. Address Box E, care Michigan Tradesman. 773

**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, coffee milling or scouring machine. Whole outfit cost over \$300. 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. 766

**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

**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 Rent**—Up-to-date store adapted for any kind of store. \$25 per month. For particulars address M. E. Davey, Imlay City, Mich. 766

**For Sale**—Brand new fire-proof safe, 54 inches high, 33 1/2 inches wide, 31 inches deep, 5 book spaces, 11 pigeon holes, 3 drawers, heavy outside and inside double doors, weight 2,700 pounds. Ryena Food Company, Ltd., Saginaw, Mich. 751

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

**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

**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. Hart & Co., 242 Market St., Chicago, Ill. 728

**For Sale**—Bargains in dirt—five farms, 160, 303, 105, 205 and 3,860 improved, unimproved. If you are honest in your intentions come South and buy. Write me for particulars. M. C. Wade, Texas, Kansas, Texas. 678

**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 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.

**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 back store building; plate glass front; good business. Stock will inventory about \$5,000. Will rent or sell building. Failing health reason for selling. No trades. Ackerson Clothing Co., Middleville, Mich. 569

A firm of old standing that has been in business for fifteen years and whose reputation as to integrity, business methods, etc., is positively established, desires a man who has \$5,000 to take an active part in the store. This store is a department store. Our last year's business was above \$60,000. The man must understand shoes, dry goods or groceries. The person who invests this money must be a man of integrity and ability. Address No. 571, care Michigan Tradesman. 571

**For Sale**—Farm implement business, established fifteen years. First-class location at Grand Rapids, Mich. Will sell or lease four-story and basement brick building. Stock will inventory about \$10,000. Good reason for selling. No trades desired. Address No. 67, care Michigan Tradesman. 67

**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

**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

The Memphis Paper Box Co. is an old established, fine-paying business; will sell the business for what it invoices; proprietor is old and in feeble health. Address Jack W. James, 81 Madison St., Memphis, Tenn. 736

**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. 3

**POSITIONS WANTED.**

**Wanted**—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

**HELP WANTED.**

**Salesmen**—Good live men in every city and town in United States to handle our new automatic cigar-vending machine; pat. 1904. Lego Vending Machine Co., A. 2, Grand Rapids, Mich. 807

**Wanted**—An experienced salesman residing at Kalamazoo, to sell grocers' specialties to the retail trade in that city and vicinity. We have an established trade. A good proposition for an energetic worker. Expenses and commission paid. Address Puhl-Webb Co., 117-121 W. Randolph St., Chicago, Ill. 801

**Wanted**—Man with experience and references to clerk in general store and run wagon. Address, Postmaster, Collins, Mich. 799

**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., Gloversville, N. Y. 727

**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 closing out stocks of merchandise is one of the most profitable either at auction or at private sale. Our long experience and new methods are the only means, no matter how old your stock is. We employ no one but the best auctioneers and salespeople. Write for terms and date. The Globe Traders & Licensed Auctioneers, Office 431 E. Nelson St., Cadillac, Mich. 445

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

**MISCELLANEOUS.**

Stone and brick masons, contractors and builders, use economy cement mold, making hollow cement stone. Simple, durable, economical, and practically the cheapest. Address Eureka Stone Mold Co., Dayton, Ohio, P. O. Box 206. 804

Free, trip, Jalisco, Mexico. Three months' limit. Opportunity of a lifetime for location or investment. Big money to agents. Iowa Brokerage Co., Des Moines, Iowa. 798

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

**To Exchange**—80 acre farm 3 1/2 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house, good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501

**FRUITS OF UNIONISM.**

**Thirty-Two Thousand Men Forced Into Idleness.**

The Chicago Tribune of Aug. 21 contains the following summary of the union labor situation in that city:

In Chicago to-day there are 32,180 persons on strike, and the amount of money they are losing in wages approximates \$400,500 for every week that they remain out. The workers, however, are not the only sufferers, for the burden falls equally upon their families, the mothers and children who are dependent upon the wage earners for their sustenance, and who number 112,560 souls.

