

# MICHIGAN TRADESMAN

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Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, AUGUST 31, 1904

Number 1093

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Will pay your money back  
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## THE CZAR'S BOUNTY.

On the occasion of the christening of his son and heir, Nicholas II., the Czar of All the Russias signalized his joy and thankfulness at the birth of a son by the granting of certain reforms the very necessity for which demonstrates how far behind the age is the great empire, and goes far to explaining why the Russians have done so poorly in their conflict with the Japanese. Among the principal acts of bounty of the Czar was the abolition of corporal punishment for minor offenses among the peasantry and for first offenses in the army and navy, and the remission of a large amount of accumulated penalties due by the peasant class, these penalties or fines amounting to more than six million dollars.

Although there was a general impression that the "knout" had been done away with long since with the passing of serfdom, the fact that its use is now formally abolished shows that it has been constantly in vogue down to the present time. It is no wonder that a peasantry subjected to such degrading discipline should be of a very low order, and that there should be constant fear of popular revolutions. It is a sad travesty on human liberty that in this twentieth century the masses of an empire numbered among the civilized and enlightened governments of the world should still be suffering under one of the worst features of the serfdom of the Middle Ages.

It is equally a sad travesty on human liberty that the relief of the masses from oppression should depend solely upon an act of grace by an autocrat rather than arise from their own repudiation of the conditions which oppressed them. Of course, no fault can be found with the Czar's adherence to a system un-

der which he was born and for which he is in no measure personally responsible. That he should of his own free will have granted reforms of the character mentioned is highly creditable to his sense of humanity. It is probably not within his power to place his people upon the same high plane as the masses of most other civilized countries. A people can not be suddenly metamorphosed from a nation of serfs into a nation of freemen. The appreciation of liberty and free institutions is a gradual evolution not possible to be brought about by a stroke of the pen or the fiat of an autocrat, no matter how powerful. The Czar has probably done the most he dared do for his people, and as his bounty is in the right direction—that is, it is calculated to advance the peasantry of Russia one step farther towards true freedom—his course is worthy of all praise.

It is one thing to decree reforms in Russia and another thing to carry them out. While the Czar rules absolutely in theory, he has little more power, in fact, than most constitutional sovereigns. He is under the domination of his ministers and the great landed nobles who, while they may not dare openly to oppose his wishes, have it in their power to neutralize his good intentions by a sort of nonaction.

It is not surprising that a country so governed with a peasantry so far behind the times in enlightenment should make but a poor showing in comparison with a country such as Japan, where education is general and almost universal, and where, although much poverty exists, there is no oppression of the masses. The average Russian soldier, bred up under the fear of the knout, lacks initiative by comparison with the well-treated and well-schooled Japanese soldier. Russian civilization is but a thin veneer covering a mass of unprogressiveness and human misery.

The decision of the Supreme Court, holding the State peddling law valid, will carry consternation to hundreds of peddlers who have been going up and down the highways and by-ways of the State without giving the license matter as much as a thought. The announcement of State Treasurer McCoy and the instructions he has sent out to the prosecuting attorney indicate that there will be something doing before the close of the peddling session.

The National Association of Master Bakers, at the annual convention held in St. Louis last week, declared in favor of the open shop and also resolved not to permit the use of labels on bread hereafter. The action on the label matter is attributed to sanitary reasons.

## GENERAL TRADE REVIEW.

As predicted last week the crop scare, which had exerted a serious depressing influence on stock values, is found to be without foundation, or, at least, to be greatly exaggerated. The effect of the subsidence of the scare on both transportation and industrial shares is a steady advance along all leading lines; and, what is better as expressing confidence in the permanence of the movement, with constantly increasing activity. Other apparent causes of depression, such as the great number of serious labor disturbances, the advancing political campaign, etc., are yet exerting their influence; but while these exert a retarding influence they are not enough to neutralize the general feeling of confidence in the steady advance of better conditions.

The protest of labor against accepting the change from boom to normal conditions is still seriously interfering in many industries. The fight in Chicago seems to be one of desperation after being most effectually beaten. Its influence on general trade is much less than was feared in the earlier stages of its progress. The building trades complications in New York are of more consequence, although making less noise, on account of the curtailment of demand in trades supplying the building market.

Continued high prices for materials are still a cause of disquiet in the clothing industries. The unexpected advance of raw wool threatens higher prices for its products, which the trade will hesitate to concede. Cotton manufacturers have allowed stocks to run low in hopes of a normal basis for the white staple, but this seems as far away as ever now. Iron and steel activity is unexpectedly encouraging, the prospect of price disagreement having subsided. A number of encouraging contracts have been placed in quarters little expected. Movement of footwear from Boston is much less than at the same time last year, but prices are nevertheless firmly maintained.

A natural effect of the smaller volume of stock trading during recent months has been the accumulation of funds seeking employment in the great financial centers. The abundance of money causes an earlier movement for crop demands than usual, the season being anticipated several weeks as compared with last year. This gives assurance that any ordinary demands will be abundantly cared for with no resulting stringency in any quarter.

The sharper a man is the more likely is he to stick into something and get broken off short.

The oil of kindness is enhanced by being carried in the can of courtesy.

### MAN'S FIRST TOOLS.

#### Long Lineage Reaching Back to the Stone Age.

Tenting in the summer woods, as thousands do every year, prompts the city man to inventive measures that mark him at once as belonging to the long lineage reaching back to the stone age. He leaves the teeming city, humming with the noise of tools and machinery, there in the woods to drop back thousands of years to the simple first tools used by prehistoric man. He does it as easily and as naturally, too, as becomes these ancestral first lessons learned of his race.

What is more natural than the picking up of a heavy pebble from the beach for driving a tent stake home? In the pinch of emergency, how easy to make a dipper of a clam shell. And how admirably the same shell serves in scaling a fish fresh from the water. The forked stick in connection with the campfire can not be outdone in serviceability by any appliance attached to the newest gas range at home. The inner bark of a hickory sapling has the strength and serviceability of a Manila fiber rope. In a dozen other ways the greenest city man in the woods may be brought in an hour to the inventive stage of the first man, confronting his first simple necessities, and this same man may demonstrate in a moment that if his city world already were not the apotheosis of inventive genius, he would be a pathfinder in making it so.

A thousand races and a million years may have lent to the present age of machinery. Ages have gone to the making of the material. No tribe walking the earth has been too insignificant to contribute to the composite present age of steel. The art of tempering copper may have been lost, but the uses of the metal in the conducting of electric currents have gone on to the wonderment of even the inventors accomplishing them. Steel making has been cheapened until it may cost almost less than the making of wrought iron. The grindstone and the whetstone of another age have been left, increasing in usefulness. But the stone knife, the stone hammer, the stone ax, and even the millstone of a generation ago have passed.

In the dim past of human inventions, the knife is supposed to have been first. Without it man was little better than the invertebrates. In every necessity of his existence he faced the conditions that made it useful. It was the invention of inventions when he had shaped it of the brittle flint, and in its modifications as arrow head, spear head, ax and shears, it was of vital bearing upon every other invented thing that followed it.

Thousands of civilized men in city life do not own a penknife; drop such a man for a day in the woods and the first need of his will be to cut something. Probably not an active farmer in all the United States attempts to go without the universal pocket-knife. It is more essential to him in his work than are his fingernails

and vastly more so than are the nails on his toes.

It has been remarked in all the savage lands and among every race of savage people how readily the savage dropped his stone knife for the cheapest of steel substitutes. He might hold with tenacity to his rites and customs, to his superstitions and his dress and modes of life, but the white man's knife buried the stone blade from the first glance of savage covetousness. Yet in at least one of its forms the knife of the stone age has not been improved upon in this twentieth century. This knife is the "woman's knife" of the stone age, but in this it is the saddler's knife. The knife of stone was oval in outline, exposing two sharp edges, one of which was covered with some soft protecting substance, glued upon it, and making a hold for the hand. In use this knife was rocked back and forth against a piece of wood held to the blade at right angles. It was with this knife that the savage mother cut her children's hair, giving the smoothing touches perhaps with flame.

It is with a knife of this exact pattern that the leather worker to-day cuts his material, rocking the blade upon his cutting board more exactly to a line than any shears would do. Long ago the woman's knife passed into shears, but the saddler has no use for them. There is a survival of the type, too, in the knife for the chopping bowl in the kitchen.

Considering the necessities of man in the processes of invention, some one has put the necessity for cutting first; that of abrasion and smoothing second; breaking, crushing, and pounding third; perforating fourth, and grasping (as in a vise) and joining fifth. Pressure, friction and shock are the powers exerted in accomplishing these things; the three measures of force are represented in the knife, in the ax and in the saw.

With the knife as the first invention of primitive man, his methods in putting handles upon it have interested the ethnologist. To-day, owing to the scarcity of deer and elk horns, one may find that his carving set at home has handles in exquisite imitation of these horns. He may not figure, however, that to the first man the knife handle of stag horn was the perfection of material for his purpose. It was strong enough for any use; the roughened outer surface made an admirable grip, and with a center of softer material easily bored to receive the shank of the blade and spongy in structure to hold it there, nothing else so served the purpose.

Everywhere in North America the archaeologist has found the grooved ax of stone. The axe is double edged, with the groove on each side of the thickened center, made so that it might receive the half sapling, split, and bent around it and bound together into a smoothed handle. In Europe stone axes have been uncovered having an eye cut through them, but it has been questioned if they were ever designed for service.

The saw, used for "cross cutting,"

is one of the oldest of tools. No race of men has been too low in the human scale to utilize a thin, jagged stone for wearing off a piece of timber. But the saw for ripping purposes belongs to civilization. The savage made his boards and punch-cons by innumerable wedges driven into the log. When he had to split bone he did it by boring a row of holes in line and afterward cracking the bone lengthwise. Saws were made by setting bits of stone or shark's teeth into the edge of thin boards, or by using thin, soft boards with sharp sand. Wood, ivory and the antlers of the deer family were cut by these crude tools.

For edged tools of stone the savage man had need of whetstones and grindstones. Everywhere in the United States heaps of sandstone have been found with the stones showing unquestionable marks of having been used for sharpening purposes. The Smithsonian institution has reports unending of these finds, some of the stones showing such deep abrasion as to indicate generations of use. At the same time the archaeologist points out that every edged tool of stone shows the mark of innumerable grindings, until the heaps of these sandstone grinders reported can not be exaggerations.

Whetstones have been found all over the world in shell heaps, graves and mounds, the stones being of the best material in their respective localities. Whetstones were universal. The manner in which they are worn and grooved shows the variety of implements sharpened upon them. Many axes and hammers now in museums show evidences of use as whetstones.

The stone hammer was an early implement in the tool chest of man. Its use was almost limitless in the life of its maker. He broke dry wood for his fires, crushed bones that he might extract the marrow, pounded dried meat into meal for pemmican, drove the stakes for his tent, beat the hides of animals in order to render them pliable, or hammered the bark of trees until it was suitable for wearing apparel. These stone hammer heads are the commonest objects in the collections of the archaeologists.

The punch belongs to the age of metal. The drill was one of the first implements of the first man. To show how it developed naturally, it has been observed that the drill used by the Samoans in drilling holes for the shanks of their pearl shell fish hooks is identical with the pump drill used by the Pueblo Indians of the United States. Points of jade were used in some of these drills capable of cutting almost any variety of stone. Rotating the shaft between the palms probably was the oldest method of using the drill; from this came the bow drill, the two handed strap drill, the pump drill, and the strap drill. The fire drill is supposed to have been evolved after these mechanical drills, the heat originating in the mechanical drill suggesting the production of fire to the aborigine in his fire sticks.

Among the Eskimos the searcher after the unwritten history of the tool chest has found much interest. These people in high latitudes have met many emergencies with remarkable ingenuity. Their snow shove's were made of the thin bone from the jaw of a whale, the edge made harder by a strip of walrus ivory. For the hard frozen snow and ice they made a pickax of a walrus tusk, or by putting the tusk into a groove in a piece of timber and lashing it fast converted it into a crowbar. Having to work with gloved hands, the Eskimo has evolved many swivels, toggles, detachers, frogs, and buttons to obviate the necessity of close touch with the fingers.

The Eskimo approached closely to the idea of the screw. He made use of clumsy block and tackle devices to drag his walrus and whale prizes ashore. Ropes would be passed around trees, or around masts fastened in the rocks, and from two sides men hauled away at the carcasses made fast to the ropes by slits in the skin of the creatures. These people had an early knowledge of the great power exerted through a cable wound around a windlass and turned by a lever.

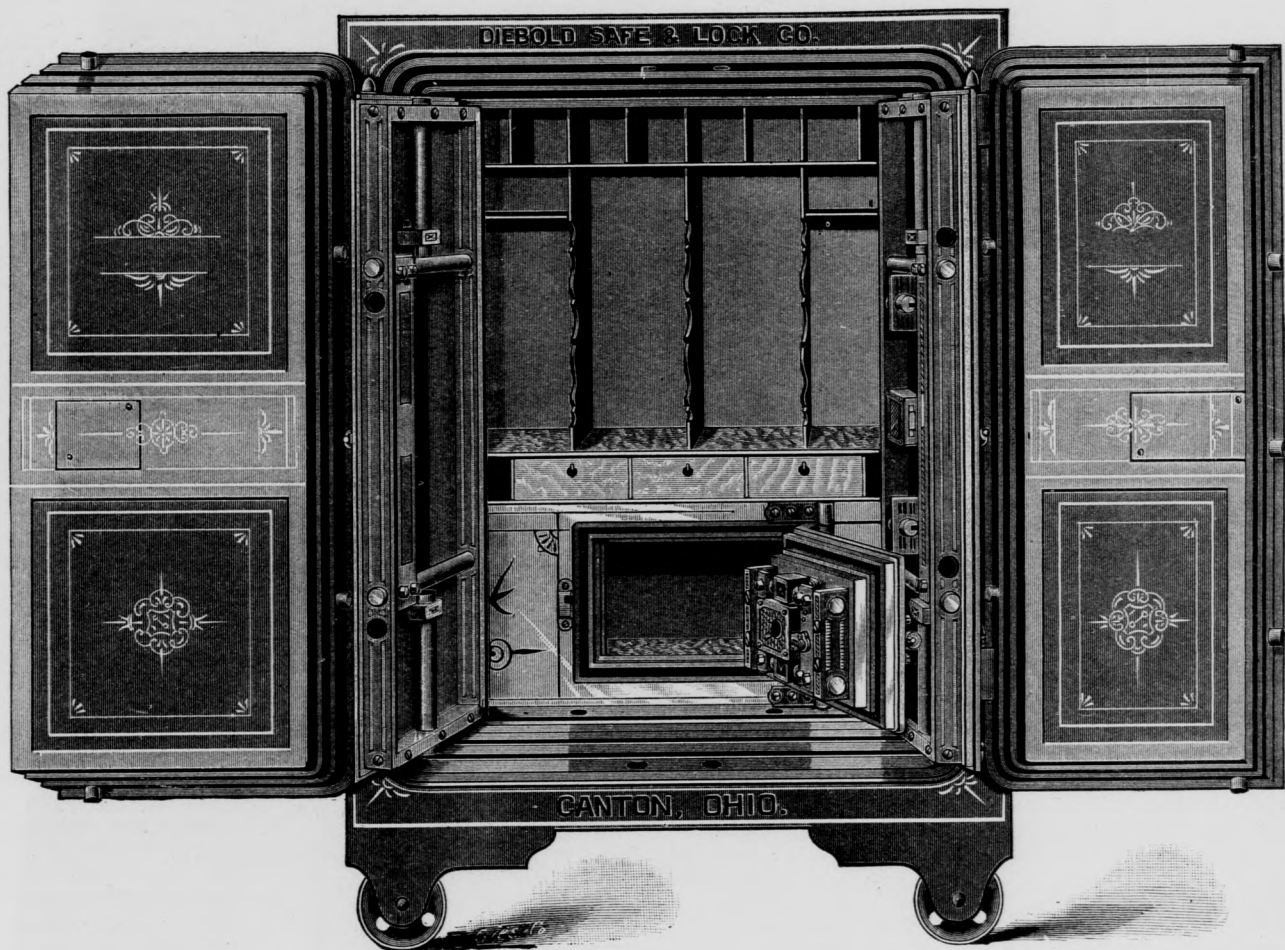
Working in the early dawn of the inventive faculty in man, the archaeologist of to-day will have an easier time by far than the ethnologist who may one day delve into the ruins of this present age of steel and of machinery in all its complexities. The student of the stone age may follow closely and consecutively the progress of the inventions of that time. To-day whole factories are obliterated in equipment, for the reason that better machines have succeeded the old. Prof. Otis T. Mason, referring to this, has written of the work of the ethnologist and archaeologist:

"The regretful element in a study of this sort is that one must despair of seeing these older inventors at work in their descendants. The majority of human races had nearly quitted original research when they were discovered. Many, very many, of them showed signs of undoubted decay. All of them were living on the ruins of civilizations superior to their own or were in the possession of institutions and arts that they could not have devised. The wiser, younger, progressive stocks absorbed all the happy suggestions they had to offer and left them to muse and die among the ruins of ancestral genius. In a great modern factory old machines are at once sent to the scrap pile as soon as a new patent is issued and whole chapters in the history of ingenuity have been torn up on the uprearing of a new and more advanced culture."

It may be added to this, however, that in the patent offices of the world there are few new principles registered. Appliances are many and adaptation is rampant. In the last burst that came with the introduction of electricity, however, modern inventiveness seems to have come to a standstill, so far as it may influence future history of the world's inventions.

John M. Brack.

# 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.**



### Movements of Merchants.

Bangor—H. L. Tripp has opened a cigar store.

Auburn—Fleisher Bros. have purchased the general stock of Robert Rowden.

Frankfort—Benjamin Eaton, of Cadillac, is the new clerk at Collins' drug store.

Alto—Geo. P. Layer has succeeded to the grain and produce business of Stone & Layer.

Mesick—B. C. Halstead succeeds W. W. Galloway in the dry goods and grocery business.

Iron River—R. Oshinsky, dealer in dry goods and men's furnishings, will remove to Rhinelander, Wis.

Manton—The Manton Produce Co. has purchased the warehouse of Hodges & Glidden for \$1,500.

Decatur—Howland & Robertson, furniture dealers and undertakers, are succeeded by W. H. Robertson.

Walkerville—M. F. Tracy has sold his interest in the hardware firm of J. B. Tracy & Son to his partner.

South Haven—Jay D. Roberts, formerly engaged in the grocery business, has opened a new shoe store.

Cheboygan—William Daggert, of Alpena, who recently established a tea store here, has moved his stock to Bay City.

St. Ignace—M. Bloom, the dry goods merchant, will be located in his new store in the old bank building by Sept. 1.

Pt. Huron—N. J. Crocker & Co. have sold their drug stock to Elwin McSkimin, who has clerked in the store for the past four years.

Bronson—Max Glazer, the Quincy merchant, has opened a branch store at this place, handling lines of dry goods, clothing and men's furnishings.

Ann Arbor—Fred Fischer, who has been in the employ of Mack & Co. about ten years, has entered the employ of the clothing firm of Staebler & Wuerth.

Grayling—Salling, Hanson & Co. now occupy a fine new office building, provided with electric lights, steam heat and other modern conveniences.

Detroit—Walter William Hook, ladies' tailor and dressmaker, has filed a petition in bankruptcy. His assets are \$1,104.05, of which \$675 is claimed as exempt, and his liabilities are placed at \$3,554.03.

Butternut—Willis H. Wamsley has purchased the interest of his partner in the general stock of Wamsley & Mason and will continue the business at the same location. The branch store at Crystal has been discontinued.

Ann Arbor—Mr. Seabolt has sold his interest in the grocery and bakery business of Rinsey & Seabolt to Chas. F. Kyer, for several years past identified with the Michigan Milling Co. The new firm will be known as Rinsey & Kyer.

Dunbar—J. L. Wells, general man-

ager of the Girard Lumber Co., has resigned, to take effect December 31. He has moved his family to Evanston, Ill. Mr. Wells will continue in the lumber business, but he has not definitely concluded plans for the future.

Lansing—Henry T. Campbell, who recently purchased the grocery stock of Coder & Leonard at the corner of Washington avenue and Kalamazoo street, has resold the store to John and Charles Everett, who will continue the business in the same location.

Smyrna—Geo. P. Hoppough, who has been engaged in business here since 1870, has sold his stock of general merchandise to John R. Purdy. The business will be managed by a son, Guy A. Purdy. Mr. Hoppough is as yet undecided as to his plan for the future.

Watervliet—Enders & Geisler, general dealers, have merged their business into a stock company under the same style. The capital stock is \$10,000, all subscribed and paid in in property. John P. Geisler holds 500 shares, Jacob B. Enders holds 490 shares and Ada B. Enders holds 10 shares.

Ray Center—A petition to have Klopstock & Weaver, dealers in general merchandise, adjudicated bankrupt has been filed by Crowley Bros., the C. E. Smith Shoe Co., the Michigan Shoe Co. and the Monroe Rosenfield Co., all of Detroit. Their claims aggregate \$791.21. Henry G. Eberline, of Detroit, has been appointed receiver, with a bond of \$5,000.

Ionia—L. Plant has purchased from W. C. Snell the building on West Main street occupied by Baker & Todd as a meat market, the purchase including the fixtures and furnishings complete. The purchase also includes the slaughter house and ten acres of land in Easton township. The old-time firm of Broad & Plant will soon go into commission again, as butchers and meat marketmen, occupying the West Main street store.

Detour—A new company, to be known as the Watson & Bennett Co., has been organized for the purpose of conducting a general mercantile business. The capital stock of the concern has been fixed at \$30,000. The principal figures in the new organization are Thomas H. Watson and County Treasurer James T. Bennett. A store building 48x100 feet will be constructed at once. Both Mr. Bennett and Mr. Watson have faith in the future of Detour.

Escanaba—James S. Donerty, of this place, has been elected trustee of the assets of Eben D. Carr, who formerly conducted a grocery store at North Escanaba and who filed a voluntary petition in bankruptcy July 26. Carr's liabilities are placed at \$4,286.11, which for the most part is due to wholesale grocery houses of whom the bankrupt bought his stock. The stock is valued at about \$1,200, in addition to which are outstanding claims aggregating \$1,738.

Charlotte—V. C. Roblin, who has been foreman of the trimming department at Dolson's for a number of years, has resigned and will shortly open a shoe store at Olivet,

having secured a store building there some time ago. The Olivet store will not be a branch of the local store, but an independent institution. Mr. Roblin will be assisted by his son, Ernest, who at present is with the V. C. Roblin Co. Cluza Roblin resigns his position with Lamb & Spencer to enter the employ of his brother.

### Manufacturing Matters.

Ithaca—A. J. Wilkinson has begun the manufacture of cigars.

Allegan—Geo. Roseberg has taken the management of the Dayton Folding Box Co.

Evart—The Evart Tool Co. has increased its capital stock from \$10,000 to \$15,000.

Detroit—The Peninsular Bookcase Co. has changed its name to the Humphrey Bookcase Co.

Detroit—The Detroit Liquor & Cigar Co. will conduct the manufacturing business formerly conducted by the Outlett-Stevenson Cigar Co.

Ishpeming—The Oliver Iron Mining Co. is experimenting in the manufacture of bricks for veneer work.

Kalamazoo—The Traders' Manufacturing Co. has been organized here to manufacture women's wearing apparel.

Munising—The Superior Veneer & Cooperage Co. has bought the hemlock timber on Au Train Island, estimated at 175,000 feet, and it will be cut at once.

Detroit—The Pioneer Manufacturing Co., manufacturer of reed furniture, go-carts and baby carriages, has increased its capital stock from \$10,000 to \$25,000.

Homer—The Homer Washing Machine Co. has been organized by local business men for the purpose of manufacturing the Twentieth Century washing machine.

Homer—The Cook Cutlery Co. has sold its machinery and good will to the National Cutlery Co., of Detroit, to which point all the available assets have been removed.

Gaylord—J. A. Snyder, of Leipsic, Ohio, has been negotiating for the old Frank Buell mill plant and if the deal goes through he will operate a planing and heading mill.

Cass City—The Cass City Creamery Co. has been organized with a capital stock of \$4,000, of which \$2,500 has been subscribed and paid in in cash. O. K. Jones is the largest stockholder, holding \$1,400 of the capital stock.

Detroit—The Seamless Steel Tube Co. has filed a notice of change in name to the Detroit Seamless Steel Tube Co. The old name was too much like that of the Seamless Steel Co., one of the subsidiary companies of the American Steel Castings Co.

Bay City—The Modern Boat Co., a concern manufacturing boat patterns, and which has only recently begun work on an extended scale, is constructing two large new buildings demanded by increased business. One is 40x60 feet and the other 40x100.

Detroit—The Royal Cheese Co. has been organized to embark in the manufacture and sale of cheese. The authorized capital stock is \$25,000, of which \$868.73 is paid in in cash and

\$20,131.27 in property. There are five stockholders, whose holdings range from 63 to 630 shares.

Battle Creek—A refrigerator company has been started composed of best business men, who have leased the brick buildings formerly occupied by the Flake-Ota Food Co., and will manufacture the Perkins refrigerator. The company has good financial backing and it will be an important addition to the city's industries.

Uby—Sparling & Pierce have merged their elevator business into a stock company under the style of the Uby Grain Co., with a capital stock of \$15,000, all subscribed and paid in. The stockholders are as follows: Geo. W. Sparling, 436 shares; Joseph H. Pierce, 436 shares; Wm. J. Orr, 408 shares; John E. Wallace, 408 shares.