According to latest police reports there are at present ninety places against which strikes have been declared and which are receiving police protection. It takes one-fourth of the force—already inadequate for the city's needs—to furnish this protection. Moreover, the withdrawal of such a large number of policemen from their beats, coupled with the presence of a vast army of idle men, has greatly increased the amount of crime that is committed daily within the city limits.

Some of the strikes have been in progress since the first of the year and others have had a duration of from twelve to twenty weeks, while the largest of all the strikes, that of the packing trades, has been in force for nearly six weeks, and the loss in wages to the strikers has reached a total of \$1,800,000. The total loss to strikers in the strikes which are now in force, figuring from the time that they started, aggregates the enormous sum of \$2,602,000. The loss to the various industries affected can only be estimated. It can not be less than five times the loss to the strikers.

In the last number of the Machinists' Monthly Journal, the official organ of the International Machinists' Association, the following item is conspicuously displayed:

"It is a bad time to contemplate striking when thousands of men are walking the streets in idleness."

Yet there are in Chicago 1,350 machinists on strike. Some of them have been out for twelve weeks and others for more than thirty weeks.

That there are thousands of men walking the streets in idleness is clearly proven by the registration at the various employment bureaus. The registration office of the Employers' Association for Chicago has been open little more than a month, yet in that time nearly 2,000 men have registered and applied for positions, and applications are coming in at the rate of fifty a day. Of these applicants 11 per cent. are union men and 89 per cent. are non-union. Each applicant is required to furnish references, and the proportion of such references which have been returned as good is 96 per cent., which latter figure gives a pretty clear idea of the class of men who are idle. Other employment bureaus show even a larger number of registrations, as there is a prejudice, especially among union men, against the Employers' Association.

It is a difficult matter to arrive at

any definite conclusion regarding the number of persons who have been forced out of Chicago on account of strikes. Union officials are exceedingly chary about admitting that any of their members have left the city on account of labor difficulties, and there is no other way of discovering these figures. Reports, however, are constantly being brought to Chicago from other cities of men from this city who are seeking employment, declaring that they have been driven away on account of strikes.

It is also hard to find out about the men and women who, driven away from employment in one trade by strikes, have turned their hands to some other occupation to tide over the time until they can safely return to their regular trade.

When the enormous loss in wages suffered on account of strikes is considered, employers declare that it is apparent the wage earners could not stand it unless they found other employment.

**Official Cut in Wire and Nails.**

As a retaliatory move on the Pittsburgh Steel Co. because of its action in obtaining its billets outside the combine for \$4 below the official prices, the American Steel & Wire Co. has made a reduction in the prices of wire nails. The Pittsburgh Company and the American Steel & Wire Co. have extended the cut to both jobbers and retailers alike. Demand is very small owing to the strike in the building trades. Base prices to both jobbers and retailers in carload lots, f. o. b. Pittsburgh, are 30 cents lower per keg as follows: In carload and larger lots, \$1.60; less than carload lots, \$1.65.

Conditions in the wire nail market are having an effect on the price of cut nails, the official quotation being generally shaded 5 cents in carload lots, while for very large orders a further reduction in price could probably be obtained. Official quotations are as follows for steel and iron nails, f. o. b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days: Jobbers, carload lots, \$1.75; jobbers, less than carload lots, \$1.80; retailers, less than carload lots, \$1.90. Local quotations are as follows: Carloads on dock, \$1.70 to \$1.75; less than carloads on dock, \$1.80; small lots from store, \$1.85.