Detroit—The American Lady Corset Co. is to build a five-story addition to its plant at Fort and Sixth streets, to be completed within a year. It will add 46,800 square feet of floor space, bringing the total up to about 125,000, and will mean the employment of 700 more hands. It is said the addition will make the factory the largest of its kind in the world.

Saginaw—Henry Lee, of this city, will erect a sash and door plant and planing mill on the site of the Lee planing mill plant, which burned a few days ago, and the work of clearing up the debris preparatory to beginning building operations is in progress. The fire was a bad blow as the firm had enough contracts to keep the plant humming the entire season and a lot of work was turned away.

Detroit—The Standard Grinding Machine Co. has been organized under Maine State laws, with \$600,000 capital, by William B. Cady and G. R. Creelman, of Detroit; M. H. Simmons, L. J. Coleman and C. L. Andrews, of Maine. The company controls patents on a machine for grinding ores and other substances on a new principle and recent tests made in this city indicate that the invention is a success.

Grand Marais—The Walker Veneer & Panel Co. has been reorganized as the Great Lakes Veneer & Panel Co., with William Chandler, of the Soo, as President. Last April the Walker Co. filed a trust deed, naming Mr. Chandler as trustee. Since that time Mr. Chandler has been quietly working on the plan of reorganization. The new company will have a capital of \$80,000 and will devote itself to the exclusive manufacture of all kinds of veneers.

## 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.

## GRAND RAPIDS

G. Roosa has opened a grocery store at Greenville. The Musselman Grocer Co. furnished the stock.

Chester J. Pike, manager of the Hood Rubber Co., Boston, was in town over Sunday for the purpose of consulting with his local agents, Geo. H. Reeder & Co.

Edward C. Leavenworth has purchased the interest of L. Fred Peabody and Fred J. Davenport in the Davenport Company and has taken the active management of the business.

Ellen J. Brownell, dealer in dry goods and notions at 62 West Bridge street, has uttered a trust mortgage on her stock, securing creditors to the amount of \$2,800. Mrs. Brownell claims that her stock will inventory \$4,300.

John P. Homiller succeeds Addison S. Goodman as Secretary and Treasurer of the Gunn Furniture Co. and has already assumed the office management of the business, Mr. Goodman having taken up his new duties as Secretary and Treasurer of the Luce Furniture Co.

Henry Freudenberg has engaged in the butter, egg and cheese business at 104 South Division street. He has had charge of the dairy department of the Dettenthaler Market for the past five years, previous to which he was employed for five years in the same capacity with Ernest Noegle, of Chicago. Prior to that time he was engaged in business on his own account at 339 Roscoe street, Chicago.

John J. Battles, the Summerton general dealer, has been forced into involuntary bankruptcy by the Judson Grocer Company, Grand Rapids Dry Goods Co. and Herold-Bertsch Shoe Co., whose claims exceed the \$500 requirement. Otis Benedict, of Shepherd, has been made trustee by the court and will close out the stock and collect the accounts as expeditiously as possible. The total indebtedness is \$1,500, one-half for merchandise and half to the father-in-law of Battles for alleged borrowed money. Battles absconded about a month ago and recently wrote his wife from St. Louis, Mo., requesting her to dispose of the stock and join him without considering the rights of the creditors. Instead of doing so, she notified ten creditors, who have taken steps to protect the rights of all concerned. Peter Doran is attorney for the Grand Rapids creditors.

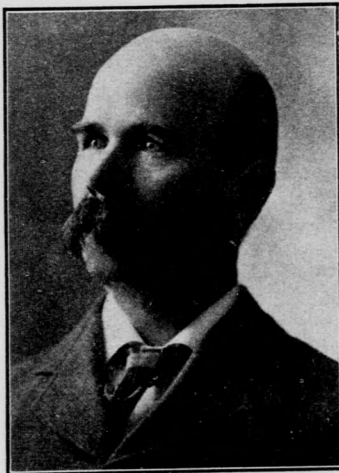
The sensation of the week has been the action of Deatsman & Mapes, of Sunfield, in uttering a trust chattel mortgage for \$24,000, securing equally all the creditors of the firm. This action superseded a previous mortgage of similar character which preferred local creditors. The stock is thought to be worth about \$20,000 and the book accounts are estimated at \$4,000, indicating that the credit-

ors will receive about 75 per cent. of their claims. The failure was precipitated by domestic troubles in the Deatsman family, Mr. Deatsman having "settled" with his wife by paying her \$10,000—\$7,500 in property and \$2,500 in cash. This settlement left Deatsman with only \$2,000 property in his own name, since which time he has struggled to regain a foothold in the mercantile world. The creditors are co-operating with the trustees and Mr. Deatsman in the effort to close out the estate to the best possible advantage. Mr. Mapes is, unfortunately, very ill with typhoid fever.

### Twenty-Five Years a Grocer.

J. Geo. Lehman has contracted to sell his grocery stock at 46 West Bridge street to Glenn E. Denise and B. C. Kimes, who will continue the business under the style of G. E. Denise & Co. Mr. Denise has been identified with the grocery department of the Wurzburg Dry Goods Co. for the past six years, two years as head clerk and four years as buyer and manager, and is well regarded as a grocer and manager. Mr. Kimes is the life insurance agent. He will not take an active part in the management of the business, which will devolve upon Mr. Denise.

Mr. Lehman has been engaged in the grocery business on West Bridge street for a quarter of a century, having established himself on his own account in the fall of 1879, previous to which time he was for several



J. Geo. Lehman

years engaged as clerk in the grocery store of Rasch Bros., on Canal street. He has no reason to look back over his mercantile career with anything but satisfaction. Besides bringing him a competence, it has brought him friends and reputation and enabled him to create and maintain an individuality which has placed him in a commanding position among West Side merchants and business men. Mr. Lehman will take a much-needed rest for six months or a year, after which he may be expected to espouse some business which meets his approval. This much may be said of any institution with which he may identify himself—it will be a money-maker and it will be honorably conducted.

### The Grocery Market.

Sugar (W. H. Edgar & Son)—Since we wrote you on Aug. 23 the only change of importance has been in foreign markets, which have worked up to a parity of about 4.31c with 96 deg. test centrifugals, due primarily to continued dry weather but accelerated by the destruction by fire of one of the largest factories in Germany. Raws are quoted as active and advancing, with higher prices probable in the near future, and it now appears likely that the estimate of 4½c for centrifugals on this campaign would soon be realized. The spot market is nominally 4¼c for centrifugals, with nothing offering on this basis. Refined quotations are all unchanged, but will doubtless be advanced when refiners re-enter the market for raws at higher prices. As stated in all of our recent correspondence, the prime factor in the present situation is the demand, which is now reaching large proportions. All refiners are oversold, delays on assorted orders being from one to three weeks. Shipments by the American are fairly prompt, with the exception of Standard No. 5, which they report ten days oversold. The real demand of the campaign will, as usual, be coincident with the close of the vacation season, at which time the annual scramble for sugar may be expected. Fruit is abundant and cheap, insuring a heavy consumptive demand for sugar, of which supplies in dealers' hands are at present only sufficient for ordinary requirements.

Coffee—Brazils are higher all along the line, peaberry grades being up ½c, Bourbons ¾c and some other grades ¾c. These advances, as all preceding ones, have come from reiterated reports of short crop. Sielcken, the New York operator, has quietly advised all his friends to buy coffee during the week, and this, coming from a pronounced bear of Sielcken's importance, is taken everywhere to presage further strong advances. Mild coffees are strong also, and the full line is at least ¼c higher than last week. Mocha shows an advance for the week of 1@1½c, and Javas almost as much. Sympathetic movement and short crop are responsible.

Tea—Medium and fine grade teas continue to be firm, but commoner grades show irregularity as to figures. It is anticipated, however, that as the season advances a better market for these will strengthen them more in line with the high class goods. Advances from primary markets show some shrinkage in the shipment of country greens to date as compared with 1903. High grade country greens are reported as scarce and advancing in the primary markets.

Canned Goods—California advices report that the pack is progressing very satisfactorily and as rapidly as the circumstances will permit. Factories are working long hours in an endeavor to get the goods into the cans. Withdrawals of different lines are occurring daily as the size of the pack becomes more apparent. Peaches especially have been taken off the market by a large number of canners

beside those in the Association. Salmon still holds high and all predictions of a short pack seem to be in a fair way to be borne out. Speculation is rife as to the size of the coming corn pack. Already the complaints as to the weather are coming in and are about of the usual kind. There is too little rain in some places and there has been too much in others. Frost is feared in still other localities. Tomato packing is well under way and the reports are now of a little less cheerful character, but, as pointed out from time to time, it will take a mighty short pack to have any appreciable effect on the tomato market.

Dried Fruits—The first shipments of Valencia raisins will be made from Spain this week. The crop is short and prices rule high. The sales in this country are expected to be low, owing to the competition with the low-priced California fruit. Valencias are popular with some consumers, who will have them regardless of the price. A few California raisins are selling, both loose and seeded, at unchanged prices. The formation of a new syndicate of seeders to take over the unsold surplus of the last crop has infused a new element into the situation. The syndicate has left out a number of small and fair-sized concerns, one in particular, which may defeat some of their plans. If the idea is to work off the old raisins at a profit, it will certainly be necessary to advance the price of new. Apricots are slow and unchanged. Currants are dull at ruling prices. A few prunes are selling here and there still on a demoralized basis. Peaches are quiet, but the market is well maintained.

Spices—During the last week prices of pepper in the East have shown an advance, in sympathy with which higher prices have been established all over the world. Sellers in the East have quoted 11¾c for Singapore black for September-November shipment, and Holland has quoted 11¼c for Lampong. There have been moderate arrivals here during the last few days, but this pepper had already been sold to grinders, and will go immediately into consumption. Spot stocks are small and holders are very firm in their views at 11¼@12c.

Nuts—Reports from Petersburg, Va., indicate that the outlook for the peanut crop is still discouraging and that the farmers and others holding stock are firmer in their views. The tendency of prices on all grades is upward.

Fish—Mackerel is very high. Although it is still possible to buy in New York or Philadelphia at \$17.50, fish have since sold in Gloucester at \$18, which means that those particular fish will have to be sold at \$20. The market will probably go to this figure within a short time. The catch is still very light. The sardine situation shows some improvement. A better run of fish suitable for quarter oils is reported. Cod, hake and had-dock are quiet and easy.

Vice is never so dangerous as when it wears wings.



### Early Struggles of a Young Grand Rapids Windowman.

I was talking the other day with a bright young fellow upon whom devolves the task, once a week, of compelling the windows of a certain hardware store to speak for themselves.

I was free with my questions as to the methods he employed in attaining pleasing results, and he was so good as to answer all those and a lot more that I might have asked.

Although but a young man, the gentleman has had much experience in window dressing, having been at the work the greater part of his life.

At the age of 10 he was left with a widowed mother to support, an invalid with no one else's shoulders to lean upon but those of the sturdy little man. He was obliged to leave school, and sought and obtained employment in a large general store in the thrifty little town in which he was born.

Given work at first because of the distressing circumstances which had overtaken his mother, the little shaver soon made himself so generally useful that he was continued in the store on his own account.

There was no one about the place who could do half a job at "fixing up" the windows and for this reason they were allowed to go sometimes for weeks without so much as a finger touching them.

One day when the front looked particularly the worse for neglect the store owner, not a particle in earnest, laughingly asked the boy "how he would like the work of changing the windows once in a while."

Now, it so happened that Johnny—we will call him Johnny because that doesn't sound a bit like his real name—Johnny had had his bright blue eye on those dirty old windows ever since he first crossed the threshold as an employe, and had been secretly longing that some fortuitous circumstance would throw the care of them his way. He felt timid about asking for the work, however, and was greatly surprised to be asked the above recorded question by "The Boss," as he was called by all around the place, although never with an intonation of disrespect.

Well, the upshot of the matter was that Johnny became so masterful at the new work that the windows took on a life they never before had exhibited and became a source of profit to the place, whereas heretofore they really had been a detriment.

Johnny continued in the employ of that store for ten long years, taking magazines and other literature on the subject of window trimming until he became thoroughly proficient in the art, and went from there to the position he now occupies in the Furniture City, where he does all the window dressing, unaided by any one else, besides which he has some other work in the office, where he

is a valued assistant of "The Boss."

The young man and his mother reside in a roomy cottage on one of the pleasantest streets, and he is paying for it out of a building and loan association. With care and good nursing the mother has become a strong woman, and she does all the work of the little home nest. She is very happy over her son's success in his chosen work, and the two live an ideal life of quiet peace, which, it is hoped, may be long continued.

Some of this little history of a store boy came out in the conversation I had with the young window trimmer, but most of it came to me through a friend of his, who, with many others, rejoices in his chum's advancement from the position he filled in the country general store to the one he now occupies in the prominent special store of the Second City of the State. His business life is an exemplification of what energy and individual aptitude for certain work will accomplish.

### Price War on Salt.

Serious price cutting is reported in the salt trade, which has resulted in forcing the prices down to a point below the cost of production. One reason assigned for the establishment of the low basis of prices is that the International Salt Company desires to force the smaller concerns either into the combine or out of the business. The International Salt Company denies this, but both the independent and united interests admit that the prices are upon such a low basis that there is no profit left for the producers.

The International Salt Company controls six of the large plants of the United States and has a capital of \$30,000,000, but the independents also have a strong point in their favor in that a number of the large consumers of salt are stockholders in the independent companies. The independents fear that there will be a further reduction in prices by the trust because of certain enquiries which the latter is sending out to the wholesalers and jobbers, seeking detailed information regarding their requirements. The move is credited by the independents to a desire to offer special inducements in the way of price concessions to secure the trade.

The consumption of salt is said to be increasing gradually, but the production has far exceeded the consumption for several years. This has caused vast accumulations of stock in the hands of the producers, and the anxiety of the latter to dispose of their holdings has caused the price cutting now in progress, and has, according to the International Salt Company, been entirely responsible for the present situation.

### Easy to Make Them Lay.

Mrs. Suburb—I don't see what's the matter with our hens. They don't lay at all.

Farmer Meadow—You don't feed 'em right, mum. Just you give 'em about two dollars' worth of corn every week, and they'll lay you a dollar's worth of eggs every seven days.

### MUST WALK CHALK.

#### State Peddling Law Held To Be Constitutional.

Readers of the Tradesman will recall the reference recently made to the conviction of John De Blaay in the Kent Circuit Court on a charge of violating the State peddling law and his subsequent appeal to the Supreme Court on the ground that the statute under which the prosecution was had has been repealed and that if it was not repealed it is unconstitutional, because it is class legislation.

The Supreme Court holds that the law is valid and that Section 22, which excludes nurserymen, farmers, mechanics and wholesale dealers from the operations of the act, under certain circumstances, does not constitute class legislation. State Treasurer McCoy has sent word to each prosecuting attorney in the State, directing him to prosecute all offenders in the persons of peddlers who have not taken out the necessary licenses, and an energetic effort will now be made to enforce the provisions of the law. The full text of the decision is as follows:

The respondent was convicted of the offense of hawking and peddling without a license, the charge being based upon Chapter 136, Compiled Laws, 1897.

Two major contentions are made by respondent's counsel in this court: First, that the statute under which the prosecution was had has been repealed, and second, that if not repealed it is unconstitutional. Obviously if the first contention is sustained the second is unimportant. We therefore direct our first attention to this point.

Act No. 204 of 1889 was an act which under a title restricting to the Upper Peninsula made provision for licenses to peddlers in that territory. By Act 137 of 1895, under a title which indicated a purpose to amend Act 204 of 1889 (referring thereto by its title) and also to repeal Sections 1257 to 1266 Howell's Statutes (the sections under which this prosecution is had). The Legislature undertook to make the Upper Peninsula law applicable to the whole State and to repeal the general provisions then in force for the whole State.

The statute of 1895 was clearly unconstitutional insofar as it attempted to extend legislation to the entire State of a statute limited to the Upper Peninsula with no notice of such purpose expressed in its title. Indeed counsel for respondent does not contend that this provision of the statute is valid but insists that even though this be held invalid the section repealing the general law is nevertheless valid.

It is worthy of consideration as to whether the title to the act of 1895 is not double within the meaning of the constitutional provision that no law shall embrace more than one object which shall be expressed in its title, but as this view is not contended for and as a like result may be reached on settled principles we do not determine the question.

Whether the legislative intent was to repeal the general law in any

event and independently of enacting another to take its place is the question here presented. We think it clear that there was no purpose to wholly abrogate all law relating to licensing peddlers, in the Lower Peninsula. On the contrary the very purpose of the act of 1895 was to cover this subject. The repeal was incidental to the affirmative enactment; when the enactment of the first section proved futile the second section fell with it. The case can not be distinguished from *Spry Lumber Company vs. Trust Company*, 77 Mich., 199, to which attention was directed at the argument.

Having determined that Chapter 136, Compiled Laws, 1897, has not been repealed it remains to consider whether it is as claimed unconstitutional. Its constitutionality is assailed on two grounds, first, that the statute as it now reads was never duly enacted under a proper title, and second, that the statute is class legislation. The precise point under the first head is this: the general law relating to hawkers and peddlers, Chapter 21, Rev. Stat., 1846, contained in Section 22 a clause discriminating in favor of residents of the State similar to the clause contained in Section 8 of Act 248 of Public Acts of 1897, which was held in *Rodgers vs. Kent Circuit Judge*, 115 Mich., 441, to be unconstitutional. The present Chapter 136 of Compiled Laws of 1897, has been evolved by amendments to the Revised Statutes of 1846, and it is said that an unconstitutional statute can not be made valid by amendment.

It is not to be denied that there are cases cited by defendant's counsel which sustain his contention. We think however that the Legislature has in this matter kept well within the provisions of our own Constitution. Sec. 25, Art. IV., provides: "No law shall be revised, altered or amended by reference to its title only; but the act revised and the section or sections of the act altered or amended shall be re-enacted and published at length." It is not denied that in the amendment to the original act the provisions of this section of the constitution were observed. This section was intended as a guide to the Legislature and we can discover in it no obstacle to an elimination from the original act of such provisions as render the act unconstitutional. The new act becomes then the act of the Legislature following the prescribed course for its enactment. This view is sustained by *State vs. Cincinnati*, 52 Ohio St., 419; *Ferry vs. Campbell*, 110 Iowa, 290; *Sweet vs. Syracuse*, 129 N. Y., 337; *State vs. Corkes*, 67 N. J. L., 596, s. c. 60 L. R. A., 564.

The only question left for consideration is whether Section 22 of the act as it now stands constitutes this legislation class legislation. This section reads as follows: "Nothing contained in this chapter shall be construed to prevent any manufacturer, farmer, mechanic or nurseryman from selling his work or production by sample or otherwise without license, nor shall any wholesale merchant be prevented by anything herein contained from selling to dealers by sample without license, but no merchant shall be allowed to peddle or to employ others to peddle goods not his own manufacture without license in this chapter provided."

## Henry Freudenberg Jobber of Butter, Eggs, Cheese

104 S. Division St., Grand Rapids, Mich.

Sole agent for Washington Brand finest Sweet Cream Creamery Butter in one-pound cartons. Consignments solicited. Refer to Peoples Savings Bank.

We do not think this can be called class legislation in such sense as to deny to such citizen an equal protection under the law. Under this provision all persons in the same class are treated alike under like circumstances and conditions. Similar provisions have been sustained by this court. *People vs. Sawyer*, 106 Mich., 428. See also *Rosenbloom vs. State*, 57 L. R. A., 922; *State vs. Stevenson*, 109 N. C., 730.

The conviction is affirmed. Grant, J., did not sit. The other justices concurred.

**New Test for Old Eggs.**

Washington, Aug. 29—Consul General Guenther writes from Frankfurt, Germany, as follows:

A new and simple method for testing eggs is based upon the fact that the air chamber in the flat end of the egg increases with age. If the egg is placed in a saturated solution of common salt it will show an increasing inclination to float with the long axis vertical. A scale is attached to the vessel containing the salt solution so that the inclination of the floating egg toward the horizontal can be measured. In this way the age of the egg can be determined almost to a day.

A fresh egg lies in a horizontal position at the bottom of the vessel; an egg from three to five days old shows an elevation of the flat end, so that its long axis forms an angle of 20 degrees. With an egg eight days old the angle increases to 45 degrees; with an egg fourteen days old to 60 degrees, and with one three weeks old to 75 degrees, while an egg a month old floats vertically upon the pointed end.

**Willing to Help Out.**

Not long ago a company of our soldiers were "hiking" in the Philippines and when Sunday night came the captain halted the column for a rest and the chaplain decided to hold a service. The chaplain hadn't a candle to read service by and an obliging private hunted one up for him. Then the private started for his tent, but the chaplain halted him, asking if he wouldn't turn in and help with the singing. Music was not this private's strong point. But he had a lot of respect for the chaplain, so he halted, took station close to the minister's elbow and, converting himself into a candlestick, said: "See, here, chaplain, I can't sing a hell of a lot, but I can hold the candle. Go ahead with the service—I can help that much."

Lansing, Mich., Aug. 24, 1904.  
To Whom It May Concern:

A recent decision of the Supreme Court holds the law governing peddlers' licenses valid, and as this law makes it the duty of the State Treasurer to collect such taxes, notice is hereby given to all peddlers that unless they at once provide themselves with a proper license they will be held to strict accountability. No license for less than six months has been issued from this office by me prior to above ruling, but until the close of this year a license will be granted for three months.

Daniel McCoy, State Treasurer.

Liberty falls where the law fails.

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E. A. STOWE, Editor.

WEDNESDAY - AUGUST 31, 1904

**ANCIENT STORY NEW.**

The most thrillingly interesting of the ancient traditions which are not recorded in the books of the Bible is the story of Atlantis, a vast country or island lying in the Atlantic Ocean, off the mouth of the Mediterranean Sea, and which was inhabited by an extremely warlike and highly-developed race, but which, amid tremendous convulsions of land and sea, sank into the ocean with all its inhabitants and their civilization and works.

This subject has been discussed by scientists and so-called scientists of every school, and the "wise" men have generally agreed that no such occurrence ever took place, or was possible. Nevertheless, not a few students of astronomy, geology, botany and branches of teology find arguments to sustain the existence of the lost continent.

The story of Atlantis is related by Plato in his historic books, Timaeus and Kritias. It came down to Plato from Solon, one of the Seven Wise Men of Greece. Solon, after acquiring all the learning that was in his day to be had in Greece, went to Sais, a city in Egypt, where was a temple whose priests were more learned than were any others known. There Solon spent some time in study, and from the priests he learned the history of Atlantis as recorded with much interesting detail in the books of Plato mentioned above.

The island was larger than Asia Minor and Libya (North Africa) combined, and it was connected with America and separated from Europe and Africa by narrow seas. Its people were very warlike and settled upon the Atlantic shores of Europe, and carried on bloody contests with the other inhabitants of Europe. At a period long anterior to the time of Solon, in the midst of one of those wars, the Atlantean island, or continent, was subjected to frightful earthquakes and internal convulsions, which continued three days, after which the entire country was engulfed in the ocean.

The sinking of a vast island or continent in the depths of the Atlantic Ocean must have displaced a corresponding amount of water which rushed as a titanic tidal wave over

an area of land equivalent to that which had been swallowed up, and it would produce a permanent change in the level of the ocean. Geologists tell of such changes in sea level in other quarters of our globe, and it is evident that there are now continental areas, once beds or bottoms of seas, to compensate in all probability for the lands so swallowed up.

Some students have found in the archipelagoes of the Pacific Ocean evidences which induce the belief that lands have risen out of the water, while the numerous small islands projecting from the surface of the sea are held to be the tops of mountain peaks which are all that survive of the sunken continents. The Azores and Canary Islands in the Atlantic, off the coast of Africa, are supposed to be the remains of the engulfed Atlantis, as are also the West Indian Archipelagoes.

R. F. Scharff, who is quoted at length by the Paris Revue Scientifique, is one of the latest advocates of the truth of the Atlantis story. Some writers have sought to connect the Atlantean catastrophe with the Noachian deluge, while others find some supposed reference to it in verse 25, chapter 1 of the Book of Genesis, wherein is stated that Eber's son, Peleg, was named because at that time the earth was divided, "Peleg" signifying "division."

Ingenious theorists have called attention to the fact that if the Atlantic coasts of America on one side and of Europe and Africa on the other, were shoved up together, so as to bring them in contact, they would fit each other in a remarkable manner if some allowance were made for such lateral cracks as are now represented by the Mediterranean Sea and the Gulf of Mexico, the British Isles being crowded back into the North Sea. Thus all the land on the globe was of a single piece, all contiguous, but by some convulsion capable of accomplishing such violence the earth was divided, the landed part of the globe being riven into two hemispheres, and vast latitudinal cracks also displacing lands in the two hemispheres.

Of course, all this is speculation, and while it may bring forth nothing practical, it is at least full of interest.

The Boyne City Citizen has issued a special edition, which for compactness, completeness and comprehensiveness has never been excelled by any other Michigan publication. It comprises 32 pages, same size as the Michigan Tradesman, beautifully printed on sized and calendered book paper. The publication is profusely illustrated with halftone portraits of leading citizens, cuts of buildings and water and land scenes in and about Boyne City, thus giving the stranger who has never visited the place an accurate conception of the growth and prosperity of the Metropolis of Pine Lake.

The specifications for the gates of heaven are not drawn up on earth.

The men who make a noise in this world are always the quiet ones.

**BRAVERY IN BATTLE.**

Whatever may be said of the military skill of the Russians and their unpreparedness for war, there is nothing but praise for their bravery and heroic self-sacrifice. Although they have not won a single battle and barely a skirmish worth mentioning, they have made a stubborn fight in every case and have made every sacrifice in lives and wounds that a brave people could possibly make to support their country's cause.

While general sympathy in this country is with the Japanese, owing to the prevailing belief that their cause is just and that they are fighting for their very existence against one of the mighty empires of the world, still there exists a feeling of admiration for the high courage with which the Russians are making a losing fight. The fact that their defeats and losses are due largely to lack of proper preparation and to a failure to grasp the salient features of the phenomenal campaign which the Japanese generals are making, while it speaks poorly for their military skill, does not detract one whit from the sublime courage with which they have met every contingency, notwithstanding the certainty of defeat.

Such courage as the Russians have exhibited, both on land and sea, is worthy of a better fate than has been theirs. They are clearly not the equals of the Japanese in strategy and in the art of war, and they are immeasurably inferior in naval matters, yet in the one soldierly quality of courage the unfortunate Russians have given the world a sublime example which relieves their many defeats of all ignominy and which holds out the hope that under other circumstances less unfavorable they would prove formidable antagonists.

The sinking of the Russian armored cruiser Rurik in the fight with Admiral Kamimura's squadron is one of the most conspicuous examples of courage which the war has furnished. This cruiser was surrounded by enemies and sinking, with her superior officers all killed, yet the crew fought with the ship's guns, while one of them remained above water, all going down with their vessel, with her flag flying and without yielding in any way. Men who do that may be indifferent marksmen and poor strategists, but they are gallant sailors fit to stand side by side with the best the world has ever known. It is true that the great bulk of the Rurik's crew were rescued from the water after their ship sank, but they never surrendered while they had a plank to stand upon, although fully a third of their total ship's company had been killed or wounded, including all the superior officers, to whom the crew would naturally look for guidance under such trying circumstances.

The same high courage has been shown on all the Russian ships in their late encounters with the Japanese, and much the same intrepidity is displayed by the garrison at Port Arthur, which, although sorely beset and short of food and ammunition, still refuses stoutly to surrender.

It is, of course, a fact that the Japanese have displayed an equally high courage, backed by superior military skill, and it is this magnificent exhibition of the finest trait in human nature by both sides which has alone detracted from the gruesome spectacle which the war has afforded. In whatever other respect the human race, in its various branches, may have degenerated, it has not lost that sublime virtue of courage which is superior to defeat. Although Russia may be defeated in the present conflict, she is in no danger of being dishonored.

A new form of combustible, known as "osmon," has been lately produced in Europe from raw peat. Of the 90 per cent. water which the peat contains from 20 to 25 per cent. is eliminated by an electric process. A direct current is passed through the mass of peat, contained in a suitable tank. Under the action of the current the water collects at the negative pole and flows out by openings in the side of the vessel. In carrying out the process the investors use from ten to twelve kilowatt-hours a cubic yard of raw material. The process lasts about an hour and a half. The electrically treated peat is then dried in the ordinary way and reduced to smaller pieces in a crusher. It is delivered to the trade in the form of balls or briquettes. The heating power of the new product is considerable. No trace of sulphur is found, and it does not smoke or leave much cinder.

The total receipts from tobacco from all sources were \$44,655,808.75 for the fiscal year, against \$43,514,810.24 for the fiscal year 1902-1903, or an increase of \$1,140,998.51. This increase is participated in by all branches of the trade, except cigar manufacture—here we see a decrease of \$236,756.01. As cigar manufacturing shows the worst condition, so tobacco manufacture shows the best condition. Receipts for this branch of the trade exceeded the receipts for the previous fiscal year by \$1,077,790.02. The result of the year as a whole is satisfactory. In the fluctuation of business from year to year a uniformly good condition in all lines cannot be expected. The output of manufactured tobacco for the fiscal year is larger than during any previous year, and aggregates the enormous amount of 328,650,710 pounds.

The theory that a big National debt is a sign of vitality and strength is no longer as popular as it once was in England. An increase in the rate of income and other taxation is calculated to seriously interfere with the assumption that a debt is a blessing. The rapid increase of municipal indebtedness is also having its effect. The imperial debt of £780,000,000 and the municipal obligations of the United Kingdom which now add up £420,000,000 and are constantly mounting higher, have given a rude shock to those who have tried to delude themselves with the belief that a debt may be properly regarded as something else than a burden.



## THE YOUNG BRIDE.

## The Prosperity She Brought to the Old People.

Written for the Tradesman.

The roads and lanes were ablaze with the flaming torches of the clustered golden rod, the locust was stabbing the silence of the August noon with his sharp alarm and the hot sun was pouring its molten heat upon the breathless landscape determined now to make up for the remissness of a dilatory spring and a so-far reluctant summer. The one cool spot that seemed to hurl defiance into the face of the merciless sun was a grove of clustered elms that, yawning, stretched their leafy arms high into the air and so shielded the great red farm house that for generations has been the pride of the Endicotts, a name that even to-day is known and respected by the American everywhere.

The prosperity which had once attended the fortunes of the family had long been upon the wane. Acre by acre the old homestead had dwindled until now all that was left was hardly equal to the needs of the few who tilled them. These were John and his wife and their children, John and Jane, the latter a girl.

"Standing with reluctant feet

Where the brook and river meet,"

and looking into the future with a confidence worthy of her ancestry; the former the heir of the family name and the ancestral pride that goes with it. Following the family tradition the meager income had in no way interfered with his mental training. From "The school house by the road, a ragged beggar sunning," he had followed in the footsteps of his fathers to Andover and thence to Harvard and had gone so far on the road to prosperity as to see his way clear after passing his examinations to the taking to himself of a wife that summer; and the little heat-stricken mother in the respite she was forced to take after dinner was sitting with John's letter in hand, vaguely looking at it and wondering what she was going to do with all that housework on her hands and a bride in the house at the same time.

"I am afraid, mother," John had written, "that our coming right in harvest time is going to be very inconvenient; but Florence would hear to nothing else, and if fortune favors we shall be there on Thursday. Have somebody at the afternoon train to meet us. Florence is wild to get there."

A smile, or the shadow of one, crept for a moment into the tired face, but it drifted away with the sigh that closely followed it. "Little she knows, the dear child, how glad I am to have John, my boy John, bring his wife to the old homestead to spend his honeymoon with me, but how can I have her, a stranger, come in here and find us as we are? The bride's outfit will look strange in the old rooms with the old furniture and she a girl well-to-do. The harvest work is almost beyond my strength; but she's John's wife and she's welcome and—well, I'll do my

best. Come, Jane, let's take care of these dinner dishes and then we must see what can be done to brighten up the house a bit. I did hope the time would come before this when we could do a little renovating, but—"

"Now, mother, stop. Florence Enderly isn't Florence Enderly any more. She's just John Endicott's wife 'for better, for worse, for richer, for poorer.' It's poorer and she might just as well start in with that—better I think—and get used to it, as soon as ever she can. What difference is it going to make to either of 'em whether we've haircloth or satin, axminster or three-ply? It's only a matter of a month or six weeks and all they'll do will be to sit still and look into each other's eyes. If they don't, what do we care? The Enderlys didn't come over in the Mayflower and they haven't a single relic—unless they bought it—of that famous voyage. The work is going to be a little hard; but we're equal to it and will show the purse-proud Vassarite how a New England blue-blood in the midst of adversity can suffer and be strong."

So for the next twenty-four hours the doors of the best rooms in the ancestral mansion under the stately elms and the windows were open; the fine linen and the priceless china were brought out to do honor to John's home-coming; dear, old fashioned flowers from the old garden were arranged about the rooms in vases just as old, and long before the wagon was heard rattling along the stony, tree-shaded lane, the very elm-leaves were a-quiver with welcome to this "bonnie" bride of the Endicotts. Bonnie? Well, that was the conventional word, a few minutes now would affirm or reject it; and there she was in the middle of the wide wagon seat, flanked by Jane and John, looking the bride to her finger-tips and—driving!

A professional could not have made a finer approach and thrusting the reins into John's hands she leaped from the wagon, waited just long enough to hear "My daughter!" from the sweet-voiced woman before her and then with a whispered "My own dear mother!" she folded that happy mother in her arms. "Father Endicott," she said to the tall, dignified man standing near with an interrogation mark or an exclamation point, nobody could tell which, but with a look upon her pretty face which manhood, old or young, can not withstand—and doesn't try—and he kissed her.

"You and your father bring the trunks right up, John, into the west chamber. You are both tired and dusty and a little soap and water and a whisk broom are what you need most. Come, Florence;" and the elder Mrs. Endicott led her guest to the airy chamber prepared for her.

The young bride looked about her with unrestrained delight. "I hope you see that I'm doing my best not to make you all ashamed of me. I squealed all the way from the station to the doorstep—mother said I might do that—I never saw so many charming things in so short a ride—but I'm going to stop it as soon as I can.

Was this the real bedstead that John the First brought from England via Delfhaven and is this the chair that his Susanna or Mehitable sat on? How solid they are! Not a bit of veneer anywhere. That's what I like. No sham for me. When I come to that I want somebody to write the word after my name, put an e to it, and let it stand 'as a memorial of me!' That's one thing that attracted me first to John. He's mahogany clear through.—There, mother, I am ready; and now I must put you on your guard, for I'm ravenously hungry and I'm afraid I sha'n't be able to restrain myself after the first mouthful!"

"Mother," wrote Mrs. John Endicott, Jr., the next day in her letter home, "I'm improving. I shall never squeal any more. The opportunity of my life for that weakness has come and gone and I did not improve it. It was when I entered that dining room. Grand old rooms, rich carving and furniture, bright glass and silver and fine linen are common enough; but there is all that and something more in that dining room. John's grandmother, I don't know how far back, bought and handed down the linen and such linen! Then the silver—her grandmother started it on its way adown the centuries—and so with the rest of the furnishings. The family portraits—from what we've seen in England I've never liked them, as you know—but one of John's ancestors, he was a Cavalier I judge from his curls, winks at me every time I go into the room. John says he's glad he's dead! Well, I felt like being in a cathedral instead of a dining room. My great hunger and the splendid dinner, however, soon drove away that feeling and I did justice to the good things provided."

There isn't any use in giving that dinner in detail. From "grace" to close it was what good breeding and genial hospitality make such occasions always, and the only incident attending it at all worth recording was when Mrs. Junior John, as Jane called her, flitting upstairs, flitted back again arrayed in a serviceable apron and so far presumed upon her connection with the family as to insist on helping with the dishes.

There is where the details should come in, for there is where the often discouraged heart of John's mother, her reverent hands busy with the sacred relics of the storied past, poured into the soul of her "new" daughter the tale of greatness and grandeur once theirs and of the misfortunes that had forced the family from its high estate. It was a short history—it is only the veneered that complains and whines—and when it was told it was easy to go on with a future full of hope and encouragement. A year or two more at the most and the heavy mortgage would be lifted. Then the house would be repaired, a wide veranda would be built on the front side, a bit of the sold estate would be repurchased, with the returning good fortune would come back the old social conditions and the family name and

family influences would be restored.

So the dishes were done and put away and the happy mother, her heart cheered by her recital, with Jane went out into the kitchen to care for the hired men's supper, while Florence, throwing her apron aside, went out for a stroll along the maple-shaded lane. A bride under such delightful circumstances ought to sing, but she was too busy thinking for that. She stopped from time to time to contemplate the picture the old colonial house made under its high-arching elms, gave one or two decided nods of approval and sauntered down to a rustic seat near the highway under one of the trees. Here John—Young John—seeking and calling found her.

"Sit down here," she said, "I've something to say to you. There's going to be a change here within twenty-four hours or we're going on. Mother and Jane are not going to do this work any longer. I might help. I know how, but I'm lazy and I won't. I've come here, a bride, to be entertained and I'm going to have mother and Jane entertain me and they are not going to do it washing dishes and cooking and doing the laundry work. There ought to be some Samantha Smith and her sister about here who can come in and help and I want you to find them. Your mother has been used to having a carriage and coachman and so have I. I want them now and I know she does. Father and mother are on the way to Geneva, the horses are at home doing nothing and the coachman is taking care of them. I'm going to send for them and enjoy them and I'm going to do it to-morrow. Mother says that one of these days she wants a veranda—a wide veranda—along the front of the house. That time is this summer and it's to be built and I'm going to furnish it before we go. You're to arrange for that with your father to-morrow. Then there is another thing." He knew something was coming for she crowded nearer and pushed her little bit of a hand into his big one. "There is a mortgage on the property and I want you to have it taken off at once. We can't put our money to a better use and, John, I want them to have a good many reasons for being glad that you married me!"

John Endicott did not look around to see if anybody saw him and he—well, now, see here, all I have to say is that he did what any man would have done under the distressing circumstances. As the historian of that particular branch of the Endicott family I will say that Florence Enderly Endicott's honeymoon was a delightful one. Her plans were carried out to the letter. The Smith girls came over and did the work as only home-trained New England housekeepers can. The horses and carriages were duly on hand and made good use of, the mortgage was lifted, the veranda—"a wide one"—was built, furnished and enjoyed and among other good reasons the Endicotts have for John's marrying "her" is the fact that the prosperity they enjoy to-day dates from Florence Enderly's honeymoon

Richard Malcolm Strong.

## DRY GOODS

### Weekly Market Review of the Principal Staples.

**Dress Fabrics**—Indications now are that not only will mohair be strong for this winter, but that it will be a favorite next spring. Wholesalers who are placing their orders for spring delivery are strong in their belief that mohairs will rule then. In the meantime there is little if any change in the fall dress fabric situation. The buying of broadcloths, mohairs, zibelines, etc., continues. The number of buyers in this market is large, and they all seem to have faith in the present situation of the different fabrics for fall and winter. Reorders have not yet begun to come in, so it is too early to say how the trade is taking hold of the lines that are pronounced leaders.

**Trimmings and Braids**—Silk gimp or passementerie is much in demand at present in the better class of goods, and by the importers is considered to be taking the place of the fancy effects in braids. Pull braids are general favorites in all widths; and these generally in the diamond patterns and plain, or a combination of two colors, although the former is more accented by fashion. Then there are the Japanese braids with just the touch of gold to give them the required brightness; these are in demand as the novelty of the season. The fancy shell-shaped and other more elaborate designs seem to be somewhat in abeyance for the time being. For two seasons we had such a run on these braids that it is the natural conclusion of buyers that the public may be somewhat tired of them, and that the time is ripe for a return to more simple and elegant patterns. This opinion accords well with the general fashion tendencies. The silk gimps and ornaments made with the black and soutache braid are much in demand, and among the latter are the button and loop ornaments of various sizes.

**Embroidery**—Gold embroidery plays a prominent part in the trimming of some of the new evening coats, particularly those of white cloth. A 2-inch band of the cloth is embroidered in an allover design, and used for the trimming of the three-quarter length front, for long stole or streamer ends, on the cuffs, and to outline the bolero trimming of the body of the garment.

**Print Cloth**—A Fall River dispatch is as follows: Local brokers report that the week's business in the print cloth market was marked by the same dulness that has characterized trading since the beginning of the strikes. They place the total of sales at about sixty thousand pieces and state that the goods moved were in small lots as spots or for nearby delivery. This condition they believe shows that, whatever business in the way of contracts the printers and converters are doing in other

markets, they are coming here to supply only immediate wants. Nearly all of the sales were on the basis of three cents for regulars. A few styles sold on a slightly better basis. Every week that the strike continues finds the surplus stock going down. To be sure, the reduction is comparatively small, but it is sure, and it is making a hole in the stock of certain weaves that are always in demand. In consequence, there has been a slight increase in the offers for those weaves, but the change has not been of sufficient extent to improve the market much. With business light and mainly in the hands of brokers, the mill treasurers in their daily calls at the offices in The Street are spending most of their time in discussing the cotton market, which interests them just now more than anything else. A great deal depends upon conditions in the cotton market, for should anything occur to enable the mills to re-open many of them would have to buy cotton at once. Few of them have any in their storehouses, and some have sold what they had stored, preferring to get the cash to keeping the bales on hand. The latter are the ones that believe that the strike will be a long one. Manufacturers do not seem to be eager to sell their cloth, and the market is quiet.

**Knit Goods**—The knit goods business is causing the dry goods trade not a little inconvenience just at the present time. This trouble is about fall deliveries and also concerning spring orders for 1905. The chief trouble of spring orders for next year is the subject of prices. The placing of orders for next spring's underwear lags. One year ago the spring business of 1904 had been placed even before the present date. This year there is an evident inability of maker and buyer to come to some satisfactory understanding. The advance calls of salesmen with lines for next spring have not resulted in the average degree of success. There will be less road buying for next spring's line of underwear and more house business. At least this is the present status. Qualities and deliveries are making some wholesalers nervous, and some of the earlier deliveries are getting the manufacturer in trouble. Certain numbers of underwear are being delivered which it is claimed are not up to sample. The principal trouble comes from Southern mills. These and smaller mills throughout the country have not been able to fulfill their contracts for fall and winter goods at a margin of profit for themselves. They contracted for the product of their mills at a lower figure than they were able to produce the goods. As a consequence the deliveries are not equal to the sample. They have not the weight promised and are spotted and specked. Besides these defects the deliveries are delayed. In general it can be said that the character of the product of practically all the Southern mills is far from satisfactory this year. These mills planned to get raw cotton in the home market when they needed it. New England mills, which, in the



PURITAN GIRL

## Next in Value

to a sweet, pure, lovable woman is the corset which will preserve the graceful lines with which nature has endowed her, give support where it is needed and not detract from but add to the beauty of a stylish figure and graceful appearance.

## Puritan Corsets

accomplish all this not only with perfect ease but with great comfort to the wearer.

## Puritan Corset Co.

Kalamazoo, Mich.

majority of cases, have sufficient capital, provided for their needs by buying in advance. The Southern mills are newer and unable to anticipate the future. When Southern mills needed the cotton they found themselves compelled to pay higher prices than they could afford. The better grades of cotton had gone North to the central markets, leaving the cheaper grades in the South. The pressure has been heavy and the temptation great for the newer mills with smaller resources to substitute cheaper grades. They had to do this or lose money, with the result that many sacrificed quality. Instances are reported of certain early deliveries being returned to the manufacturer. This may cause jobs being thrown on the market as seconds. The game of more than one manufacturer doubtless is to deliver a small quantity, a sample delivery, of unsatisfactory product, hoping by doing so to draw a cancellation of all the order. The larger and older mills are standing to their contracts and delivering the goods which they contracted for without murmur, even although it means in several cases a heavy loss to them.

Gloves—Not very much can be said about the current glove business except that a few scattering mail orders are being received. Both fabrics and kids are among them, but fabrics are the principal consideration at the present time. Silks and lises are both in the orders, but the latter are more important and receive more attention from the trade. Hot weather brings requests for silk gloves because they are of lighter material. Whites and blacks are the principal colors being ordered now, proving that they are the general sellers among merchants. Nearly all glove jobbers are looking forward to a most satisfactory glove business this fall. Stocks remaining over from last season were not large and a satisfactory volume of orders is being placed. Golfs are an especially strong consideration among merchants. They are running very much stronger than was expected early in the season, and now promise to be in the lead with the general trade. The city trade in the better stores is considering cashmeres. The silk lined cashmeres are expected to sell freely at least with the best trade. Plain blacks and whites are selected first and constitute a large share of the orders. Attention has already been called to the increasing interest in colors for fall. Colors are showing a very strong hold, and this interest is likely to cause considerable trouble to glove people unless they exercise great care. The importing trade is preparing for an increased demand next spring in colors. One color card for next spring, of a leading importer in kid gloves, reads like this: Browns, tans, slates, modes, pongees, creams, navys, whites and pearls. The colors in fabrics for the spring of 1905 are very much the same as kids. There are more colors being shown in fabrics than for several years. The season promises to be very prominent with the mannish materials both in silk and wool fab-

rics, and buyers believe capes will be a greater consideration than normally. Capes never have been prominent excepting in large city stores. In the cities they have always received some attention both in the West and in the East, and they are much more conspicuous in the East than in the West. Trade outside of the cities has not shown partiality for capes, doubtless because they are heavy and mannish. The city woman must have her mannish glove for shopping and the street. The wardrobe is not complete unless it includes capes.

**The Vogue in Handkerchiefs.**

In the nature of the case, the emergence from one month to the next of striking features need not be looked for in the handkerchief market. As a matter of record, it may be set down that a close canvass of houses handling the goods finds them notably well "fixed" to rise to the occasion, no matter what the demand or its extent may be, and present indications seem to point to the crystallizing of a strong sentiment around hem-stitched and embroidered goods, and scalloped and embroidered. Lace-trimmed merchandise in fine numbers is very well taken. Initials, both in women's and men's, are in evidence, flattering to the judgment of their supporters.

There was nothing shown, this season and last, of lines, adapted to the same use, more beautiful than the Irish hand-embroidered shirtwaist patterns. They found in the fine trade a support that gives promise of better things to come, as they are now being displayed again. The designs shown are new and of the charming character that is supplemented by the exquisite workmanship. To their attraction is added the practical consideration of admirable wearing qualities.

During the last week or two buyers have evidenced more interest in general lines of white goods. No large purchasing is in evidence, but sellers show more desire to operate in fair quantities, although there is not any indication that any particular lines are to receive unusual attention over and above others, but a very fair demand is experienced for general lines.

The position of staple goods shows little change, the first orders being practically concluded, and although more or less business is being received from day to day, it is on the piecemeal order and is simply for filling-in purposes. It is evident that a good many operators have not placed their full quota of orders on India linens or on lawns. Certain blanket contracts which have been placed have not been confirmed, and these factors are enquiring as to what they can do on certain lines, on all of which they are not able to secure the promise of as prompt delivery as they could desire.

**New Styles in Hats Now Interesting Trade.**

It seems to be pretty generally conceded by the trade that brown hats in both medium and light tones will

be good sellers for the coming fall, and possibly to some extent through the winter. It can be easily understood that the trade desires this to be a factor because it will mean an appreciably large business. With black hats the only thing selling a man will usually get along with one for a season, but where colors are in vogue every sale of a color means that much additional business, because nearly every man must have a black hat, even if he has another shade.

The manufacturers and wholesalers of straw hats are much interested just now in the season for 1905. They realize it as an important fact, that it is an almost invariable rule that the styles that sell best at the end of one season will show up strong at the beginning of another season. It is the opinion of the retailer that carries force with this idea. The early buying, in fact, a considerable portion of the buying, is governed entirely by his idea.

Now, with this condition in view, and it is borne out by the statistics of past seasons, we may say that the sennit will be in big demand for next summer with perhaps a trend toward slightly higher crowns with the general trade, that is, everything except the very high priced goods. Negligee effects are looked upon with considerable favor. Two or three prominent retailers have expressed the opinion that many of the manufacturers will show straw hats that follow closely the lines of the new fall soft felts.

There seems to be also an idea and one which is gaining ground that the old-fashioned set brim hats that have been popular in the past will again be revived. The best trade has had them this season and what is more has been selling them. It is thought also by good authority that the sale of sennit hats for next season will increase and still further take the place of split straws, as they have this season to some extent.

**Some Peculiarities of Fame.**

Fame is a shallow thing with raucous voice who can carry only a few names in her head at once and has no memory for faces.

Owing mostly to the difficulty of pronouncing three vowels in fifteen syllables through a trumpet, more Americans than Russians get to be famous.

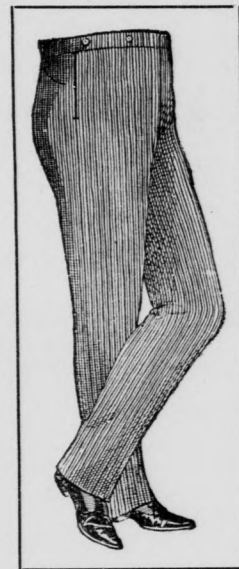
Fame is not the sort of a female for a man to have much to do with before he is forty.

Fame takes her name from the Latin fames, meaning hunger. However, eating nothing for forty days is far from attracting the attention it did.

Fame is sometimes literary and sometimes deathless. Between these two extremes she is all things to all men and some women and children.

One never knows when he may not awake and find himself famous. It is prudent, therefore, to keep writing materials always at hand, for time, tide and the book market wait for no man.

# A Good Point



about our line of Men's Pants is the one of fit. We give that special attention and it's the point that makes steady customers for our goods. We have all grades from \$9.00 to \$36.00 per dozen.

## Grand Rapids Dry Goods Co.,

Exclusively Wholesale

Grand Rapids, Mich.

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



### Observations of a Gotham Egg Man.

The course of events in the egg market, as in love, doesn't always run smoothly and just now things do not seem to be very satisfactory. The Western people seem to have strong ideas of the situation, judging from the reports of price being paid in the country for current collections, but the position of the larger distributing markets does not bear them out in their tony ideas. Of course, fine fresh eggs are as scarce as usual at this season, in proportion to the total offerings, and they bring pretty good prices. If the general receipts of Western eggs could be sold at the current quotation for firsts the country cost might be justified. But the trouble is that the great bulk of stock arriving has to go, on its merits of quality, at about the range of prices quoted for seconds; and this makes a loss in a great many instances.