Some improvement in demand for barbed wire was noted last week. The reduced prices announced by the American Steel & Wire Co. result in the following quotation, f. o. b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

|   |               |        |
|---|---------------|--------|
|   | Painted Galv. |        |
| Jobbers, carload lots...                | \$1 75        | \$2 05 |
| Retailers, carload lots...              | 1 80          | 2 10   |
| Retailers, less than carload lots ..... | 1 90          | 2 20   |

Demand for smooth fence wire shows a slight improvement. Prices announced by the American Steel & Wire Co. are as follows, f. o. b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days: Jobbers, carloads, \$1.45; retailers, carloads, \$1.50; less than carloads, \$1.60. The above prices for base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

**Shortage in Medicinal Plants.**

The price of golden seal root has been advanced nearly 100 per cent. thus far this year and the trend of the market is still upward. The average price during January was 75 cents a pound, and it is now held at \$1.35, with many members of the trade looking for an advance to \$1.50 in the near future. The advance has been due to a scarcity of supplies, occasioned by the fact that the gathering of the root has been lighter and the consumption heavier.

This is one of many indigenous drugs the shortage of which has occasioned the manufacturers of chemicals and wholesale drug dealers much inconvenience during the last year. Western senega root is another of these drugs which has been steadily advancing because of the scarcity of supplies, and there are numerous others of lesser importance which cannot be obtained with any degree of certainty, and which are rapidly enhancing in value by reason of their scarcity. Sassafras and wild cherry bark are also to be classed among the drugs which are not being secured in as liberal quantities as the trade desires. One of the reasons for this shortage is that the labor which has been formerly obtainable is finding more lucrative employment in the fields and in the various industrial establishments. The Department of Agriculture is making an effort to remedy the shortage by introducing the systematic cultivation of these drugs, but the trade reports that the results from the cultivated product have not thus far proved as satisfactory as from the plants of natural growth.

**Beet Leaves For Cigars.**

From Salt Lake comes a story of an agent of a Philadelphia syndicate of capitalists who has been investigating the beet supply of Utah and Idaho, with a view to the utilization of the leaves of the beet as a substitute for tobacco in the cheaper grades of cigars and stogies. The intention of the promoters is, it is said, to use a small quantity of genuine tobacco in each cigar, but to make the bulk of it of beet leaves which have been "doctored" in a nicotine solution.

**Big Automobile Imports.**

According to figures just compiled by Appraiser Whitehead, the imports of automobiles have almost doubled during the first six months of this year as compared with the corresponding period of 1903. During the six months ended July 1 there were imported 254 automobiles, valued at

about \$900,000. During the corresponding period of 1903 there were only 153 autos, valued at \$450,000, imported. Most of the machines imported came from France, and practically all the rest came from Germany.

**BUSINESS CHANCES.**

**For Rent**—Country store and dwelling house. Located in one of the best farming sections in Michigan. Address W., care Michigan Tradesman. 809

**Bargain**—A first-class up-to-date roller flour mill for sale or exchange for farm. Address No. 810, care Michigan Tradesman. 810

**For Sale**—A very fine chicken and pig-eon ranch, well equipped with all necessary conveniences for raising squabs and chickens; fine location, fine neighborhood; a bargain for somebody. Schulz & Pixley, St. Joseph, Mich. 812

**3. Idlers in Stores.**  
**National Campaign Button Company,** Detroit, Mich., wants agents to sell campaign buttons and lithographs. Send for price list. 781

**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**—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 \$3,000. 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

**HELP WANTED.**

**Boat Builders,** for work on small wooden launches. Best rate of wages and steady work throughout the winter guaranteed. No strike or labor trouble of any kind. Fred Medart, 3535 De Kalb St., St. Louis, Mo. 811

**For Sale**

**Best paying Drug Store in Western Michigan. Address**

**[E. A. DUNWELL  
OTSEGO, MICH.]**

**Campaign Buttons**

**Will be all the rage for the next two months**  
There is big money in these goods and large, quick sales. We have the largest line in the State and the lowest price in the United States. Better write us to day.

**WILL P. CANAAN, GRAND RAPIDS, MICH.  
105 Ottawa Street**

*Gift + Binding 170*