Highest grades of Western eggs arriving are worth 19½@20c up to 20½@21c for rare lots of exceptional quality; but of the kind worth the former range there are comparatively few, and it appears that shippers are paying prices which require sales here at 19½@20c or better for a great lot of stock that has no selling value above a range of 17@18½c here. I have heard of a great deal of dissatisfaction on this account among shippers, and many orders to store goods that can not now be sold except at a loss. A good many cars of these medium and under grade eggs have gone into the warehouses here during the past ten days and it does certainly seem as if the outlook for them is anything but promising. There are too many eggs already in storage to make further additions a safe proposition at a time when we ought to be effecting some reduction. Production is holding up remarkably well and we are even getting stock from Southwestern points in quantity far beyond the usual for this season.

August egg receipts in the leading markets are holding far above the figures of last year, which indicates the larger production which is undoubtedly responsible for the failure to reduce refrigerator stocks to any important extent during July and August. Philadelphia is the only one of the four large markets—New York, Chicago, Boston and Philadelphia—to show any decrease in August egg receipts and the total increase for the four cities amounts to nearly 7 per cent. so far in August, while prior to August the rate of increase was something less than 6 per cent. If this is any criterion of the increase in egg receipts to be expected during the fall it looks rather blue for stored stock.

Matters will certainly be made worse if country paying prices are maintained at so high a point as to prevent profitable sale of current col-

lections in consumptive channels and induce packers to avoid present losses by continued storage. If there is any salvation for the situation at all it would seem to lie in keeping prices down low enough to force the late August and early fall production into consumption.

I have heard many complaints of late as to the quality of many of the eggs arriving from Northerly sections—Northern Ohio, Northern Indiana and Michigan. During the early part of the year the eggs from those sections are generally preferred, but at this season, while they may average better than those from farther south, they are extremely irregular in quality and value. Some of the shippers up there seem unable to understand that the name of "Northern Ohio" or "Northern Indiana" or "Michigan" is not alone sufficient to warrant prompt sale at top market price at all seasons. It would be plain to them, however, if they could see some of the goods before the candle when under examination by buyers here. There are some marks of eggs from those sections, gathered at frequent intervals and closely candled and assorted before shipment for which top prices are readily obtained—say from 19½c up to 20½c or even 21c. But a majority of the shipments from those Northerly points show severe hot weather defects, and are worth no more and sell no higher than the goods coming from Central and Southerly sections. —N. Y. Produce Review.

#### One Thing at a Time.

One of the reasons why many men fail in the presence of great opportunities is that, confronted by the necessity of accomplishing a great many things, they try to do them all at once. Discussing this subject, a contributor to the Commercial West says:

"Trying to do one's whole week's work to-day tangles and trips the work of to-day and makes a mess of to-morrow. One of the good rules of good business men is: 'Never do to-day what you can do as well to-morrow.' This calms one's mind concerning the puzzles of the future and leaves him free to handle to-day's burden. It is a rule that is safe only for the industrious man to follow, and for him who is honest with himself. But for him it is of incalculable worth. This rule applies as well to resting as to working. The man who cannot give the clear right of way to sleep or play, in their appointed time, is sawing off years from the last and best end of his life. The man who lets his mind forever float like a toy balloon may last a long time on earth, but he won't live much. The man who habitually lets to-morrow tread on the heels of to-day may make a big muss in this world but he'll die for lack of breath some day and leave no enduring monument to his hard labor. The man who does things that count now and endure hereafter is the man who works with undivided mind when he works, and rests with undivided mind between times."

## 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.

## Butter, Eggs, Apples, Pears, Plums, Peaches.

I am in the market all the time and will give you highest prices and quick returns. Send me all your shipments.

R. HIRT, JR., DETROIT, MICH.

## 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.

## 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

**How to Load a Straight Car of Eggs.**

Begin in one corner of the car.

Set case lengthwise, and tightly against end and side of the car. End case, set on floor, tightly against first case and against end of car.

Continue this layer entirely across car, seven or eight cases as the space may allow.

Now follow with second layer and set cases exactly same way as first layer, so that one case sets squarely up on the other.

Continue these layers until high enough to accommodate the number of cases to be loaded evenly over entire car.

This will nearly always leave some space open on opposite side of car from which we started.

Now the second row: Begin on opposite side of car from the one we started with first row.

Pile same way as first row, not forgetting to load tightly. This will leave an equal space open on opposite of car from which we found such space in first row.

Third row: Begin on same side of car as we did with first row, so that the space left open will be found on same side again as of first row.

Continue this method until within 3 or 4 feet of middle of car. Now measure carefully with some cases the space not occupied and find how to arrange the balance of cases, so as to fill out this center of car tightly. Sometimes it is necessary to put three cases crosswise in car, but avoid putting cases crosswise if possible.

One good way is to start all the rows for which space is yet left at one time, on one side of the car, and thus finish a space only one case wide at a time, being particular to push all cases of all rows tightly towards one end of the car.

Now, there may be a few inches of space left between the last started row, and the one already piled all the way across.

Therefore push the second width of cases in the newly started rows all tightly towards the opposite of the car from which you pushed the first width.

Place the third width of cases same as first width, the fourth same as second, etc.

My experience in loading and unloading during the past nine years is that not once has a car of eggs loaded in the above described manner been found in bad condition at destination.

It is, however, very seldom that a car from the West comes loaded in this manner.

It is a mistake to leave an open space between every case of the floor layer, so as to let the cold from ice chamber pass under goods.

These floor layer cases will generally be squeezed apart, thus damaging both cases and eggs, making unnecessary expense and much trouble to all concerned.

Cars containing both butter and eggs should be loaded with the butter in the ends, for the following reasons:

1. Butter tubs do not pack tight-

ly and thus leave space for the cold air from ice chambers to pass through the eggs.

2. Many cars have improperly constructed ice chambers and thus water is splashed against the goods. This will not injure butter as it would eggs.

If both butter and eggs are properly loaded, I do not see why there is any more danger of damage to goods from bumping of cars than if butter is placed in middle.

Before a car of eggs is started to be loaded the ice chambers should be carefully examined. Dirt in drip pan should be removed, and drip pipes cleaned.

This may often avoid much annoyance and expense to shippers, receivers and the railroad companies.

When using ice in cars eggs should be placed on flat solid floor racks that are about 2 or 3 inches high.

The round or oval strips nailed to the floor in some cars are no good and permit injury to the bottom layer of cases. They are not a preventative of water getting into the eggs.

M. C. Spatz.

**After a Bargain.**

It was evident that she was troubled.

"I think I prefer this," she said, indicating a roll of cloth on the counter. "You say it has been marked down from 12 to 10 cents a yard?"

"Yes, ma'am," replied the clerk.

"It's really what I want," she continued, "but this," and she indicated another roll, "has been marked down from 12½ cents a yard, as I understand you?"

"Yes, ma'am."

"Then I should think the other ought to be down to 9½ cents."

"That would be cheaper than we can afford to sell it, ma'am."

"But you have taken 2½ cents off the price of the other and only 2 cents off this," she protested, taking up the first roll again. "That makes the other the better bargain."

"It's very cheap at 10 cents a yard, ma'am."

"I suppose it is, but it isn't as good a bargain as the other."

"I can't make it any less."

"Then I suppose I will have to take the 12½-cent goods, but it seems a shame when I would rather have the other. You may give me ten yards."

**Power of Genius.**

Vulcan is the fabled artificer among the gods of Greece. "He built of brass the houses of the gods. He made for them the golden shoes with which they trod the air or the water, or moved from place to place with the speed of the wind. He shod with brass the celestial steeds which whirled the chariots of the gods through the air, or along the surface of the sea. He was able to give his workmanship self-motion. He even endowed with intelligence the golden hand-maidens whom he made to wait on himself.

Opportunity is not the thing that's lacking now-a-days. Opportunities are many, but men to seize them are few.

# Butter

Markets generally are getting a little more life into them and I look for an increased demand from now on, though the dry weather is making bare pastures and poor quality.

Prices on fresh common run of dairies are about a cent better.

**E. F. DUDLEY, Owosso, Mich.**

We want more

# Fresh Eggs

We have orders for

**500,000 Pounds  
Packing Stock Butter**

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

**Grand Rapids Cold Storage Co.  
Grand Rapids, Mich.**

For fifteen years I have worked to build up a

# Good Michigan Cheese Trade

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

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

**"GET-RICH-QUICK" MAN.****All Classes Prove an Easy Prey for Him.**

"If it were not that the desire to get something for nothing is so strong in people of all kinds and classes there would be no room in the world for the get-rich-quick concern," said a police official. "But the gambling instinct is so strong in man and woman that whenever the chance apparently is offered to make money without working there are always plenty of them ready and anxious to risk their hard earned coin in the care of get-rich-quick swindlers and their ilk. It matters not what kind of a proposition a man may have, whether it is a fictitious gold mine in Alaska or a three wire sure thing at New Orleans, if it is put before the public with the proper wording and an oak finished office to back it the dear public, from the preacher to the barkeep, will come a-running to help the get-rich-quick man lay by enough to make his big getaway when the police break down the doors with evidence to convict. The supply of the easily 'done' in the land is unbelievable to the layman."

What with the activity and effectiveness of the police and the publicity and notoriety given to their machinations by the press of the country it would seem that the get-rich-quick swindler would hardly find victims enough among the public of a great city to warrant his exposing himself to arrest and a subsequent term in the penitentiary. But, according to the detectives and policemen who have worked on the "swindling detail" in the city for the last few years, the inevitable "sucker" is still to be found in undiminished quantities throughout the country. How this can be in the face of the fact that each day there are circulated in the public press accounts of the arrests of bands of swindlers, and often an outline of the methods of their operations, is a mystery to the police themselves, but the harsh fact remains, nevertheless.

The victims of the get-rich-quick man do not come from any one class of people, nor are they all to be counted among the weak minded and imbeciles. The country cousin does not excel the city man in numbers nor gullibility. If a list of the names found in a recently raided Chicago concern were published with this article it would cause consternation among circles where the names and reputations of men are supposed to be guarantees for sound business sense and acumen. Merchants and their clerks, street car conductors and the superintendent of the line, doctors, lawyers and even ministers of the gospel were among those who had listened to the siren song of the 200 per cent. man and had contributed liberally that the financier might go to Europe in the first cabin and hide himself in Paris until the noise of his scheme's explosion subsided.

The schemes of the get-rich-quick swindler and the ingenuity and originality with which he foists them on the public are apparently without end or cleverness. His monetary

capital is certainly enough to rent and furnish an office, hire a stenographer and have quantities of stationery printed and lithographed with the most imposing of firm titles. His stock in trade is Nerve, with a big N, and a particularly ripe knowledge of certain phases of human nature. His methods vary as widely as do men, but the shallowness of his scheme is apparent to all when once the veneer of the "front" is taken off by the police. His victims' contributions to his coffers vary from the \$1 of the widow and orphan to the hundreds of the prosperous professional or business man.

The turf investment scheme is the one that gets the largest variety of victims. Everybody likes to place his or her money where they know for certain that it will be returned to them in a day or two multiplied by a hundred fold. The simple, childish faith with which merchants, clerks, sinners and saints, the sophisticated and the verdant, climb to the office of the turf investment "bureau" with their money in their hands and beg the "investor" to take the same should silence the carping tongue of the cynic who declares that human nature is growing cold and suspicious. The turf specialist takes the money and pays a dividend the first week that delights the heart of the victim; and the second week, or possibly the third, he removes his lares and penates and the kind people's money to another and easier sphere of activity.

The "investment company" comes after the turf scheme in the number of dollars garnered from the public. This is conducted on a more magnificent scale than the petty get-rich-quick affair and yields a proportionately larger rate of income. The class of people that come to the net of these men are a more thrifty sort than are attracted to smaller concerns. The "investment company" goes after the "client" who has from \$50 to \$300 to invest—and gets him, too. An investment in the Ragged Shirt silver properties in Nevada which is absolutely guaranteed to net a return of over 100 per cent. within six months appeals to the man who would shun the turf investment as a fake and he goes into it with unlimited faith and an open pocketbook. When some fine morning he goes to the office of the company and finds it vacant, with the police sorting over the mail for further evidence, he suffers a shock that effectively seals his lips. Few of the investment company's victims have it in their heart to disclose their names or the amounts to which they suffered. It is the little loser alone who squeals, and this fact renders the capture and conviction of the swindler all the harder.

The investment company dallies also in stocks and market reports and "operates" on the board of trade. This helps to bring the wealthy agriculturist into the reach of the swindler and furnishes a lucrative and easy source of revenue. The farmer invests much more on an average than does the average city man and

when he gets nipped is even willing to bribe in order to keep his name a secret. "I wouldn't let the folks at home know of this for a thousand," said one, and this is the general sentiment among the rural "sucker."

While the turf scheme and the investment company are oftener before the public through arrest or exposure, they do not form the majority of the swindling schemes that promise a fortune for little outlay, according to the police. The matrimonial bureau, despite the persistency with which its evils are exploited by press and police, is still perniciously active in separating man and money. While on the cold face of things it would seem that any man possessing his ordinary faculties would be chary of entering into negotiations with "a beautiful young widow (talented and blonde), with \$700,000 to give to a gentleman who would prove a kind and loving husband," each day finds hundreds of them in the bright and enlightened land of America who send in their money to the obliging agent who is to secure the first interview.

This is one kind of concern where the victim from the country district predominates, yet in a place raided recently by the police were found letters of enquiry about the ubiquitous blonde widow with the surplus wealth from men of high public station in the world, running even up to one august member of the United States Senate. The extent to which the business of marrying off the blonde widow is pursued may be judged by the fact that one bureau when raided had in its possession 2,500,000 letters pertaining to the delicate subject of finding a life partner. The manager of one such establishment even went to the trouble of introducing his wife as the widow with money, but the greater part of them are content to take the matrimonial aspirant's coin and inform him that he was too late, that the widow found her soul affinity before his name was reached on her list. It is obvious that when a man gets caught in such a game he will seldom "holler," so the way of the matrimonial man is one sweet, long song of fat remittances until the detectives get on his trail and make trouble.

In fact, to sum up the career of the get-rich-quick man, it is this reluctance on the part of the victim to turn evidence that enables the swindler to escape prosecution, sometimes even after he is arrested. Practically the only ones who will tell of their losses are the poor people who have lost but a few dollars; the better class of "suckers" realize how simply they have been duped and do not wish to have the fact made public.

Henry Babbitt.

**Decree for Twice the Amount of Original Claims.**

Detroit, Aug. 27—One of the earliest cases to come before Referee in Bankruptcy Harlow P. Davock now bids fair to be closed after over five and a half years of litigation. The case is somewhat remarkable owing to the persistency of the cred-

itors in fighting for their rights. The original claims amounted to a little over \$3,100, and under the latest decision the defendant in the case will have to pay all claims in full and all costs and expenses of litigation, including the fees and expenses of the bankruptcy proceedings. These bring the amount to be paid to over \$6,200.

On December 14, 1898, a petition was filed by the creditors of Fred E. Hazle and Frank B. Clark, of Ovid, asking that they be adjudicated bankrupts. The adjudication was made and a trustee appointed. The trustee, after investigation, claimed that the bankrupts had fraudulently disposed of their property to one Nathaniel Clark, the father of Frank B. Clark, one of the bankrupts. Clark and Hazle had each borrowed \$1,500 on their personal paper and opened a shoe store at Ovid. When the firm became insolvent the store was sold to Nathaniel Clark for \$3,000, and he also bought the stock, giving in payment therefor a check for \$5,000, drawn to the account of one Lamb, a brother-in-law, for whom Nathaniel Clark did business.

The trustee in bankruptcy brought suit against Nathaniel Clark for the full amount of the claims in the Circuit Court of Clinton county and won the case. The case was taken to the Supreme Court of Michigan, and the decision was there reversed on the ground that an action involving proceedings in bankruptcy could not be brought in a State court. In the meantime the United States Circuit Court decided that an action could be so brought in a State court. The trustee in bankruptcy then brought suit in assumpsit in the Clinton Circuit Court, alleging fraud, and the trial judge rendered judgment for the full amount of the claims, amounting to over \$3,100. This judgment was set aside on the ground there were questions of fact which should have been submitted. The trustee in bankruptcy then, on behalf of the creditors, filed a suit in assumpsit against Nathaniel Clark for an accounting, and the Clinton Circuit Judge decided that the defendants had received certain property in violation of the bankruptcy law, and made a decree that Nathaniel Clark, the defendant, should pay to the trustee in bankruptcy, the plaintiff, the entire amount of all claims proved against the estate, amounting to \$3,100, and all costs of litigation and fees and expenses of the bankruptcy proceedings not to exceed \$6,234.32. Thus intimating, according to the decision of the court, that the bankrupts had attempted to defraud their creditors.

**Chivalry—or Just Meanness?**

"Do you carry on a matrimonial brokerage business?"

"Yes.

"Who pays your commission—the bride or the bridegroom?"

"I never tell that. That's a secret."

No matter how homely a minister is a woman always says he has a good face.

# DO YOU WANT A CHEAP CASH REGISTER?

HERE IS A PAGE OF THEM



PRICE \$10



PRICE \$25



PRICE \$40

PRICE \$50



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PRICE \$150

WE MAKE 393 DIFFERENT STYLES AND SIZES OF CASH REGISTERS. SOLD ON EASY MONTHLY PAYMENTS.

If you are thinking of buying a cash register, communicate with us or our agent. There is no need of taking any chances elsewhere when you can buy a better cash register and for less money from us.

**NATIONAL CASH REGISTER CO.**  
DAYTON, OHIO

AGENCIES IN ALL PRINCIPAL CITIES

We have for sale several thousand registers of other makes at one-fourth to one-third their original list prices. These registers were taken in exchange as part payment for Nationals and are guaranteed to be as good as when they left their respective factories.

**SILK STOCKS LOW.****Retail Stores Now Showing Fall Styles.**

New York, Aug. 29.—There has been very little said about the curtailment of silk manufacture, yet more has occurred than some merchants have suspected. Early in the season some of the leading silk mills of the country introduced a plan of curtailment in their output which has left the market in a condition not far removed from a shortage in some lines. Silk manufacturers have practiced conservatism because their experiences of last season were unprofitable and many suffered sharp losses. The surplus silk stocks in the hands of manufacturers are inconsequential, which has acted as a factor of marked improvement in the general situation.

The fall season has advanced to a point where manufacturers are not eager to concern themselves with duplicates for immediate production. They much prefer to pass the present and look to the future. In future consideration of the low condition of silk stocks in the hands of manufacturers the statement can be made that few or no auction sales are being held. If there were surplus stocks, they would appear through the medium of the auction.

Naturally one turns from a consideration of stocks in the hands of manufacturers to the condition of retail stocks. From reports of wholesalers and roadmen who have been among merchants recently a generally low condition of stock obtains. The demand over the retail counter has been satisfactory and the present stock can conservatively be characterized as limited.

Styles and conditions favor a good demand for silks for fall. Merchants apparently face a market which is not over-supplied with stock. The indications now are that the present is the very best time to order one's line. The price consideration does not enter into the situation, as there have not been any variations and none are in prospect. If changes of consequence are anticipated, they are of an upward character. A feeling of stability exists in the quotations of prices. Some merchants are acting in the belief that it is wisest to secure themselves now and are asking their jobbers for immediate deliveries of the orders which they placed for fall silks. This spot delivery request indicates that some at least are not going to take chances about future deliveries. It also would seem to prove a steady current demand experienced by merchants for silks. The factor of cancellation is clearly eliminated from the present silk market.

The cutting up trade is largely interested in black taffetas and peau de soies at this season of the year. The general counter trade is divided between fancy and plain silks. The newest silks of chief popularity with the best class of shoppers are the softer weaves. Particularly in the Eastern cities are the soft silks received with favor. Excepting the large cities these soft silks are not expected to prove popular with the Western trade. No large volume of business

is looked for in these goods. The woman who buys a half dozen silk dresses at a time will consider the soft silk, but the woman who can afford but one silk dress is hardly going to buy the extreme. Neither the average woman nor merchant will give much attention to this silk.

"A sprinkling of soft silks will be all right," is the way one prominent silk man puts the situation.

Current business keeps up very well even during the acknowledged dull month of August. The silk departments are daily receiving mail enquiries for silks, indicating a continued interest in them over the retail counter. More than mere orders for samples are the orders being received from the samples sent. In these mail requests are orders for silks suitable for the shirtwaist suits. Both plain and fancy enquiries are received, although fancy taffetas predominate. The demand for black taffetas is an item of more than passing moment. One department reports three times the expected demand for certain desirable black taffetas, and says that the demand is of the "hurry" kind necessitating shipments from the silk mills by express.

The leading city retail stores are showing the first of their fall silks. It is important to observe that some of the leading silk men have faith in the shirtwaist suit, not only for fall but into the winter. Fancy taffeta silks are prominent in the early showings. The patterns are on the order of those shown and sold this summer, modified by the necessities of the season. The weights are heavier and the colorings darker. But the effects are much the same. Indeed, the color combinations are a marked continuation of the summer line. The softer weaves are seen more than at the beginning of last summer's season. Chiffon taffetas in all prices appear. Plains, glaces and chameleons are all endorsed, if appearance in the lines is endorsement. Louisines and peau de cygnes both appear, but taffetas easily lead. Note should be made that the small effects are most strongly recommended, but there is a touch of some large effects. In Louisines Persian mixtures of large design are seen. Another new silk is a single pattern on a plain ground. These patterns are large and several inches apart.

One of the first things shown is a fall silk or silk sacking in a variety of colors. The "Burlington" sacking is seen in the fall colorings. These silks are not the conventional soft, smooth silks, but are rough, resembling an ordinary sacking, after which they are named. A good one jobs at \$1.65 and for the best trade is expected to be popular. The silk sacking is a pure silk, too expensive for the general trade, but having qualities for the fashionables. They are too heavy for warm weather, but should be justly popular and serviceable for cold weather. The best width is 27 inches and 15 to 18 yards are required for a costume; some of the fall colors in which they appear are browns (golden particularly), reseda, emerald, old rose, Nile and cream.



Misses' and children's "Palmer Garments" have just as much style, snap and "go" as the ladies' line. Couldn't be otherwise, for "Quality First" covers the whole establishment. Moreover, it's not a side issue, but a flourishing branch of the business, conducted on independent lines, yet profiting by its association with the big line. Just now both lines are at their best.

## Percival B. Palmer & Co.

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

The "Quality First" Line

Chicago





**Evolution in Clothes-Making Which Hurts Cheap Tailors.**

The evolution in the making of men's wearing apparel in the ready-made lines has resulted in better clothing at less money than good clothes have ever been sold for before. Men have always bought and used clothing up to a certain price as a mere necessity. Above that price there has always been a demand for garments where more attention was paid to good workmanship and to details necessary to please good dressers. The local tailor has failed to satisfy this demand on account of the enormous price that his limited facilities compel him to charge. The portion of this demand that the retail clothier has succeeded in satisfying has brought practically no profit to the retailer. The average retailer in the small towns is compelled to buy an assortment of styles with the necessary and complete assortment of sizes of medium and high priced goods. The result has been that he found himself at the end of the season with broken lots of odd sizes of high-priced goods, cut in extreme styles, made from extreme patterns, in which he has a large amount of money invested but must sacrifice at a loss that in many instances absorbs the entire profit on the few styles that he has sold. The situation has been grasped by some of the better class of wholesale tailors whose prices are about the same as those who manufacture the better grade of ready-made clothing. They have thoroughly organized large shops in trade centers and by their improved methods and modern machinery are slowly but surely driving the small local tailors out of business, it being impossible for them to compete.

Both the dealer and the consumer are awakened to the advantages they offer. The former is beginning to realize that he can supply the demands of his customers at practically the same price without the necessity of having a dollar invested. The latter realizes that it is no longer necessary for him to wear garments where neither the fabric, style nor fit is satisfactory. Neither is it necessary for him to spend more than he can afford to pay to have his clothes fit his individual requirements. He realizes that by improved methods the long-felt want is being supplied, and he can now buy a suit or overcoat for from \$20 to \$30, made to his individual measure and tailored in an artistic and substantial manner.

That this evolution in the clothing industry has come to stay is evidenced by the fact that the trade of the best houses in the industry is growing by leaps and bounds. Their facilities are being utilized by many clothing dealers in the small centers, and in many important cities by young men who are making a speciality of the retail tailoring business, fitting up handsome salesrooms, and having all of their garments made in New York, which enables them to give their customers as good, if not better, workmanship, than local tailors, at from \$10 to \$20 less money per garment.

Clothing salesmen are preparing for

the second trip. At the present time they are quite busily engaged in taking care of their merchant friends in market. Buying has progressed so far that a fairly accurate estimate can be made of the styles which will be popular for the coming spring. Both the sack and double-breasted coats will undoubtedly be cut a little fuller than last spring and be cut in a trifle at the waist. The collar will be a trifle wider and about the same width as the most popular style for this fall. A stylish model on the double-breasted order has four buttons. Only three of these will be used, however, with the long roll lapel.

Single-breasted vests for this fall have four or five buttons and are made both with and without collar. Not a few of the leading manufacturers are having a decided success with the notched collar. The most popular trouser style this fall is conservatively loose throughout and a trifle longer over the shoes than heretofore. Purchases in trousers for this fall should be in favor of the pattern that is full throughout.

Retailers are having great success in ridding out their summer stocks of boys' and children's clothing. Washable stocks are about closed out. Buyers in market are making their purchases with the view of conducting school suit sales early in September. These merchants are demanding immediate shipment and will use these new fall leaders as helps in working off whatever stock may still be on the shelves. Sales of this nature, however, partake of an advance autumn showing, and the styles displayed are bound to be looked upon as advance fall styles.

The double-breasted Norfolk and blouse suits for boys, both in solid blues and mixtures, are proving most popular with the market buyer. Bloomer style in trousers is well liked, although their reception by the trade has not been as favorable as was anticipated by some of the leading manufacturers. The belted styles in zibeline mixtures promise to sell well in the higher class grades.

Conservatism and yet plenty of novelty marks the best sellers in the boys' overcoat line. Never before has so much care been given to the grade of workmanship and quality of materials used as this season and the illustration is indicative of an ideal garment for cold weather use. These garments are as carefully made as are the more expensive garments for grown-ups. Three-quarter length reefers highly ornamented with shields and Japanese emblems will be very popular this winter.

**Quickly Concealed.**

"My boy," said the benevolent parson, "I hope you do not hide your light under a bushel?"

"Light?" echoed the lad, who was learning to smoke in the barn, "why, when I hear dad coming I hide the whole cigar under a bushel."

Salespeople should care for their teeth. A mouthful of bad ones often does harm with a sensitive buyer.



**99/50**  
 -OUR-  
**NEW OVERALL**  
**\$4.50**  
 DOUBLE & TWIST INDIGO,  
 BLUE DENIM  
 SWING POCKETS, FELLED SEAMS  
**FULL SIZE**  
 WRITE FOR SAMPLE.



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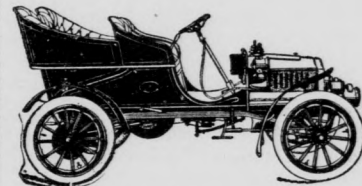
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We solicit your orders. Prompt shipments

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

**New Oldsmobile**



Touring Car \$950.

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

**Adams & Hart**

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



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

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Grand Rapids & Indiana R'y.



Grand Rapids, Michigan

### Fall Hat Business Close to the Record Mark.

Stiff and soft hat manufactories are busy places at the present time, as hat making for fall is in full swing. Every factory is working full time and will be for two months more. The fall orders taken on the road were numerous and large, but the fall business is being increased every day by the purchases of the many buyers who are now in the various markets. Manufacturers say that the fall business will be close to the record mark.

Several manufacturers of "special" styles have placed their productions on sale during the month just passed. The styles are all natty and none are extreme. From the styles already issued it appears that the full round crown will predominate this season. Other special makes will be introduced during the present month, and while it is the general supposition that the styles yet to be shown will be similar to those on sale, still, there is the possibility that some manufacturer will introduce a novelty that will meet with quick favor.

As it is seldom that novelties in hats "sweep the country" there is every reason to believe that the fall business will be done on the reliable, conservative styles that are being shown. It is difficult to make a hat with other than a round crown and have it suit the tastes of so many wearers as does the full-shaped hat. The brims on the fall styles are slightly pitched in front and rear; a few good shapes have nearly flat set brims, and the curls are mostly of the oval and open varieties.

There will be a continued effort on the part of manufacturers and retailers as well to continue and increase the popularity of brown derbies. The subject of brown hats is still fresh in the minds of all retailers, who are aware of the fact that colored stiff hats sold well during the past season; and it will be no surprise for them to learn that the fall season will see them in still more general use. This paper has all along remarked the appropriateness of brown hats for the fall season of the year, and in this connection it should be said that the opportunity is at hand for every retailer to increase the sales in his hat department by energetically pushing colored derbies. It is understood that brown cloths for fall wear are being pushed to the front by the clothing manufacturers and orders for garments of this color are reported as being most numerous. While it is true that many men purchase but one hat a season, it is also true that many men who will purchase a colored hat will also purchase a black one, and should the retailer give colored hats the prominence they deserve at this time there is no reason why his sales should not be increased 25 per cent. Of all seasons of the year fall is by all odds the best season for brown hats. A number of shades of brown hats from light to dark are being shown, but the medium shades are most attractive and to date have sold best.

The subject of soft hats is an im-

portant one at this season of the year, because of the great amount of out-of-door exercise indulged in by many people during the early fall months. The work of the buyer in making his selections at this time is not in any way simplified by a decrease in the variety of styles that are shown, for while the staple alpine shapes are shown in every line, the range of natty styles has been increased and embraces a wider variety than usual of the low crowned outing or golf hats. On the introduction of the low crown soft hat a few years ago, manufacturers were contented to designate the style as an outing hat; with the increase in popularity of golf thename was changed to the golf style. At the present time the style of some of the hats has been slightly changed and has found great popularity with students, so that at the present the hats are known as college styles. These hats go through a process in the making which renders them very soft and mellow, and as they are produced in light colors they are extremely handsome to the eye, as well as delightful to the touch. The crowns are low and are so shaped that they can be worn creased, dented or telescoped. All have wide raw-edge brims, usually flat set, and are worn pulled down in front as a shade to the eye. Traveling salesmen report heavy sales on hats of this style and there is every reason to believe that they will be worn in great numbers in all parts of the country. Two extremes of colorings are shown, the light shades of nutria, which included pine and mouse, and the dark blue, which sprang into such popularity a short time ago. These hats have crowns four and a half inches to five inches in height and brims three and one-half inches to four inches in width.

Straw hat manufacturers all unite in saying that the present summer season has been an excellent one for the straw hat business. While the season was somewhat backward in some sections of the country, still it is believed that most retailers have done well with their straw hat departments. The manufacturers have prepared their sample lines for the season of 1905, and before the month is a week old a majority of the traveling representatives will be on the road.

The straw hat season just closing has been exceptional in the fact that but few novelties were introduced, and none worthy of special mention. The hats for which there was the greatest sale were the split and sennit braid yacht shape, and Panamas, there being little or no demand for hats made of fancy braids. So far as it is possible to learn at this writing split and sennit hats will be given the greatest prominence in the sample lines of braid hats for next season, and in woven hats there will be practically but one—the Panama. Several seasons ago, when the Panama hat craze was at its height, many people predicted that one season would end the popularity of this imported article. But it was not so.—Clothier and Furnisher.

## The William Connor Co.

WHOLESALE CLOTHING MANUFACTURERS

The Largest Establishment in the State

28 and 30 South Ionia Street, Grand Rapids, Michigan

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

Spring and Summer Clothing on hand ready for Immediate Delivery

Mail orders promptly shipped.

Bell Phone, Plain, 1282

Citizens' 1957

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

# "We Say"

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

## Men's and Boys' Clothing

in the country. Try us.

### Wile Bros. & Weill

Makers of Pan-American Guaranteed Clothing

Buffalo, N. Y.

THEY FIT

## Gladiator Pantaloons



### Clapp Clothing Company

Manufacturers of Gladiator Clothing  
Grand Rapids, Mich.

4 Cubbs  
to a "Stock"  
Shirt at  

---

Tom's



### Shoes Adapted to the General Store Trade.

Now is the time of the year to make a heavy onslaught on all odds and ends in the shoe department.

You shouldn't have so very many on hand, but the best of shoe men will let them accumulate to a certain degree, and the thing to do is to get rid of them at most any price.

Even if you are confining your shoe stock to one line exclusively you will find by looking along the shelves that there are a few pairs of this and a few pairs of that that you can not hope to sell until next summer unless you go at them at once and clear them all out by the middle of August.

And if you buy shoes of several different firms the situation is still worse, for where you would have five or six dozen when handling only one line you will have twice or three times as many if you have bought of Tom, Dick and Harry.

I take it for granted that you have been pushing summer shoes for the past month at least. You have probably reduced prices 15 or 20 per cent., and have cleared out the better part of them, but this article is to urge you to make a final effort and clear out everything, so that when you get in your spring shoes next year you will not be hampered by having a lot of old stock in your way.

The best sizes and styles are probably all gone and what remains must be sold at any price. The old saying, that anything is worth what it will bring and no more, holds good in this case.

I have seen shoes that cost \$2.25 and \$2.50, priced at 98c and have seen them refused day by day, and finally sold for a quarter a pair. The styles were old, the sizes were extreme, either one way or the other, and take it all together, it was a good riddance of bad rubbish. If they had been worth more they would have brought more for no merchant is going to sacrifice goods for the fun of it, but will get everything possible out of them.

We will first take up men's shoes and see what your odds and ends consist of.

At the first of the season you probably bought a dozen pairs each of men's oxfords in vici, medium toe, vici, wide French toe, box calf, popular toe, patent kid, probably two styles, and patent colt the same.

Now I am going to make a guess at what you have on hand. Of course, it's understood that I am taking into consideration a shoe department in a country town, and not an eight or ten thousand dollar shoe store.

Here's about what you have on hand of the medium toe vici: 1-6, 1-6½, 1-9½ and 1-10.

Of the French toe, 1-6, 1-8½, 1-9½, 2-10. It's not often you will sell any size above a 9 in a wide, plain toe oxford. In the first place a cus-

tommer will fit that style of a shoe short, in spite of all you can do, and in the next place a man with a No. 10 or 11 foot seldom wears oxfords. And again, vici oxfords are not as ready sellers as either box calf, velour calf or patent leathers, and it's a good idea to not overload on them.

These have probably sold better than the vici and you only have three or four pairs left; 1-6, 1-9½ and 1-10 constitute the remnants of this stock.

Here is probably where you missed it in buying. You didn't have enough and had to re-order. If you were wise you only ordered the sizes you run out of, but for the benefit of those who were not cautious in that direction, I will suppose that you have the following on hand: 2-5½, 2-6, 1-7, 1-7½, 2-8, 2-9½ and 2-10.

When you first got them in you sold out your 5½ and 6's, and when you re-ordered you had the same sizes come in, with the result that you have most of them on hand, and the season nearly gone.

Get a table and place it in the front part of the store. Get all these odds and ends and place them on this table in cartons, with one shoe on top of the box. If it were not for the dust and dirt, it would be a good plan to take both shoes out. The shoe that was exposed to-day should be carefully wiped off to-night, and put in the box, and the other one should do similar duty to-morrow.

Get a piece of cardboard about 24 inches square and have this sign painted on it: "Positively last call on oxfords! This is all we have left from our summer stock and if your size is here it will pay you to buy them and keep them until next spring. We won't carry a pair over. Your choice for \$1.98."

They cost you from \$1.75 to \$2.25 and you will not make a cent by the transaction, but you will get rid of them, and maintain your reputation for never carrying goods over.

And don't you know that goes a long way with a customer? If he knows that what he is buying is this season's goods he will be much better pleased, and will have more confidence in you.

In the women's and children's stock you are in better shape than you are on the men's side. Women wear oxfords much later than men, and some wear them all winter, and about all the odds and ends you have in this stock are irregular sizes.

If you haven't been a careful buyer you will find that you have several pairs of 2½ and 3's on the shelf. Most of them are good sellers and popular styles, but how many women in your community wear such small shoes? A great many of them think they do, but when you come to fit them on you can see they are sadly mistaken.

Get a table similar to the one used for men's oxfords. Collect nearly all of your small and large sizes in women's shoes and oxfords, put in a few pair of strap slippers, and also some white kid slippers, including misses' and children's sizes, have a sign painted similar to the men's sign, and place this table directly behind the men's table.

When a woman comes in who can not be fitted in this lot you may stretch a point and get her size off the shelf, make a slight reduction, to keep her from being disappointed, and let her go out in good humor. Don't be afraid to use a little news-

paper space to tell about this sale. Now some merchant will say. "What's the use of making a big splurge and spending a lot of money right in the midst of the dull season?"

That's the time to create a stir. If your store were crowded there

## 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.



## 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.

wouldn't be as much need of advertising as if there were no customers. And, besides, this is a genuine reduction sale, and if you have the reputation of telling the truth in your advertisements you will have no trouble in getting enough people in the store to clean up on these goods. You won't make any direct money, that's true, but you will sell enough regular goods while you are disposing of this stock, to pay for all the advertising you do, besides having your shoe stock in the best shape possible.

In your advertisement don't be satisfied with simply announcing that you are having a clearing sale of shoes. Take up each lot separately and describe them minutely. Tell about the vici shoes in this manner: "Pairs of vici oxfords, made from Brown's select stock, popular, stylish toes, also wide, easy toes, common sense and military heels, genuine rock oak soles, this season's goods, which we have been selling for \$2.50 and \$3 per pair, to close them out we offer, choice for \$1.98."

Take up the box calf and patents in the same manner and while adhering strictly to the truth, you will create curiosity by your graphic description and induce buyers, who would otherwise pass the advertisement unnoticed.—Drygoodsman.

**Demand Is for Strictly Up-to-Date Fall Footwear.**

While it can not be said that last week witnessed any great increase in business, the position of the jobbers and manufacturers has been strengthened. There is a feeling of some concern among jobbers and manufacturers regarding the big stocks of low shoes they are carrying at the present time and they are anxious to make sales of all these goods on hand. The amount of current business for immediate delivery is unimportant, as is usual at this season of the year. More buyers have been in the market during the past week than for some time. Many of them, in addition to picking up jobs, are looking over fall samples and placing orders for the same. These visitors to the market are welcomed by the manufacturers and jobbers, who are anxious to dispose of broken lines in their stocks and, in order to clean out what they have on hand, have made some tempting price concessions.

It is interesting to note that there are life and activity in those stores supplying their customers with new and strictly up-to-date footwear. This demonstrates that there are always buyers who are interested in desirable and attractive footwear, no matter what the season is. The shoe industry, without a doubt, is full of promise of extensive sales and adequate profits to retailers. The dealer who bases his action upon the firm belief of the future prosperity of his country, whether he be big or small, has a clear gain over pessimistic competitors.

During the last few weeks manufacturers' representatives have visited the metropolitan centers and other points with great quantities of black

oxford ties which they have been offering at job prices. One concern offered 14,000 pairs, another establishment displayed samples representing a lot of 11,000 pairs, while three other firms had jobs of from 5,000 to 10,000 pairs which they were anxious to close out. The question is, "Where do all these black oxford ties come from, and why are they offered at such unusually low prices?" They, of course, come from the manufacturers and jobbers who carry goods in stock, or from those who have been left with large call orders on hand. This has been brought about by the great and unexpected demand for all kinds of colored footwear. Manufacturers and jobbers have not been able to calculate ahead for any length of time, and it has been more or less a speculation to estimate the needs of a few weeks ahead.

From this it can be seen that so far the season for low cuts in black has not been altogether what the manufacturers and jobbers had anticipated. These lines have not sold one-tenth as well as was expected. No one ever thought that the public would demand tans almost to the exclusion of the black shoe, and these manufacturers and jobbers who made up styles ahead of time used more than ordinary foresight, and now it is simply a case of "hard luck" that the shoes have been left on their hands.

How to get rid of these goods and not sacrifice the price too much is a perplexing question. It seems almost impossible to move them at any price according to the reports from various manufacturers and jobbers, and this is somewhat strange. If these shoes are fresh and up-to-date, which they certainly must be, why are manufacturers willing to sacrifice them at such enormous losses, and at such ridiculously low prices as they are asking for them? Also, why is it that the buyers are not willing to take a chance at the prices at which manufacturers and jobbers desire to sell?

While it is true that the present summer season is pretty well over, retailers in general have already started their clearance sales, and there will be a call for low shoes, chiefly the lower priced goods, during the remainder of this month and September. Therefore, what can be the explanation of the inability of these manufacturers and jobbers to move these stocks at any price? Can it be that a different type of shoe is coming in?

The scarcity of white canvas footwear is one of the most annoying matters that shoemen have to contend with at the present time, and the demand increasing, as some of the dealers and buyers say, it has them all guessing as to how to meet the call for them. The sale of tans seems to be dropping off somewhat.

Manufacturers are showing slippers in fancy designs and colors for the holiday trade. Many dealers are in the habit of waiting until fall before they purchase these goods, although they know they must have them. The chances are that they will have to pay more if they wait until late

and that they will not be able to get such nice selections. Look ahead and order your Christmas slippers now; also your infants' soft soles and moccasins. The Christmas lines of these are now being shown.

**Danger of Hope.**

Hope is to a man as a bladder to a learning swimmer: It keeps him from sinking to the bosom of the

waves, and by that help he may attain the exercise. But yet it many times makes him venture beyond his height; and then, if that breaks, or a storm arises, he drowns without recovery. How many would die did not hope sustain them! How many have died for hoping too much! This wonder we find in Hope—that she is both a flatterer and a true friend.

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.

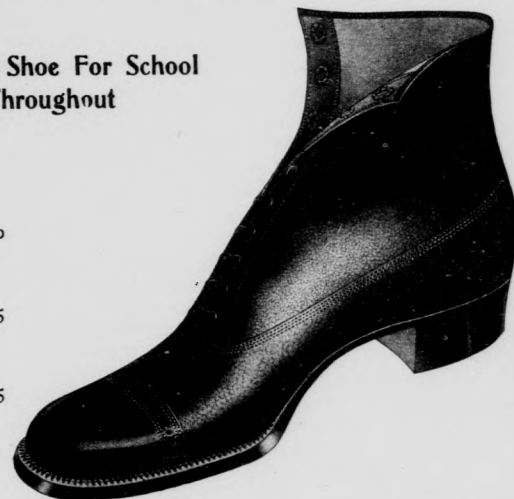
**GEO. H. REEDER & CO., Grand Rapids, Mich.**

**Not a Bad Shoe For a Good Boy  
BUT JUST THE REVERSE**

**A Genuine Box Calf Shoe For School  
Boys--Solid Throughout**

- No. 6512 Boys' 2½ to 5½ at.....\$1 50
- No. 6412 Youths' 12½ to 2 at.....\$1 35
- No. 6612 L. G. 8 to 12 at.....\$1.15

**Our Own Make  
Guaranteed**



**Hirth, Krause & Co., Grand Rapids**

16 and 18 South Ionia Street

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

**Shoe The Boy**

School time is here. Prepare for the rush. Get Good shoes and hold your trade. "MICHIGAN BOY" shoe for boys and "TRIUMPH" school shoes for girls are built for the purpose, will stand hard knocks and look well. Just let us show you.

**Waldron, Alderton & Melze**

Wholesale Shoes and Rubbers

131-133-135 North Franklin Street, Saginaw, Mich.

GRAND RAPIDS PUBLIC LIBRARY

**THE SPECIAL ORDER.****How to Handle Cases Where It Is Required.**

Written for the Tradesman.

As was stated in a former article, the peculiarity of the special order is that it will not answer to take all the special orders you can get, neither is it possible to shut down and say you will take none at all. The problem is how to use the special order wisely and profitably. Each case must commonly be considered by itself and determined upon alone. In a small business the proprietor himself would better do this, in a larger establishment the heads of the different departments must decide when special orders are to be made. It is no job for the green cousin. One must use care and thought, have a knowledge of goods and withal an insight into human nature.

From all persons whom you do not know to be strictly reliable, the only safe way is to require a deposit of at least a part of the price of the article wanted before making the order. This precaution will reduce the number of undesirable special orders very largely.

With good-paying customers many things must be taken into account or special orders will be a source of dissatisfaction to the patron or of loss to the dealer.

When a customer asks to have a special order made determine, from her conversation, whether she wants something which actually exists and can be obtained with a reasonable amount of expense and trouble or whether she has simply thought up something in her head which can not be gotten at all. There are women with wonderful imaginations. One of these may strike you for a dinner set of common semi-porcelain ware which shall possess the durable qualities of hotel dishes and at the same time have the elegant shapes and delicate composition of the best French china, the dinner set complete to be only seven dollars and ninety-five cents. Another may want an equally impossible piece of dress goods, or a pair of shoes. It is not best to try to get what does not exist. As tactfully as possible decline making an order in such cases as these.

Or the very tall, slender woman may want a walking skirt and, as you will have none in stock that are right for her, she will ask you to send to the factory where you get your skirts and have one made for her twenty inches waist measure and forty-six in length without touching the floor. The short, fleshy woman who takes a thirty-six inch waist and thirty-seven inch length is just as likely to want one. Now Worth himself in his best days could not have made a skirt that would look any way for either of these women, so don't think your skirt factory can do it. Rather, persuade these women to stick to their dressmakers.

The trouble with getting skirts for these ladies is that, if the garments should not please them and be left on your hands, you might as well

throw them away—no one else could wear them.

When a customer wants something that can readily be disposed of if she fails to take it, then the special order may be made without hesitancy. But to calculate on the probability of getting something that will suit and the chances of getting one's money out of it if it does not suit—these require the master head.

Some customers are reasonable and conscientious in accepting goods which they have ordered; others will trump up some imaginary defect and thus virtually refuse to take what they have urged you to get for them. It is generally not best to force goods upon a person even although she has fairly and squarely ordered them. Keep the goods and dispose of them as best you can—but just remember the circumstance when that person wants another special order made.

A dealer will often be chagrined to see that people keep and use articles which they have bought of the catalogue houses which they would not buy of him for the same money, nor would they accept them from him even on special order. The reason for this is to be found in the elementary lessons of the great study of human nature. It is in the front of the book where the print is large and the reading easy. Consider a moment. Perhaps it is a coat or jacket or suit that a lady has sent away for. Before she did this she got swatches of cloth from several places. She made an elaborate study of kinds, styles and prices. She believes she exercised special acumen and judgment in making her selection. She consulted somewhere between eight and eighty of her friends in regard to the momentous matter and incorporated more or less of their advice in her decision. Having done all this, it would be deepest humiliation to her if the garment or suit should not be all right when it arrived. She is bound to be suited. If she can't she is going to play she is and make other people believe she is. A little thing like not hanging or fitting properly or being too large or too small she will not notice at all. That all this is the case with her, and is true of human nature generally, is where the catalogue houses have their "long suit." The fact that she will never convince a single one of her friends that the thing is right when it isn't—there is where you have the advantage. And those friends will, many of them, determine to see what they buy before they buy it.

While it is, in most instances, unwise to insist that a customer shall accept an article which does not satisfy her, still, when taking a special order, the customer should be made to know that, if the article is all right, she will be expected to take it. That shoe dealer was on the right track who, when a lady wanted him to get a pair of number three shoes, A width, explained that that particular kind of shoe would be valueless to him if she could not wear

it, whereupon she directed him to get her a number five, E.

In all cases where accurate measurements are needed don't leave the taking of these to the customer. Some people can not take accurate measurements, and some don't want to. It is surprising the number of portly and ponderous dames who want their measurements all writ small. Perhaps it is a corset one of these is requiring. When she was a young lady she wore a twenty-two. Although years have brought her a largely increased weight and a corresponding waist measure, when she talks about a corset her mind is more than likely to revert to her early days and she will say, "Get me a twenty-two." If the corset is a special order it will be best that her ideas be gently brought up to something like the proper proportions before the article is sent for. The strange part of it is that, if a twenty-six or twenty-eight proves to be just the right size, when she comes back in six months for another corset she will probably again murmur, "You may get me a twenty-two."

It would seem the most obvious fact in the world that a thing that is gotten up to meet special requirements will cost extra. Whims and fads are expensive and can not, in the nature of things, be otherwise. Yet it will require much patient explanation to make the customer see that the moment special attention has to be given to any one article the cost of that article begins to mount up. The great bulk of goods are

**HARNESS**

We make Harness from extra selected Oak Leather, hand made, and guarantee absolute satisfaction. We solicit your orders. \* \* \* \* \*

**Sherwood Hall Co.**

Limited

Grand Rapids, Michigan

**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

**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.

made and handled in such large quantities that economy has been brought down to a fine point. For this reason most astonishing values have become simply a matter of course in common everyday goods. Your close-buying customer, however, will want just as great a bargain in something that must be made to order as you can offer her in ten-cent hosiery. Where possible let the customer know what the price will be before the order is placed. If you can not do this name a price large enough to let yourself out. This can be lowered if the goods cost less than your estimate.

It is not to be inferred, from what has been said, that a merchant should always hesitate about making a special order and never do it unless he is driven into it. The bright dealer will very often suggest it and will be glad to make the effort to please his customers even if by so doing he meets an occasional loss. What I have said is aimed to help him avert as many of these losses as possible. The wise man will remember that this is a part of his business in which he must stand some grief. He will try to meet each case as best he can, not fretting about annoying circumstances that are past nor worrying about such as may arise in the future. And as to the dear good customers who can eat and wear and use what other people can, and who make no fuss nor trouble about it, he will wish to call down blessings upon them and all their families—in the words of Old Rip, "May they live long und brospert!" K. K.

**Little Tendency to Hurry or Indulge in Speculation.**

Buyers do not rush to place orders at every reported fluctuation of quotations. They realize that there is usually enough merchandise to go around and that they can afford to pay what other merchants pay. Anticipating the future is one of the features which is and has been for some time absent from the present programme of buyers. The absence of speculation on the part of merchants is conspicuously encouraging.

Black goods are expected to sell better the coming season than last year, and already some stocks, retail stocks, in the city are claiming an increased sale over last year. Not much is expected in blacks at retail during this season of the year, but the peculiar weaves that are in demand this season have resulted in a brisk demand for them. There is no reason why black goods should not be selling in excess of a year ago. Two of the most popular weaves this year are voiles and mohairs, and in black goods these two weaves are prominent.

The orders placed for next season show more than an average interest in these two materials, mohairs and voiles. Black voiles in particular have been given a great deal of attention by buyers for fall. Of course, voiles for next season are for dress wear in contradistinction to their outdoor use this summer. The jobbing trade has shown a preference, in addition to fine weaves, for small fine

figures. Melrose is one of the materials very prominent. Perhaps the four leading blacks are mohairs, broadcloths, voiles and fine weaves as melrose.

In the city stores some good sales are reported even at the present time. The two weaves, broadcloths and men's suiting effects, are emphasized. Sheer and twine weaves are just now shown as among the best sellers. Cheviots and medium broadcloths are two of the strongest for out-of-doors. The city dressmakers are advocating etamines. One of the prominent city dressmakers is recommending a black etamine with a rough nub. Etamine in silk and wool is showing favor. Crepe is considered a weave that will grow in favor with the trade as the season advances. It is indeed already a weave of more than passing interest.

The black goods stock is not without its mannish weaves, for the idea has invaded nearly every branch of the dress goods trade. Silk and wool mannish effects for tailor suits are conspicuous in the black goods stocks. The silk and wool combinations are especially attractive, the silk showing bright on the wool ground. Both the dull effects and the bright silk on the dark ground are shown. One of the swellest materials seen in the black dress goods stocks of the city stores is a herring-bone in mohair. The cloth comes in 56-inch width and retails for \$2.75 a yard. It is doubtful if a nobbler fabric can be shown. The mannish idea is carried into other combinations also and some neat patterns suitable for tailor-made suits are shown. If merchants will follow along the above suggestion regarding their black goods for fall, no good reason can be given why blacks should not be in very good demand.

The prominence of broadcloths for fall is shown in the great variety of colors which the dress goods people are showing. Some numbers of broadcloths show a greater color line than do others, but the shades shown in most of the sample lines are greater in broadcloths than in any other fabric of the season. The broadcloth of the season of 1904-05 is not the coarse fabric of past seasons. The material for next season is so soft and rich that when examining a costume made of it one must look twice to detect what the nature of the material is. This quality of softness is one of the characteristics of many fall fabrics. The characteristic is seen in silks and is most acceptable to the trade when the quality is most pronounced. But in addition to the quality appearing in silks, many other fabrics also have it. In no other material is the quality more conspicuous than in the broadcloth weaves. The cloths which are light in weight and soft in finish will in all probability be the most successful sellers. Broadcloths that have these two qualities allow a consideration of them in the lighter shades.

Some of the best dress goods people are recommending the attention of buyers to pastel shades in broadcloths for the season of 1904-05. Some of the costumes on exhibit in leading

retail stores are in the more delicate shades. For this reason and for the additional reasons supplied before, namely, that broadcloths are light in weight and soft in finish, it is quite likely that they may be worn for other purposes than the street.

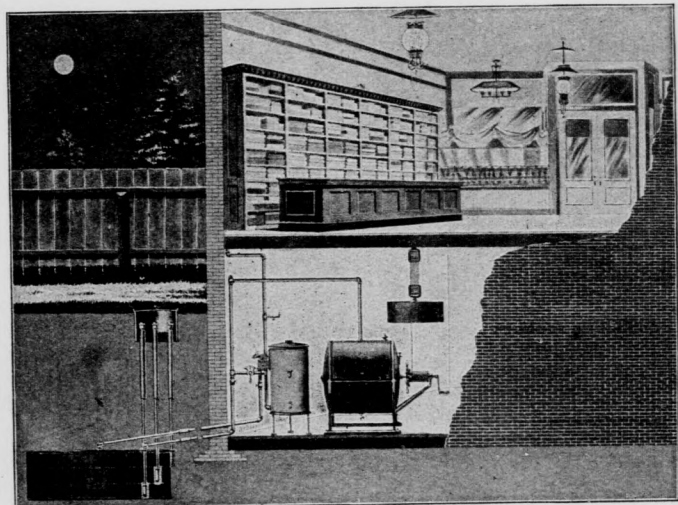
The chiffon broadcloths are so soft and pliable that they can be made into most any garment. For the reason that they can be made into any garment it is quite likely they will be worn for costumes for nearly all occasions. It is not improbable that chiffon broadcloths will be acceptable with the trade for evening dress. If the pastel shades in broadcloths prove as popular as some dress goods authorities think they will, it should add greatly to the importance of this material, and should contribute to securing for it easily first place both as to popularity with the trade and as regards yardage. The success of manufacturers in bringing out broadcloths with a soft finish and light weight is so evident that their products deserve favor. If broadcloths prove successful it will make more difficult the sale of other weaves.

Finger prints left on a plated soup tureen, which a London burglar had scornfully rejected during one of his operations not long ago, resulted in his arrest and conviction. Now the perpetrator of five other burglaries in the same city has been identified by the finger prints which he left on some glassware that he handled.

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

**Brown & Sehler Co.**  
 Call your special attention to their complete line of  
**FLY NETS AND HORSE COVERS**  
 The season is now at hand for these goods. Full line  
**Harness, Collars, Saddlery Hardware, Lap Dusters, Whips, Etc.**  
 Special attention given to Mail Orders. Wholesale Only.  
**W. Bridge St., Grand Rapids**  
 Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.

**Keep Your Business Moving**  
 You must do one of two things in the retail field—go forward or backward, and the light you have in your store is usually a large factor in your success.



**A Michigan Gas Machine**  
 will light your store more thoroughly and cheaper than any other lighting system in existence. Send to us for catalogue and prices.

**Michigan Gas Machine Co.**  
 Morenci, Michigan  
 Lane-Pyke Co., Lafayette, Ind., and Macauley Bros, Grand Rapids, Mich. Manufacturers' Agents

**GOOD ROADS.****How One County in Florida Secured Them.**

Hillsborough county, Fla., affords an interesting example of modern methods of road building. It is situated on the west coast, about midway of the State, and is best known through its county seat, Tampa. Until the last year this county had only fourteen miles of hard surfaced road outside of its cities and villages, although it had a population of 36,000 and contained over 1,300 square miles. Outside of these fourteen miles, nearly all of which was immediately adjacent to the city of Tampa, practically the only roads were meandering trails through the woods. The soil is of the kind usually met with in Florida, either deep sand or boggy mud, and at times these roads are impassable. The few miles of road that had been constructed were made only by force of sheer necessity and at large cost. Material was brought in from outside the county and there was a general impression that Hillsborough county had no road material within its limits.

All this was changed recently, when a few of the most enterprising of the citizens discovered that here and there through the county were occasional deposits of rock, and an energetic campaign for good roads was begun. An issue of \$400,000 of county bonds was voted, and was finally issued, notwithstanding the great opposition on the part of many who believed the scheme was impracticable—opposition which was carried to

the Supreme Court of Florida in two different cases, and reappeared in the local courts in the form of injunctions before the bonds were finally issued.

From the proceeds of these bonds \$34,000 was devoted to the purchase of first class road machinery, including eight miles of twenty-five pound steel rails, with sufficient five foot ties, a sixteen ton narrow gauge locomotive, and ten dump cars of four ton capacity. The machinery included a ten ton steel roller, three road graders, a rock crusher of eighty tons capacity, a steam drill, large pump, and hose for washing and tearing down the overburden of sand covering the rock pits; a twenty horse power boiler, and a thirty horse power boiler and engine on wheels. Several rock pits in different parts of the county were bought for a trifling sum and the work was begun.

Like other Southern counties, Hillsborough county has a chain gang, the number of convicts varying at different times from fifteen to forty. These men were put to work in the rock pits and on the road. The railroad was used only where the rock pit is over two miles from the road to be constructed. If the pit is at close range mule teams are used to haul the crushed rock. At a greater distance the ties are quickly laid and the rails spiked down, and a train of ten cars starts out with a load of forty tons of rock to be deposited on the new road.

Before hauling the rock the route is surveyed, and in straightening the old road it is often necessary to cut

down trees, fill in marches, and root out stumps. The proposed road is cleared and graded to a width of thirty to forty feet, and upon this the rock or clay is dumped, the hard surface material being laid to a width varying from twelve to twenty feet, fifteen feet having been found a satisfactory width for ordinary country roads.

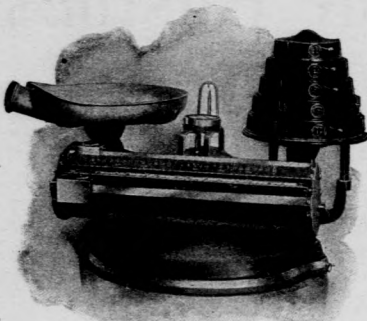
Several different kinds of material are found, and most of them are used with good success. From the creeks and rivers is a soft lime rock, which has been found to pack or cement so well as to form a hard, smooth roadbed. In other parts of the county is a hard, flinty rock of an older formation, while in the eastern part several valuable tracts have been purchased containing an abundance of phosphate rock and pebble mixed with clay, which is particularly valuable because it can be so cheaply worked and is serviceable when properly laid. In still other parts are found a gray clay and marl in strata from two to eight feet in thickness. This material frequently contains a high percentage of aluminium, and makes a splendid finish for roads.

While this new era of roadmaking for Hillsborough county has been in progress only a year, it has already clearly demonstrated its success both in cheapness and quality of construction. Twenty miles of road have been completed within the last year, fifty more have been surveyed and cleared of roots and stumps, seventeen of these have been graded, and eighteen miles have been ditched.

It has been determined that the cost of clearing a roadway forty feet wide runs from \$80 to \$150 per mile, and that the complete cost of a mile of road from the time the surveyor begins his work until the last surface application has been rolled is as low as \$1,200 where the rock pit is near by, and ranges from that to \$3,000 in the case of roads eight to ten miles away from the pit. The frequency of these pits has made it possible for the officials to plan for the construction of over 150 miles of road from the proceeds of \$400,000 of bonds, after paying for their road machinery, and the best of all is the fact that they are actually "good roads," as hard and smooth as any well macadamized city street.

Already the score of miles constructed within the last year has materially affected the trade of Tampa, near which most of the roads have been built. As no other county in the State is so well equipped with road machinery, and as no other county on the west coast has more than a few miles of hard surface road, the advantage which is already accruing to Hillsborough county has been markedly apparent. With a magnificent harbor and roads running in every direction it is expected that within two years every part of Hillsborough county will be so closely connected with the port by the best of roads as to increase the aggregate value of farm lands far more than the amount of bonds issued.

John Farson.



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.

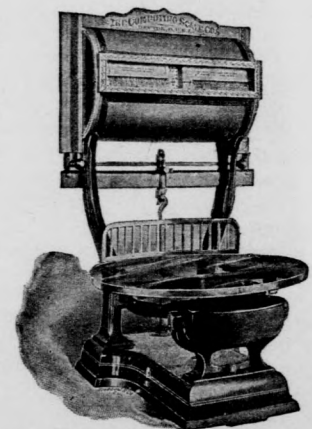
We build scales on all the known principles: Even Balance, Automatic Spring, Beam and Pendulum, all of which will

#### 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



**SMALL THINGS.**

**They Sometimes Bring Large Profits to the Dealer.**

A woman shopper in Chicago, in one of the greatest dry goods houses in the world, ran short of money in a recent trip downtown. She needed a piece of tape for binding purposes, and in passing the counter where the stuff was sold ordered a piece sent C. O. D. to her home, seven miles from the city hall. The price of the tape was 8 cents.

The tape came the next day with the rest of the goods. But the charge was 10 cents! Womanlike, she refused to receive it, and the delivery clerk made a memorandum of the reason for the refusal. The next afternoon the wagon of the store stopped in front of the house and the tape was brought to the door again, with a typewritten note of explanation from the head of a department, saying that a mistake of 2 cents had been made in the charge of the day before. A pleased and satisfied woman paid the 8 cents charge with a smile, although in the course of time her need for the material had passed.

This is a true incident, illustrative of the fact that in many of the phases of "business is business" the last twenty-five years have overturned all former traditions of the mercantile world. Business that was business even ten years ago is out of date now in many of its bearings upon the public. Methods that were accepted as good a score of years ago would ruin a millionaire in a month to-day.

When the worker to-day has put his thoughts to the subject he may find that competition has driven the merchant to the newer methods. On the other hand, he will realize that no possible consolidation of interests along the line of monopoly ever will induce the public to tolerate a return to the old ways.

Twenty-five years ago a crusty, overbearing ticket agent in the ordinary railway passenger station flung your ticket at you after he had kept you waiting long enough for his pleasure. Then the baggage man smashed your trunk and the train conductor held you up for your ticket with even less civility than some of his competing train robbers demanded your purse. To-day, if it be printed in a newspaper that the Jones family is thinking of making a trip to the Pacific coast in the fall two or three agents of two or three great railroads may knock at the door, seeking their patronage.

Plainly, it has got abroad through all the world of business that the public is demanding accommodations in return for its money. Some institutions are slow to acknowledge the fact, but it may be expected that competition, or the law, in the end will force the delinquent ones into line.

The small grocer of the old type was one of the unwilling converts to the delivery system, as it began to develop a quarter of a century ago. In the small city it was customary for a family to buy its flour and meal

from the local mill, which delivered these products. Apples and potatoes were bought in bulk from the farmers. Virtually everything from the grocer's was carried home on the arm or wheeled in a cart or barrow.

In the evolution of the grocer's delivery only the larger and heavier commodities were sent home to the customer in the beginning. To-day a dozen eggs are sent home by the grocer, not only as a matter of necessity on his part, but as a distinct desire on his part to oblige; he suggests to his customer that he be allowed to send the package home, no matter how small.

While this business recognition of the art of pleasing by direct means has been spreading wide, other concessions undreamed of by the old time prejudiced small merchant have been made into the essentials of good business. The old corner grocery had its intolerable types of idlers. The soap box politician and the tobacco chewing Tom the Fool were hard to put up with. It was probably some reactive tendency on these lines that several years ago made a Monroe street cigar dealer remove his cigar lighter from the front of the store to the rear of his counters. He objected to so many men with cigars in their hands coming in at the door for a light! To-day a good business man would put two lighters in the front of the store if the one were overtaxed. It would be quite enough for him for men to remember that at his certain number a man without a light always could get one.

There is not a wide awake store to-day that is not pleased to have a man or woman take a short and shady cut through the store to a rear street if the person will. The main floors are arranged for just such pedestrians. In many of them an ordinary individual can not walk through the store without seeing something that he needs at the moment, or being reminded of something that he will need before long. Or if not this, somewhere he will observe something of which he is likely to speak to a friend or acquaintance who has, or will have, such a need. The main floor counters of the average department store are the material "small ads." of the establishment.

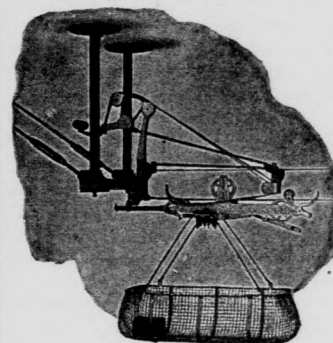
It is the day of small things. Just as the good will of a house is built upon the unwearied regardfulness of its management for the small amenities of business in relation to the customer, so the producer in many lines must look to the once inconsequential material things for the profits of his mine or factory. In many great gold mines the gold is a mere byproduct, often exceeded in value by the copper that results from the reducing processes. It would not require a Rockefeller to know what to do with the kerosene and gasoline products of a great petroleum well, but it requires the greatest of scientific thought and experimentation to bring out full values in the scores of byproducts of petroleum.

Hollis W. Field,



**Cash and Package Carriers**

**Insure Perfect Store Service**



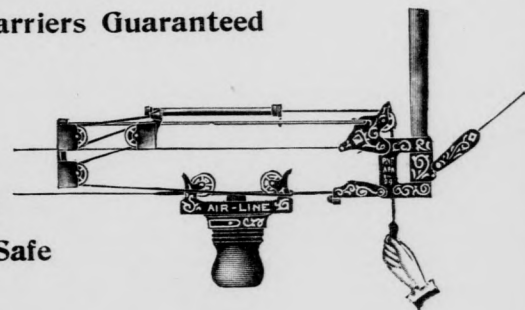
They combine greatest speed, safety, economy of maintenance, and beauty of appearance.

Save time and steps.  
Check all errors.  
Prevent "shop-lifting."  
No overmeasure.

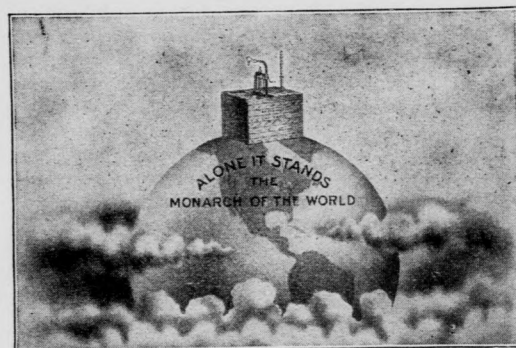
**Investigate**

**All Carriers Guaranteed**

**Rapid  
Strong  
Safe**



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



**There is a World of Meaning**

in the simple statement that over

**200,000**

**Bowser — Self — Measuring Oil Tanks**

have been sold and also that we don't ask you to take our word in regard to the merits of our outfits but

**Refer You to Any User**

The Bowser Tank does away with the use of sloppy measures and funnels. It prevents all waste and over measure, both of which mean a money loss to you. It really costs you nothing as its savings soon pays its cost. If you want to make A PROFIT on your oil it will pay you to investigate. A request for Catalog "M" will bring you full particulars free and without further obligation to you.

**Write Today**

**S. F. BOWSER & CO. Fort Wayne, Ind.**

### THE NEW PATENT MEDICINE. Remarkable Effect of the Chief Testimonial.

One evening when Jerome Wesley went around to play pinochle with the Trainors, Mr. Trainor asked him what he had been doing lately, and Wesley said he had been getting out a new patent medicine.

"A patent medicine, eh?" said Mr. Trainor. "What's it good for?"

"Everything," said Wesley. "Did you ever hear of one that wasn't?"

Upon reflection, Mr. Trainor admitted that he never did.

"I hope," he said, "that you'll do well with it. Has it been put on the market yet?"

"No," said Wesley. "I expect to introduce it to the public some time next month. I will have my advance pamphlet of testimonials from private patients ready for circulation by the first of the month, and the medicine will follow a few days later. My principal object in calling here tonight was to talk to you about the testimonials. I want you to give me one."

Mr. Trainor coughed uneasily. "Oh, it's a testimonial you want, is it?" he said. "Why, yes, of course, to be sure. I'll be delighted. What do you want me to say?"

Up to that time Mrs. Trainor had listened to the conversation through the half-open dining room door, but when she heard the danger signals in her husband's voice she left the children to get their arithmetic lesson by themselves and went in and sat down facing the two men.

"Why, George Trainor," she said, "what can you be thinking about? You mustn't do anything like that, even if it is Mr. Wesley who asks you to. You don't know anything about the medicine. You never took any of it."

"That's so," he said. "I don't know anything about it. I'm sorry to disappoint you, Wesley, awfully sorry, but really, I never did take any of it, you know."

Mr. Wesley, having given more time to the compounding of drugs than the study of ethics, was puzzled by Trainor's sudden change of front.

"I hope," he said, somewhat testily, "that you're not going to stick at a little thing like that."

"It isn't a little thing," argued Mrs. Trainor, warmly. "It is a grave question of right and wrong. If Mr. Trainor should say that he has been cured of certain ailments that he never had, by a kind of medicine that he never took a drop of in his life, the chances are that he would induce other people who really are so afflicted to take the same medicine, and thereby work incalculable harm."

Wesley listened aghast to this exposition of a fanatical opinion.

"Why, my dear Mrs. Trainor," he said, "I hope you don't think that I am a reincarnation of the late Lucretia Borgia?"

"Oh, dear, no," Mrs. Trainor assured him. "I don't think that you have deliberately set out to try to poison anybody, but in case anything should happen I don't want Mr.

Trainor to be mixed up in it." Wesley showed a disposition to sulk, but presently his mood lightened.

"If that is all you are hanging back for," he said, "we can straighten out the tangle in no time. All Trainor will have to do will be to take a bottle of the medicine, and then he can write a testimonial in good faith."

Trainor himself gave signs of balking at that proposition. "But there isn't anything the matter with me," he protested.

"Oh, that makes no difference," said Wesley. "That is one of the beautiful features of the medicine. If you are well it can't hurt you, and if you are sick it can't make you any worse. What do you say, Mrs. Trainor? Shall George prove his testimonial?"

Upon being thus appealed to Mrs. Trainor grew surprisingly amiable.

"You may settle that between you," she said. "Personally, I don't approve of tampering with drugs needlessly, but at the same time I like to do a friend a good turn whenever I can, and if George feels that he isn't afraid of the consequences I suppose he might as well take it."

Mr. Trainor looked as if he himself was far more vitally concerned in keeping his physical system clear than his conscience, but his constitutional good nature finally overcame his instinct of self-preservation, and before the game of pinochle began he had promised to rejuvenate himself with regular doses of the patent medicine which Wesley said he would send around early next morning.

Wesley was not slow about keeping his part of the contract. A messenger arrived with the promised package while the cook was grinding the coffee for breakfast, and she took it in and laid it beside Mr. Trainor's knife and fork. He opened the bottle as soon as he had finished eating, and before going down town he took a tablespoonful of the medicine. After dinner he took another spoonful. The next morning he had no appetite, his hand shook when he drank his coffee, and his wife told him that he had dark circles under his eyes. In the evening he admitted that he felt "groggy."

"It's that medicine," said Mrs. Trainor. "I wouldn't take any more of it if I were you."

"Nonsense," said Trainor, "that can not hurt me. Wesley said it couldn't," and then, to carry his point, he took a double dose.

During the next two days Mr. Trainor's symptoms multiplied and took on an alarming tone. On the fifth day he stayed home and sent for his doctor. The diagnosis was reassuring, and the doctor absolved the patent medicine from all blame, but as soon as Mrs. Trainor got a chance she wrote out her own opinion of the case and sent it to Mr. Wesley, as follows:

My Dear Mr. Wesley—Mr. Trainor is very, very sick. He has been sick ever since he commenced to take your medicine. After he had taken just one dose of it he began to suffer with pains in the head; he could not eat anything and his eyes got so blurred that he could hardly see. Two doses gave him a pain in his back and cold feet. The third and

## 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.

## Buy Glass Now

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

### Grand Rapids Glass & Bending Co.

Grand Rapids, Mich.

Factory and Warehouse Kent and Newberry Streets

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

## Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

fourth doses increased these awful sufferings and gave him cramps in the bargain. The fifth and sixth doses laid him up entirely. Every bone in his body aches as if he had been pounded, and he was out of his head for half an hour this morning. The doctor has been here twice today, and he is coming again at 8 o'clock. He doesn't say much, but I can see that he is scared. So is Mr. Trainor scared. As for me, I am scared to death. I really believe that I suffer as much as Mr. Trainor does, for added to my anxiety about him is remorse—the blackest, most terrible remorse. If I hadn't urged him to, he would never have taken any of your old medicine, and I know just as well as I know anything that that is what ails him. If Mr. Trainor dies I shall never forgive you as long as I live, and even if he gets well I shall never feel like having you drop in of evenings to play cards, as you used to do.

Mrs. Trainor penned this honest, straightforward epistle between 2 and 3 o'clock on the 6th of October. On the 5th of that month Horatio Wesley was obliged to leave New York for Boston and other New England towns. Before leaving home he gave his Secretary and the office boy minute instructions as to their procedure during his absence.

"The first thing to be attended to," said he, "is the mailing of these pamphlets. I have been holding them back for a testimonial from George Trainor. Watch out for his letter, and as soon as it comes have it set up and tell the pressman to run off a rush order of 10,000 pamphlets. Put all the forces in the mailing room to work and send copies of the testimonials to that first batch of 10,000 persons that we addressed envelopes to last week. Be sure and have Mr. Trainor's testimonial set up in display type, and put it on the front page. George is an old friend of mine. He'll be sure to say something particularly nice about me and my medicine, and I want it to stand right out where everybody can see it."

Mrs. Trainor's letter reached Wesley's office in the first mail of October 7. The Secretary was in a hurry that morning, and when he saw the name "Trainor" on the last page he took it for granted that to read what preceded the superscription would be superfluous exertion on his part, so he bundled the testimonial off to the printers and ordered it set up just as it stood, italics and all. Not until the circulars had been mailed and reached their respective destinations did the Trainor testimonial receive the consideration that it merited. When once it gained the public eye, however, it is safe to say that no testimonial of recent date created such a profound sensation. Wesley himself read it in a Boston drug store where he had gone to close an order for 400 bottles of medicine. The druggist showed it to him and said he believed he would countermand his order.

Wesley kept himself wonderfully well under control. He didn't say much then, and he didn't say much when he called on the Trainors after he got back to New York, but people who know all the circumstances say they are afraid the Wesleys and Trainors will never be friends again.

—New York Press.

**How Teeth May Light Up the Face.**

"Her teeth light up her face!" This was the comment made by a man on seeing for the first time a girl noted for her good looks. "Without her brilliant teeth she would be positively ugly."

Women spend too much time thinking of their hair, of their complexion, of their double chin and of their other physical peculiarities, and too little worrying about their teeth. The reason for this is not very far to seek. It is painful to have the teeth repaired. Again, dental work is expensive. The woman who gets her teeth put into shape by a cosmetic dentist will have a considerable bill to pay.

Some faces are spoiled because the jaw is too narrow. When this happens in the case of a child there are various ways to remedy it before it is too late. Gum chewing widens the jaw, and for this reason it is recommended to young children whose teeth seem inclined to crowd. The child may be allowed to chew gum a couple of hours a day. This exercises the jaw and broadens it, making room for the teeth. The old-fashioned dentist merely patched the teeth. His idea was to plug them up with gold, so that they would not ache. He aimed to make them useful, but when it came to making them ornamental he was helpless. But the cosmetic dentist is different. He uses enamels and he works, not with an eye to utility alone, but so as to make you pretty. The old-fashioned dentist did not hesitate to put a gold cap in the front of your mouth. But the cosmetic dentist would never disfigure you in this manner.

After the teeth have been put in order the thing is to keep them pretty. Here is some advice on the subject:

In the morning clean the teeth with a good tooth powder. Have a brush which reaches every portion of the mouth. Let it be of moderately stiff bristles and use a great deal of powder on the teeth.

Rinse the teeth with clear water with a little borax dissolved in the water, and for this use a very soft and very small brush. This should be followed by a mouth rinse in boracic acid.

The teeth should be rinsed after each meal and for this purpose there is nothing pleasanter than a mouth wash of peppermint water. This perfumes the breath and is very refreshing.

**Recent Business Changes Among Indiana Merchants.**

Connersville—John and Charles Mettle have purchased the bakery stock of R. C. Keller.

Huntington—Wilkerson & Plaster, manufacturers of ice cream, have been incorporated under the style of Collins Ice Cream Co.

Kimmell—A. E. Noe, of the firm of J. B. Noe & Co., lumber dealers, is dead.

North Manchester—The Townsend & Thompson Co., manufacturers of singletrees, are succeeded by the Vehicle Supply Co.

Warsaw—The Warsaw Manufac-

turing Co., manufacturers of chairs, has been incorporated with an authorized capital of \$10,000.

Andrews—Nuttle Bros., hardware dealers, have filed a petition in bankruptcy.

Lawrenceburg—Christina Schneider, dealer in boots and shoes, has given a mortgage for \$5,000.

Losantville—I. F. Beeson, who conducts a general store, has uttered a mortgage for \$800 on his real estate.

**Successful Effort.**

The head of a matrimonial combine glanced at a bill from his wife's dressmaker.

"When I proposed to you less than two years ago," he said, "I was rather wild, and you said you considered it your duty to marry me for the purpose of making something out of me, did you not?"

"Yes, John," answered the wife.

"Well," he continued, "your efforts have not been in vain. You have succeeded."

"I'm so glad," she said. "What have I made of you, dear?"

Once more he glanced at the bill. "A pauper," he replied with a deep sigh.

—An unreliable feed regulator—the appetite.

**This Stamp**



Stands for Integrity Reliability Responsibility Redeemable everywhere

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

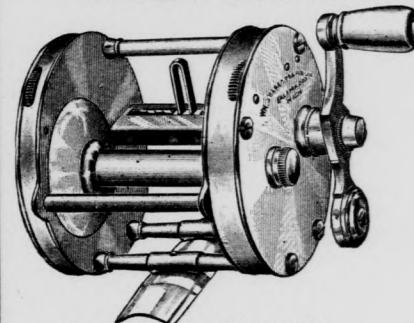
**Gas or Gasoline Mantles at 50c on the Dollar**

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

**Freight Receipts**

Kept in stock and printed to order. Send for sample of the NEW UNIFORM BILL LADING. BARLOW BROS., Grand Rapids

**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.

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### The Widest Chasm in Life to Bridge Over.

When all is said, the widest chasm in the world and the hardest to bridge over is that which divides youth from age. Between the two is the gulf in which lie all the illimitable ignorance and unfathomable experiences of two lives, and no matter how closely akin an old person and a young one may be, they are, in some sort, like travelers who call to each other in a language one is only beginning to learn and that the other has half forgotten.

Youth and age have curiously little in common. It is so hard to remember when one is shivering in the icy blast of December that the air still blows warm and sweet about young June. It is so difficult to realize, when one has seen one's own meager harvest gathered in, that another is sowing in hope with all the possibilities of the future stretching before him, radiant with eternal promise. Above all, when one has grown old and blase—when one is tired of the weary show, when everything is as tedious as a twice told tale and the actors seem merely puppets whose mirth rings hollow and whose tears are too false to move us—it is so hard to remember that another is looking at the play of life with fresh eyes and pulses that thrill to every varying phase of interest, ready to give it the tribute of their smiles or tears.

True and strange, but truest and strangest of all is this—that we should so soon forget the desires and emotions of our own youth. Listen to any middle aged man descendant on the follies of the young men of to-day. He does not hesitate to declare that they are imbeciles and that there has been a general decadence of the human race since he was a boy. "Look at me, sir," he cries, "when I was a boy did you ever see me smoking cigarettes? Did you ever observe me wearing a collar so high that it threatened to cut my ears off? Did you ever know me to waste my time and spend my money running around after little fly-up-the-creek girls instead of working and saving so as to get a start in life? No, sir. That wasn't the kind of a young man I was," and then he sketches a picture of the boy he thinks he was—so wise, so virtuous, so industrious, so obedient to parents, so solicitous of his employer's welfare that it has no parallel outside of the covers of Sunday school literature.

When he contrasts his own sons with the model he was at their age and observes how far short they have fallen of that shining example, he is filled with the deepest pessimism and darkly wonders what the country is coming to when the men of his generation are dead. As he looks at his daughters he sighs to think that there are no such noble, deserving youths as he was, whom they may hope to marry. If there were, he

could ask nothing better for them, but how any girl, not a raving lunatic, could be rash enough to entrust herself to the modern young man passes his comprehension.

The funny part of it all is that he is in deadly earnest in these opinions. A kindly and obliterating hand has been drawn across the slate of memory and the score wiped out against him. He has honestly forgotten that, as a boy, he shirked work and cut school and learned to smoke behind the barn, and that as a young man he followed the fashion and never saved a cent until he got married and that his wife's father made precisely the same remark about his daughter marrying him.

Women, when they come to recalling the follies of their own youth, have no better or more reliable memories than men. No middle-aged woman ever listens to the conversation of a young girl and her hobbledehoy beau without a shudder at the idiocy of their remarks and a throb of gratitude to think that she never could have been that silly. Never, she is firmly convinced, was she ever guilty of uttering such inanities, never did she giggle, never could she have endured the society of such sap-headed youths. On the contrary, she is positive that when she was young she and the intellectual young men who visited her sat up decorously and discussed art and literature. She has forgotten how she and her girl chum used to lie awake half the night exchanging confidences about that too perfectly sweet young man who parted his hair in the middle and clerked in the dry goods store, and how she used to read sickly poetry and underscore the dark and passionate passages and write "how true" opposite them and was altogether so silly and sentimental the wonder is that she ever escaped the fool killer.

What mother, in advising her daughters, ever failed to hold up her own impeccable youth for their emulation? Dear me, how proper we were then. How respectful to our elders, how dutiful to our parents, how willing to be guided by them when they picked out for us the good young man who led the prayer meeting, instead of the young scapegrace who led the german that we had picked out for ourselves! Mama never flirted, oh, no! She never sat out dances in dark corners with unmarried but fascinating young men. She always kept everybody at their distance, and as for a kiss in the dark—horrors—such a thing was never done when she was young. "And how did you ever get married?" asks Miss Pert, and mamma breaks off her homily in confusion, because she has happened to remember—well, several things she has no mind to relate to her daughters.

What does youth, on its part, think of age? It is every whit as intolerant and as sure of its viewpoint being the superior outlook on life. It is a terrible shock to our vanity to realize it, but it is true nevertheless that youth does not regard those of us who are older as models to be imitated, but merely as object lessons of

what to avoid. What mannerisms we have acquired that excite their derision! How antiquated our most cherished ideas appear to them! And as for dress, they are convinced that although they should live to be a million, they would never give away to the weakness of wearing a low cut collar and broad soled shoes or leaving off their stays merely to be comfortable.

If their conversation appears to us inane, do not for a moment suppose that we seem anything to them but bores. The silliest chit of a young girl considers that she is bestowing a compliment on the wisest man by giving him ten minutes of her valuable time and entrancing giggles, while the youth of twenty who devotes a little conversation to an elderly woman, no matter how brilliant or famous she may be, does it with the conscious air of conferring a favor on her that she has not any right to look for at her time of life.

There is no criticism so merciless and unsparing, no judgment so hard as that of youth. It makes no excuses. Failure is failure to it, with no extenuating circumstances. Every young person is so cock sure that their own life is going to be a triumphant march, unmarred by mistakes, that they have little pity for those who have fallen by the wayside. Every boy can tell you to a dot where his father erred in his business calculations. He regards the old gentleman's caution as cowardice, his sticking to the methods that have been tried and successful as



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### Fruit

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

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

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FLAVORING EXTRACT CO.

Grand Rapids

## Facts in a Nutshell

# BOUR'S COFFEES MAKE BUSINESS

### WHY?

They Are Scientifically

### PERFECT

129 Jefferson Avenue  
Detroit, Mich.

113-115-117 Ontario Street  
Toledo, Ohio

old fageyism. The lad intends, when the business gets into his possession, to make a clean sweep of all the old employes and start radical changes that he is convinced will make him a millionaire right off of the bat, but that generally land him in the hands of a receiver. Then, by the time he has found out that he was not so much smarter than his father after all, he has grown middle aged himself and shifted to the other point of view.

Every girl is equally sure that she knows better than her mother how to keep house and manage a servant. If the older woman thinks the young girl is silly, the girl returns the compliment with interest by regarding the middle aged women who are wrestling with the servant question and the husband question as rank failures. She is dead sure that the great domestic problem will be solved as soon as she brings her giant intellect to bear upon it. It is not, however, but her daughter inherits the same old conundrum and the same opinion that she is smarter than her mother.

There are few things more to be deplored than this lack of sympathy and understanding between youth and age. In families, in particular, it works grievous wrong and raises a barrier between parents and children that nothing can break down. The boy, with all the morbid vanity of youth, knows that his father is going to sneer at his opinions and deride his clothes, and he takes his confidences and his plans to strangers. The girl, who is perfectly aware that her parents are only listening to the conversation of her friends to ridicule it, takes care that they shall hear as little as possible, and so it often happens that they do not know who her associates are or even the man she marries.

Because older people have no patience with it, youth believes that its own experience is different from every other experience the world has ever known, and so it does not heed the warning that age is shouting back to it across the gulf of years but goes its own way and learns by mistakes and tears and failures, and by and by it, too, grows old and forgets that it was ever young, and so the endless chain goes on.

Sometimes love builds a bridge across this chasm and sympathy buttresses it with understanding, and then life is at its best for both, for youth keeps the heart of age warm with its enthusiasm and age teaches youth to walk without stumbling among the tangles that are hidden in the roses of springtime.

Dorothy Dix.

Clerk in Chicago Music House Refused Proffered Drink.

A Kansan with a wealth of chin whiskers and a red nose came to Chicago on a pleasure jaunt, and, as a side duty, to buy a piano for his new home in Wichita. Like most men with red noses, he was a bibulous fellow, and before he dared trust himself to buy the musical instrument he tightened his belt considerably by dumping sundry fancy drinks

through the screen of his crop of whiskers.

When the Kansan entered a Wabash avenue music house, life was all one big burst of sunshine. He walked up to the head salesman and grasped him by the hand and spoke to him as if he had known him since boyhood. He let it be known at once that he was in the market for a piano; the best one that money could buy. But before he could or would begin the purchase he was certain he would have to have another something with a cherry in it. He invited the salesman to go out and have something on him.

"I thank you, but I do not drink," said the salesman.

"Not a drop?" asked the Kansan.

"Not a drop," answered the salesman.

"Well, you would if you lived in Kansas. Mebbe you'll think better of it after a bit. Let's see your music box first."

The salesman showed the Kansan the finest piano in the house.

"It'll cost you \$800," said the salesman.

"That's all right," said the Kansan. "I'm willing to pay for a peacherino. Now let's go get a nip. I never close a deal with a man unless he takes a drink with me."

"I guess we won't close the deal, then," said the salesman. "My wife doesn't stand for me drinking, and I won't drink. I'm on the water wagon, and I never get off."

The Kansan walked out of the store, and in a minute the proprietor came down to find if the sale had been made. The salesman told him the story, and, in turn, was called all kinds of an idiot.

"Why, we make a bunch of money on that kind of a piano," said the proprietor. "You get a good commission on it, too."

"Don't care," said the salesman. "I won't take a drink."

Three days later the same display of Kansas whiskers was wafted into the store. The temperate salesman was called to the front.

"I've changed my mind," said the Kansan, "I want that piano, and here's the cash. When I find a Chicago man who won't take a drink for the profit on an \$800 piano I take off my hat hereafter. I've been thinking it over. And say, here, have a cigar."

"I don't smoke," said the salesman. "Wife object?" said the Kansan.

"Nope; I just don't smoke, that's all."

"Well, I'll be—! Say, give me your address. I'm going to send your wife a box of candy."

The next day the salesman's wife received as a gift from the red-nosed Kansan a set of furniture that could not be duplicated for half the price of the piano.

And the Kansan is still here—and is still celebrating.—Inter-Ocean.

IT PAYS TO SELL GOOD GOODS!

Walter Baker & Co.'s

COCOAS

—AND—

CHOCOLATES

Are Absolutely Pure

therefore in conformity to the Pure Food Laws of all the States. Grocers will find them in the long run the most profitable to handle.



TRADE-MARK

41 Highest Awards in Europe and America.

Walter Baker & Co. Ltd.

ESTABLISHED 1780, DORCHESTER, MASS.

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

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

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.

## RARE OLD LACE

Can Be Made by Any Bright Woman.

Woman herself seems to be the only marketable commodity which is not to be improved upon when she comes from the hands of her maker. She herself can not be improved by extreme age, but her house contains old pictures, old china, old brasses; and, if she has the money, she wears old lace. If she has the instinct of the haut noblesse she does not plume herself upon the crisp newness of her Brussels point or Point d'Angleterre; not she. She proudly wears yellow flimsy stuff which "belonged to my grandmother," she coolly tells you, or, failing a grandmother, to Marie Antoinette.

If Marie Antoinette ever owned half the lace which is exhibited as once worn on her royal person she must have been a spider in a great web of lace. You lean forward to examine this priceless antique weave of careful fingers.

"Ah, yes," you concede, "it is very old; that is plainly to be seen."

The family lace has quite possibly passed through the hands of a shrewd accomplished French-Swiss family, who live in a dingy flat in New York but a short drive from the busy quarter.

It was with great difficulty that the writer procured an introduction—through a governess in a newly-rich family—to the people who transform brand new lace from the down-town stores into "the queen's own," or a great grandmother's wedding lace. We toiled up narrow dusty stairs and opened a door which rang a shrill jangling bell and brought a snappy-eyed little man, who held the door and peeped out. The governess presented the card of her employer, "and who is zis lady?"

"A friend who desires some lace done up."

"Ah! come in, mees!" and the way was open to the latest fraud of fashionable life, by which owners of purchased heraldic devices, antique gems, etc., may exhibit heirloom lace to envious friends.

A piece of lace was shown in its pristine freshness; so clean, so pure, so rich. Beside it lay its ghost—its ancestor, one might say—a priceless piece of antique lace, of the same width and pattern, but with an indefinable mellowness and air of aristocracy.

One piece was purchased at a date within the week, the other—well, it was half of the same purchase. One was thick, rich, new; the other smoky, yellow, dark in places, filmy, thinner; with broken meshes, mended with microscopical care. Its beading was fine, yellow and uneven. One piece of lace lay upon a square of turquoise velvet and glared in its newness; the other rested peacefully with an odor of sanctity, such as the wrist ruffles of an ancient cardinal might have exhaled, in an old, battered, carved wooden case, lined with faded brownish satin, which, when it was new, may have been rose color; whose frayed mellowness but

added to the charms of the quaint yard of loveliness which rested its ancient, cobwebby beauty upon it.

One piece might have graced the shoulders of a lucky stock broker's wife; the other—nay! nay! its very odor spoke of ancient abbeys, of midewed walls, of clashing arms and secret hiding-places; of turreted castles and powdered hair; of slim white necks, such as went to the block carrying the weight of some proud brave young head.

Stop! Is not that dark brown spot a blood stain? Oh, days of romance! there is no doubt, none whatever, that this particular piece of French lace, with its quaint ugly old box, was a part of the "Corbeille de mariage" of some demoiselle of the highest degree in the days of the Bourbon kings.

All this heirloom beauty, all this atmosphere of the past is made to order from plain, every-day, "Friday real lace bargain" sales by Monsieur, the Swiss lace maker, and his clever wife to oblige the seekers after heraldry, ancestry and the swords of their grandsires, together with the laces of their grandsire's wives.

And the process! By a great price purchased we this mystery.

First, the new lace is dipped in a solution of tepid rosewater with a few drops of glycerin in it; then it is laid under heavy pressure. When it is taken out it is of a finer, frailer appearance and its gloss has not left it. Next it is sprinkled with a powder made of the burnt leaves of an Indian plant; then it is hung in a smokeroom, where only a faint odor of smoke pervades the atmosphere.

The darker spots are produced by the hand and a camel's hair brush. A fine needle picks out a mesh here and there and a finer one, with yellow linen lace thread, draws the broken stitches together. The unevenness in the bead is produced, and lastly the lace which has acquired nobility is carefully pressed and allowed to dry, when it is once more exposed to the smoke process, in which burnt rose leaves figure. It is now aged and laid in a box which has seemingly been its home for hundreds of years, and that which was bourgeois, new, purchased with the dollars won on Lou Dillon or the "peerless vat beer," has become knighted, ancient, of the nobility, with a tender history in its fragrant filmy folds. Who would wear new lace when the real old, long-descended article may be had, the article that speaks of the Vere de Vere and which may be had for a price—and secrecy?

The price is high, for the work is delicate and the material, that is, the original purchase, must be "of a fineness," or the labor is useless.

Antwerp thread lace, round point and Valenciennes lace respond well to treatment.

We were told that there was more to do than two pairs of hands could accomplish, and for the very best people. The point lace veil worn by a bride who married an English tittle was done up and aged here and was written up as having been worn by the bride's grandmother. It was

purchased in New York and sent from the lace counter to the clever people who aged it in a week.

While we were there package after package arrived, brought by maids or friends of the owners. Of course the heirs of priceless old lace do not show their faces and the article to be aged is duly ticketed and begins its journey into the past.

"Looking Backward" would be a good title for this industry.

"Well," said the governess, as we left, "new real lace is good enough for me, if I ever get any!"

But there is no limit to what the modern wealthy woman deems all the comforts of home. Inherited lace is now included and where one's ancestors sold apples or ran a handcar for a living the grandchildren, who are heirs to immense industries and whole states of railroads, must have the "lace grandmother was wedded in." Real lace is not good enough; it must be really old, as well.

By one of the idiosyncrasies of the trade, as we left madame handed us the card of a firm which guaranteed to restore a youthful complexion to the elderly woman, who, while being renovated to look "as good as new," pays a price to have her new lace made to look quite as good as the old.

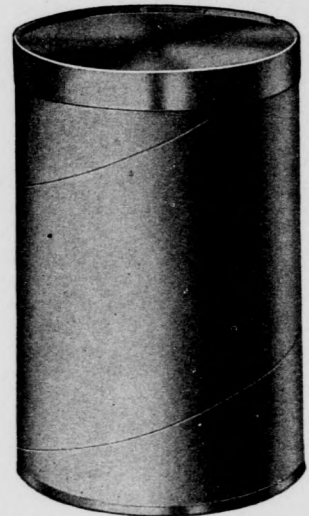
Lily Raymonde Brown.

## The Age of the World.

In an article on "The Age of the World," Sir Edward Fry, the famous English geologist, declares that 450,000,000 years must have elapsed since the existence of life on the globe.

We Save You  
\$4 to \$6 per 1000

If you use this 1 lb. coffee box



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

## THE LIFE OF TRADE

Competition doesn't much trouble the grocer whose business is run along modern lines—the life of his trade is the superiority of the goods he sells.

Superiority means more than mere quality. *The Salt that's ALL Salt* is second to none in cleanliness and purity; but it is because it is just right for butter making that it is so universally popular—because it is dry and flaky; because it works easier and goes farther than any other salt on the market.

*The Salt you sell is in the butter you buy—*hence handling Diamond Crystal Salt is a good rule that works both ways: sell your trade better salt and you'll get in better butter, with better prices and better satisfied customers all 'round as a final result.

Perhaps our most popular package is the  $\frac{1}{4}$  bushel (14 lb.) sack which retails at 25 cents.

For further information address

Diamond Crystal Salt Company  
St. Clair, Mich.

**COINAGE IN ANTIQUITY.**

**Discovery Which Suggests a Revision of History.**

Information has been received from Berlin that Pastor Losmann, chairman of the Society of Scientific Research in Anatolia, during a recent journey in Northern Syria acquired a coin of pure silver in an excellent state of preservation, examination of which revealed a perfect Aramean inscription of a King known to have reigned 800 years before Christ. The brief dispatch which recited the above facts failed to give the name of the King. It will probably be furnished later on. Meanwhile historians, numismatists and those interested in the subject of money will speculate on the consequences of the discovery, which will compel the revision of opinions entertained for more than 2,000 years—from the time of Herodotus to the present day.

During this long period historians and numismatists have taught that "the earliest known coins were issued by the Greeks in the seventh century before the Christian era." They have not been very consistent in their teachings, however, for in the same article as that from which the above quotation is taken, that on "Numismatics" in the Britannica, it is asserted that "the first coins were undoubtedly struck by a Lydian King, probably as early as 700 B. C. Of course, there is an explanation for this seeming discrepancy, and it is probably found in the fact that in antiquity the question of priority was much disputed. Some, Ephorus among the number, contended that to Pheidon belonged the honor of striking the first coin, while Herodotus favored the Lydian claim. But both of these authorities appear to have been in error. The discovery of the Aramean coin disposes of their claims and shows that they were as illy informed on the subject as those Greeks who attributed to the mythical Cadmus the introduction into Greece of letters.

Aramea was the country extending from the western frontier of Babylonia to the highlands of Western Asia. The Arameans were the people whose language in Assyria usurped that of the Assyrians and in Palestine that of the Hebrews. Theirs was the common speech of trade and diplomacy, and from this we may infer that they were forceful and aggressive. Of the latter propensity we have some knowledge derived from the Bible, in which we are told that as early as the period of the Judges an Aramean King extended his conquests to Palestine. The last of their Kings succumbed to Tiglath-Pileser of Assyria between 745 and 727 B. C. So the discovered coin must have been struck some years before that date, as the doughty Assyrian would not have permitted a conquered people to exercise so distinct an attribute of sovereignty as the coining of money.

The most interesting thing in connection with the find is the probability that it will direct inquiry to the antiquity of the practice of coining in Aramea. Investigations of this kind

have not been the fashion lately, and what is said on the subject, even by critical historians, is usually of a very perfunctory nature. Even so recent a writer as Helm gravely weighs the merits of the respective claims of Greece and Lydia, and tells us that as the soundest authorities are now agreed that none of the coins that have come down to us from Lydia can be attributed to an earlier date than 700 B. C., "Pheidon, who belongs to the eighth century B. C. would no longer have any claim to the introduction of coinage, and we should have to replace the name of the King by that of the city which produced them."

This is no more luminous than the observations of Grote, who wrote his history of Greece about the middle of the last century. In discussing the subject he absolutely rejects the authority of Plutarch, who distinctly says that the resort to the use of iron currency by the Spartans was prompted by the troubles brought upon them through using gold and silver. The passage referred to is in "Lysander," in which Plutarch says: "The wisest of the Spartans, \* \* \* dreading the influence of money as being what had corrupted the greatest citizens, exclaimed against Lysander's conduct, and declared to the Ephors that all the gold and silver should be sent away as mere alien mischief." These comments, and others of like tenor in Plutarch's "Lycurgus," Grote pronounced untrustworthy, because "coined silver was not then to be found, since it was first introduced into Greece by Pheidon of Argos in the preceding century—about the middle of the eighth century, B. C." Grote maintained the opinion that the reforms attributed to Lycurgus were really the development of a later age, that of Aegus III and Kleomens IV. But so far as the money question is concerned he must have been in error. It is simply inconceivable that Pheidon, who is credited with having established currency regulations, determining the ratio of the metals, introduced gold and silver coins into Greece. In all probability both of the precious metals were known to the Greeks centuries before Pheidon's time, and his regulations were aimed at evils of the same kind as those known to the moderns. There must have been commercial intercourse with the people of Aramea, or with those with whom the Arameans traded, and in that event a condition of affairs such as that described by Plutarch may have existed in Sparta.

Of course, if this is admitted, the assumption that the iron money of Sparta was a mere commodity depending upon its weight for its value becomes questionable. Such an opinion could never have gained ground if the declaration of Plutarch that "its intrinsic value was utterly destroyed by dipping it in vinegar when it was red hot, which rendered it unpliant, so that it could not be used to pay for the curious work of the other Greeks who ridiculed it," had been considered in connection with his other statements that the wise men of Sparta were desirous of

getting rid of gold and silver because it was a source of alien mischief. These statements point distinctly to the probability that the iron money of Sparta was of a numerary character, and that its value was in no wise dependent upon its weight or its intrinsic worth. When all the evidence which may be gathered to fortify this assumption is attentively studied it will be realized that the period in which the semi-mythical Lycurgus flourished was far more enlightened than the later one in which the Greeks were more occupied with wars than the arts of peace. If the discovery of the Aramean silver coin redirects attention to this earlier period of Grecian history and causes it to be studied in the light of a more thorough knowledge of the part played by money in shaping events in antiquity, another triumph will be recorded for the science of numismatics. Frank Stowell.

When a man dies of intemperate habits it all depends on his bank account whether the papers call it jim-jams or a nervous chill brought on by overwork.

The snake with gold rattles has something beside honey in the other end.

**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  
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FIRE INSURANCE AGENCY**  
W. FRED McBAIN, President  
Grand Rapids, Mich. The Leading Agency

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

**67,000 Subscribers**


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

Inquire about our new toll service Rebate Plan

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

**EXEMPLAR**



WITH MALICE TOWARD NONE, WITH CHARITY FOR ALL

**The Ideal 5 Cigar** GRAND RAPIDS MICHIGAN

## WARM WEATHER FOOD.

## Conclusions of the Government's Noted Food Expert.

This packing house strike is the greatest boon which could have befallen the summer stomach. The fact is we eat too much meat, especially in hot weather. An excessive meat diet greatly overworks the kidneys. If such diet is prolonged the digestive organs break down and the undigested food becomes stagnant in the system. There is a retention in the blood of waste products that should normally be eliminated by the kidneys. The result is what the physicians call uraemic poisoning, whose symptoms are such as headache, nausea, or often convulsions, and even coma. The result is the intemperate meat eater is too often cut off before his time.

I do not say that we should be vegetarians, entirely. For my own part, I eat meat but once a day—with my dinner. Our digestive organs are a combination of those of the herbivorous and carnivorous animals. We were evidently intended to eat both meats and vegetables, but to balance the diet.

We are engines, of which our stomachs are the furnaces and our food the fuel. The more fuel you pile into the furnace of an engine of iron and steel, such as hauls our trains or works our factories, the hotter will that furnace grow. But under normal conditions the furnaces inside our bodies will produce only such heat as is needed. In fact, the human body is an almost perfect thermostat. A thermostat is an apparatus for automatically regulating temperature. It is governed by a thermometer and when the mercury rises or falls too much it sets in motion machinery which admits cold or warm currents of air. Thus a room governed by a thermostat is kept within certain limits of temperature. Just so in the case of the normal human body. Food is consumed until the temperature rises to a certain point. After that is reached the system refuses to digest more food.

We need less food in summer, because the body's radiation of heat is greatly reduced. With a normal body temperature of 98 degrees we go out into the winter's cold, often when the air is zero or below. During such weather the heat of the body is constantly being radiated into the cold air, which is another way of defining the process by which we get chilled in winter. But in summer the air about us is so hot—often hotter than our bodies—that we radiate little or none of our heat into it.

There is as much nourishment in a pound of wheat as in a pound of beef. Wheat is the better food for the workingman, because it is a balanced ration, containing all three of the principal nutrient constituents of food, which are protein, carbohydrates and fats, required to produce heat and energy in the adult and, furthermore, to build up tissue in the young while they are growing. When a pound of meat is eaten it supplies only protein, which is the element

which builds tissue. We adults need a certain amount of protein to build up our waste tissues, but do not need nearly so much as does a growing boy or girl.

The average full grown American daily consumes seventeen grammes of protein. The leading physiologists believe that twelve grammes would be entirely sufficient. In other words, we should eat about two-thirds as much as we do. Prof. Chittenden, of Yale University, who recently reported his new researches to the American Academy, goes even so far as to say that seven grammes is sufficient, and if this is so, we consume over twice as much meat as we should. In other words, the average adult of our country eats anywhere from five to ten grammes too much of the tissue building constituent of meat; and it is this constituent in particular which causes undue labor of the kidneys.

In summer we should eat more of the succulent foods of the vegetable class and less of the concentrated foods of the animal category. While we should eat less in hot weather, we must never keep the stomach empty. The stomach and intestines need to be distended. Should you extract the nutrient constituents of hay and feed them to a horse in concentrated form you would kill him. The human stomach, as well as that of the horse, needs a large amount of indigestible material to keep the alimentary canal open.

Potatoes and fat meat are the best food for the laboring man—also sugar and syrup. A lump of sugar will restore elasticity to the muscles of a tired man as promptly as will alcohol, but the advantage of the sugar is the absence of a harmful reaction. Men on forced marches, athletes and those who make heroic physical efforts of any kind, should carry lumps of sugar and eat them from time to time. For emergency rations the French and German armies are now provided with lumps of sugar.

When greatly prolonged physical exertion is necessary carbohydrates—

not present in meats, but found in sugars and starches—should form the preponderate part of the diet. When the body is in exercise carbohydrates do not produce obesity. Only the sedentary man grows too fat from sugars and starches. The Japanese, on a diet mostly of rice, but with a moderate proportion of dried fish, can tire out the American with his preponderate flesh diet. Also the Frenchman, with his excess of wheat bread, can endure more physical fatigue and exertion than the meat eater. The old idea that an excessive meat diet is conducive to physical strength is erroneous.

In winter an ordinary man in sedentary employment needs foods producing 3,000 calories of heat per day. That same man in hot weather should get along on 2,600 calories. A calory is the unit of heat ordinarily employed by modern physicists. It is the quantity of heat necessary to raise the temperature of a kilogram of water from zero to 1 degree centigrade. Thus you see in summer we need about five-sixths of the heat producing foods—principally carbohydrates and fats—which we eat in winter. Of course, the sedentary man needs much less than the laboring man. Whereas, the man taking no exercise needs 3,000 calories in winter, the man at manual labor needs 500 to 800 more.

Water too cold and drunk in large quantities chills and congests the coating of the stomach. Many people distill or filter the water to free it from pathogenic germs and afterward add ice to it, not knowing that the ice is just as liable to be filled with germs as is the water. This habit I find to result from the ignorant belief of some people that so-called microbes can not live in ice; that by bringing water to the freezing point these germs are killed. But freezing produces only suspended animation in the pathogenic germs causing our common diseases. They merely hibernate in ice. We find some of these organisms living in the tops of the highest mountains, where the

temperature the year round is never below freezing. The best water cooler on the market has a separate ice compartment surrounding the water reservoir and the ice never touches the water.

All drinking water should be distilled or at least filtered. The longer it takes the water to trickle through a porcelain filter the more thoroughly it is freed from germs, as a rule.

I am planning a new experiment directed to the question of unwholesomeness resulting from long periods of storage and from the consequent molds which produce ptomaines. Ptomaines are alkaloid bodies formed from animal or vegetable tissues during putrefaction or by pathogenic bacteria. They are toxins due to the activity of these organisms, and belong to the family of serums.

We will conduct these experiments in our kitchen and dining room in the food laboratory in Washington. Meats, vegetables and fruits are being kept in cold storage for periods of from one to five or six years, or even longer. My opinion is that under no circumstances should food be preserved over one year. I can distinguish a cold storage article the minute I taste it, if it has gone beyond the reasonable limit of preservation. Of course, some varieties of meat are greatly improved by being kept in cold storage for some weeks after being killed. It is not so, however, with fish and vegetables. Fish should be eaten just as soon as possible after being caught, and I think that vegetables and most fruits should be eaten just as fresh as possible.

Harvey W. Wiley.

Briquettes made of the compressed slack and coal of the mines are preferred in France to any other fuel, and are kept in most houses. They are more easily handled and ignited than coal, yield more heat and make no dirt.

Cultivated strawberries have twice as large a percentage of sugar as the wild berries.

## YOU CAN'T FOOL A BEE



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

# Karo

**CORN SYRUP**



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

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

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

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

**CORN PRODUCTS CO., New York and Chicago.**



**MAKING OF WILLIE.**

**Pale-Faced Bashful Boy Becomes Self-Assured Man.**

Written for the Tradesman.

Willie's mother got Willie his position. She got it for him partly because she needed the money and partly because she wanted him to get his "sissy ways" knocked off him and learn to be self reliant.

She led him into the office of Thornton Co.'s department store one morning and when her name was sent in to the private office she soon followed it. Mr. Thornton was an old schoolmate of Willie's mother, who, by the way, was a widow.

Mr. Thornton was spread out in his office chair, enjoying his usual morning cigar before his beginning the day's work. After a few perfunctory remarks on both sides the real business in hand was taken up and Willie was brought forward for inspection.

He did not present a very promising appearance. His small face was pale and his blue eyes were lusterless and his slim, weak-looking hands fumbled his cap nervously. He stood with downcast eyes while "Thornton the Great," as he was known about the store, eyed him from the crown of his yellow head to the toes of his russet leather shoes. Judging by the expression of Thornton's face the general effect was not what it should be. Then his eyes started up to the lad's body again and stopped at the legs. They were set rather far apart and despite their slimness there was something sturdy about the way in which they held up the small body. The glance traveled up until it was on a level with the boy's eye and there it stopped and hung.

"If he would only look me in the eye," thought Thornton. "I can't stand people who don't look me in the eye."

As if in response to the wish the eyelids raised and Willie looked the great Thornton squarely in the eye for a few brief seconds, that was all. Thornton said, "I'll give him a chance."

The next morning Willie went to work.

He was put on the staff of errand boys and passed out of Thornton's immediate line of vision. He was, however, under the eye of the head of that department in which he worked. But that man, being but an ordinary man, could see nothing in Willie. In the first place, Willie was no good on bundles, as he could not carry those of any size, and, second and last, he was too careful about getting in the way of people and consequently never could be found just when he was needed. When Willie's "boss" wanted a boy he wanted him right off, so Willie fell from grace in this man's eye. And nobody appeared to want Willie about the store. Somehow, something was always the matter with him and he pleased nobody.

But still Thornton kept him about. He was loath to disappoint the boy's mother and he was rather vain about his ability to "size up" people. He believed there was something in Willie. So he took him into his office.

The first morning Willie was there a change was apparent. He seemed to draw energy from the great man near him. When Thornton resolutely attacked a pile of loose letters and with restless energy straightened them out. When Thornton started on something else Willie, having finished his self-imposed task, hunted up another. The office was kept spick and span. Every night Willie went home happy. He was "in the office," where the levers were that worked the whole concern. He was no longer out among the common herd, knowing nothing and doing nothing beyond what he was told. Here he had his work to do—mostly work of his own choosing, to be sure, but to be done none the less well.

Here began Willie's success. Nobody called him Willie any longer, Will was the proper term now.

One morning when Thornton came in after having been out an hour or so, he stopped a few feet from the open door of his office and watched what he saw there:

In his own big office chair sat Willie, almost lost in its depths. Opposite him, with an illy-concealed look of amusement on his face, sat a representative of a large mercantile firm. Willie's small voice was running on smoothly in well-chosen language:

"If you will just wait a few minutes Mr. Thornton will soon be back. He wants to see you I am sure. He always wants to see any one from Houghton & Jones—I heard him say so. Was it anything about which I could help you?" he enquired earnestly. "I am getting the run of the business pretty well in hand now, although I did not seem to get on out in front."

"Well, I will wait just five minutes more," said the traveling man, "and then if Mr. Thornton does not come tell him he has missed a chance to buy a lot of goods at just half their actual worth, will you? I would like to give him the chance, but I must catch this train."

Willie was all agog. His eyes sparkled with excitement and a determined line ran around his mouth. He looked like a different boy.

"We will take them," he said suddenly.

The man laughed.

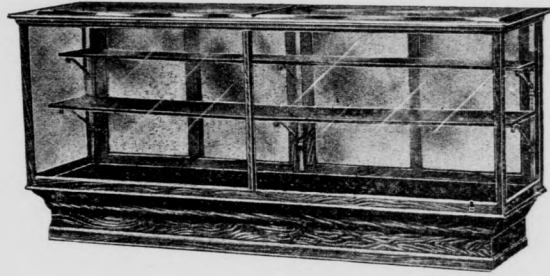
"Oh, we will take them all right—I know Mr. Thornton will want them. What do I have to do to close the deal?"

"You are a good business man," laughed the man, "but I'm afraid you couldn't 'close the deal,' as you express it."

"I can," said Thornton, entering the room.

The deal was closed in Willie's presence, and on the strength of it Willie was promoted.

As time went on more responsible things were given him to do, and he did them. He gloried in responsibility. The more responsible the task the better Willie, or Will as he was now universally called, liked it. He was one of the few who could start in the middle, instead of at the beginning, and work his way up.



Our No. 65. Most popular combination case on the market. 26 inches wide, 34 inches high. One adjustable wood shelf, 14 inches wide. Shipped K. D. Write for catalogue and prices.

# Base Imitations and Base Imitators

That's right—**base imitations.**

You've seen show cases with receding bases? We make them—in fact we were the very **first** people to make receding bases, so that all other receding bases are **base imitations.** And their makers? Look again at our headline.

We make a point of putting the best work—the best features—in our cases—and **we do it first.**

Got a little surprise to spring before long—another new feature that's several hundred per cent. better than anyone has shown. Watch for it—in the meantime send for our catalogue of wear-long show cases.

## Grand Rapids Fixtures Co.

THE ORIGINAL SHOW CASE FACTORY  
OF GRAND RAPIDS

140 South Ionia St., Grand Rapids, Michigan

New York:  
724 Broadway

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125 Summer St.

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

While his mind had been growing Will's general appearance had also undergone a great change. His blue eyes were no longer dull and disinterested looking. They were sharp and quick now and took in every detail of anything he saw. The hollows in his body had filled out and, taken altogether, there was a vast difference between the Willie of three years ago and the Will of the present.

In the meantime Will had acquired a knowledge of shorthand and typewriting, gleaned at odd moments of the day's work, and it was characteristic of him that he diligently plodded along learning the "touch" system when most boys having a choice in the matter would have learned one less difficult to master.

When Thornton's own confidential stenographer left Will promptly applied for the position.

"You!" said the great Thornton, "you! Why, you are only a boy—you're only 15 years old!"

"I can do the work though," replied Will, and the vain Mr. Thornton, thinking of his ability to "size up" people, gave him the chance.

His pride suffered no fall, for Will grasped what was wanted in a surprisingly short time and, despite his tender years, did well. At first, of course, things did not move smoothly, but they gradually straightened out and things went along all right.

Five years flew by quickly, as they do where there is much to do, and Will, now almost a man, still occupied his position near the great Thornton. The business had prospered under the big man's careful management and Will's work had increased with Thornton's until they both had more than they could do.

One day in midsummer Mr. Thornton sat for an idle moment in his big chair by the window. It was very warm and great drops of perspiration stood on his forehead. The massive jaw was relaxed and the lines around his mouth looked tired and worn.

And Thornton felt tired and worn. For twenty years, now, he had been at his post—ever since he had invested his meager capital in the business—and, with a few brief weeks snatched during the dull season, there had been no remission in the constant toil.

And Thornton was tired. The breeze blowing hot through the window, bringing with it an odor of coal smoke, had little in it to suggest the cooling zephyr that swept across the meadows on a farm out in the country where Thornton had dreamed his first dream of success. He thought of the place constantly, and longed for it as he had never longed for his present power and wealth. Now a girl passed along the street below with a great bunch of daisies in her hands, and Thornton the Great sat up and said:

"Will, you are General Manager."

Will looked up from his desk and said simply, "Thank you."

Thornton liked that a man could say "Thank you" in that tone of voice when given a position of great

power and profit—he had nerves of steel, nerves that could stand up under the terrific strain of modern business life and not break down.

Thornton then unburdened himself: "Will," he said, "I have stuck to my desk for twenty years and have had few days off. I have made my 'pile' and now I am not going to kill myself making more—I am going to rest. Back where the wind blows the meadow grass until it looks like the green billows of the ocean, back"—

Thornton's voice trailed off into nothing and he sat lost in thought.

"He certainly needs rest," thought Will, as he looked at the big tired figure stretched out in the chair.

Then he thought of all the man had done for him—how he had taken him in when he was but an ungainly, unpromising boy, to oblige his mother and had helped him up the rough hill to his present position. Then a great feeling of love and admiration for the big kindly man surged through him and, going up to his employer, he said, his eyes shining with earnestness:

"I appreciate it all, sir, and will do my best to run the business as you would run it. I can't say all I want to, but you have understood me all along, and I think you will now."

Thornton did. He drew his big body up from the creaking chair and clasping Will by the shoulders, looked at him for a moment with moist eyes.

"Boy," he said, "boy, I do understand you."

Then he put on his hat and went out—out into the country, where he slept and ate and smoked and rested, secure in the knowledge that a sure hand of his own training was at the lever and that nothing could go wrong. Glenn A. Sovacool.

#### Japan's System and Organization.

Those who have diligently read the war news from the Far East have noticed very frequently in the dispatches from Japanese generals the statement that this or that occurred as "prearranged." George Kennan, the celebrated correspondent, in one of his articles comments at length upon this fact and upon the system in the Japanese army, likening it to that of a great circus in this country, with a thousand horses and a thousand men and all the accompanying baggage, apparatus and paraphernalia. He says that preparation is one of the secrets of success. It is a matter of common knowledge that Japan had been getting ready for this war a long time. Its shops were making arms and ammunition and everywhere men were being drilled in military duty so as to be available and valuable when the emergency occurred. There has been no lack of any material thing. There has been plenty of power of exceptionally high grade, plenty of guns big and little, and plenty of provisions. Everything was ready long in advance and the supply is apparently inexhaustible. Russia, with larger resources, was not so well equipped and preparations made in a hurry are never as well made as those where there is ample time to attend to details.

Mr. Kennan points out that the central authority in Japan planned the several campaigns and gave minute orders for every movement and, for that matter, for every obstacle. There was accurate knowledge as to the lay of the land, how far an army could march in this section and how far in that, in a given time. It was aimed to force the Russians into certain positions and they have taken them as if themselves acting under Japanese orders. Everything is figured out in advance and to minute detail. When the Japanese army is to move by train the cars are ready at the appointed time and each company is assigned a place. If by boat, the boat is ready and the names of the officers who are to occupy them are posted on the stateroom doors. Nothing is left to chance and nothing is unexpected. The strategy board has everything moving like clockwork and knows almost to an hour where a detachment will be and what it will be doing. Military precision has its perfect work as with no other army in the world. Tokio is the seat and center of authority and so there is no conflict of orders. In the matter of organization and systematic procedure Japan easily takes the lead. That this is valuable is demonstrated by the result. The example is one which will doubtless be followed by other nations and is one which certainly attracts the admiration of the world.

No man was ever yet scared into being a saint.

## MAT THE MOULDER



Mat the moulder, who moulds hard all day,  
In furnace rooms smothering and hotter than—say,  
He can tell you the reason he lasts out the week.  
It is because he has **HARD-PAN** shoes on his feet.  
He whistles and works until six and until six,  
No corns? No bunions? Well, I guess not. Nix.

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.

## WINTER GOODS

We carry a complete line of



Lumbermen's Woolen Home Knit Fleece Lined and Cotton  
Woolen Fleece Lined and Cotton

Socks and Hose

For men, women, and children at all prices. Ask our agents to show you their line.

**P. STEKETEE & SONS, Grand Rapids**

Wholesale Dry Goods

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

## 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.

**How Chicago Workers Start Small Stores.**

"There are each year over 500 workers in the city of Chicago who start into business for themselves by buying a small stock of goods and starting a small general store." This is what the head of one of the largest establishments in the city that make a specialty of selling small stocks of merchandise to prospective storekeepers says. He adds further: "Three hundred of this number do not stay in this city when they start their stores, but go out to the small country towns in the adjoining states, where competition is not so strenuous, and there in the course of a few years, aided by the experience they have had in business in the city, soon build up businesses that any one may envy."

The small store which can be started with a minimum of capital and be conducted with only small expense is becoming extremely popular with that class of city men who have worked and saved something out of their wages until they have enough to begin business on a small scale for themselves. Many city men have firmly rooted in their minds the intention to some day go out in the country and try farming as a business, but there is a greater number of those who wish to, when they have saved a little money, go into business for themselves. Farming in its best and most simple phases is hardly a business that is adaptable to the city man without agricultural training, and the chances for success that the city farmer has will necessarily be smaller than those of the experienced tiller of the earth. But a business, a store, is the kind of a thing the city man has had training in and which he is fitted to pursue with the intelligence and skill necessary to success.

In regard to the amount of capital necessary for either of these ventures the advantage is all with the small store and the returns are much quicker. A stock for a store of general merchandise, which is the line which the investors of small capital usually enter, can be purchased for any amount ranging from \$50 up to several thousands. Of course the stock that can be bought for \$50 must necessarily be of limited nature, but the fact there is a stock on the lists of the companies who do this kind of business which can be bought for this amount proves that there is a call for a store of goods at this small price.

In fact, it was only last week that such a stock was sold to a man in this city. He rented a half store on West Madison street, fitted it up with a shelf of goods on one wall, and was ready for business. The entire amount expended by him for his establishment, including his stock, fixtures and first payment of store rent was only \$100. His business for the first week was such as to justify his venture on such limited capital. His receipts were enough to warrant his instantly increasing his stock, and he has now no fears of the ultimate success of his experiment. Of course, it is not to be presumed that

\$50 pays for a stock the size of which would be acceptable to the average man, but the success of this man shows fully what can be done on even the most limited capital.

However, from \$200 to \$800 buys a fair stock of general goods. The consensus of opinion among the men who sell these stocks is that \$800 is the average amount invested by the Chicagoan who goes into merchandising for himself for the first time. For \$800 can be had what is considered a model store for the man of small or medium capital. In this stock there is nothing that may be called for in a general store, from a bottle of scented vaseline to a wash-tub, that is not included. The variety is so great that there is only a little of each item carried in stock, but this is the secret of success with the small storekeeper.

To begin business on the \$800 scale in this city, however, makes it necessary that the beginner have some capital besides this. He must rent a large store in order to display, or even get such a stock under roof, he must engage help, and to get the business necessary to support and leave a profit in such a business he must advertise and go to much additional expense that the man who begins in a small way is not subjected to. Still, if he has the capital to keep "things humming and running" until trade comes his way, this is probably the best way to begin, as there are business men in the city who own businesses that are rated worth fortunes who began their careers in this manner.

But there are many men, leaving aside those who buy their stocks here and go into business in some other town, who invest much less than this, and who make a satisfactory competence out of their businesses. In the amounts between \$200 and \$800 of good United States money there is a range for a great diversity of investments. It matters not how much, or, apparently, how little money a man may have to invest, he will find something suited to him in the variety of stocks that are to be had. His field of investment is not restricted to any one kind of store, either, but he can have his choice of any kind that he favors. Some firms sell only one kind of stocks, but there are places in the city where can be bought every kind of a store complete.

That this class of storekeepers make money is shown by the promptness with which they pay their bills. They are considered among the best customers of the large general merchandise houses, as they buy frequently and pay well. It seldom happens that an account is lost through the failure of such a store. Apparently every class of workers in the city has its representative among the men who start small stores in the city, but the great majority undoubtedly come from the ranks of the clerks. A prominent merchant in the city has said that every clerk in Chicago is a prospective merchant, and the number of them who try to enter the ranks of the successful

small storekeepers would seem to substantiate this statement.

O. H. Oyen.

**An Alarm Clock That Alarms.**

A Tyrolese clockmaker recently invented and patented a unique alarm clock. It is simply a new and original application of the alarm to the clocks made in the Black Forest, possessing a certain peculiarity which he designates the Alpine Waker.

Whenever in the solitudes of the high pastures, the cowherds of the Tyrol and Switzerland desire to communicate with one another over distances too far for the voice to carry they make use of a sort of wooden drum, upon which they strike with a wooden hammer, thus producing a sound which is distinctly audible over a long distance. This custom is the father of the idea.

Just above the dial on the clock will be found a wooden hammer which, actuated by the alarm movement, beats upon a thin board, raised an inch from the face of the clock, as upon a drum, producing a sound of remarkable intensity, more thrilling indeed than that of the ordinary metal bell.

Don't be afraid to change your method if you are sure you can adopt a better.

**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.

**Simple Account File**

**Simplest and Most Economical Method of Keeping Petit Accounts**

- File and 1,000 printed blank bill heads..... \$2 75
- File and 1,000 specially printed bill heads..... 3 00
- Printed blank bill heads, per thousand..... 1 25
- Specially printed bill heads, per thousand..... 1 50

**Tradesman Company,**  
Grand Rapids.

**You Won't Have Trouble**

IF YOU BUY

**Ladd's Full Cream Cheese**

We guarantee the best quality of goods, prompt shipments and right prices.

Manufactured and sold by

**LADD BROS., Saginaw, Mich.**

If not handled by your jobber send orders direct to us.

**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.**

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 1831



### Won His Spurs by Enterprise and Push.

Clarence Rugby, the wide-awake clerk of Armstrong Bros., who have the wholesale establishment over on Bartlett street, found he could save time and energy by cutting down the alley in the shade when he went to his luncheon, and scuting—if that word isn't found in the dictionary so much the worse for the dictionary—through Dixon's grocery into Seventeenth street and thence to the restaurant opposite. Of course, Dixon didn't mind and it didn't take long for the old fellow and the young one to get up what Rugby called a "passing" acquaintance, which after a while became something more than that.

With the young fellow's bright eyes it didn't take him long to see that something was the matter with the Seventeenth street grocery. There didn't seem to be anything going on. Of course, noon is no time to judge of a grocery's trade, but there are signs and Rugby knew them and he knew mighty well what they stood for. That wasn't all. His eight years in the business told him that if the grocer wasn't on his last legs he was getting there, and he began to wonder if with what money he had and what little he wanted to borrow he couldn't get into that grocery and run it on his own account.

The more he thought of it the more he concluded there was something in it for him and to get at the bottom of things he did more than simply make a highway to luncheon of Dixon's establishment. It didn't take long to get a starter. The man was slack or lazy, he couldn't tell which. It made little difference. Either or both, the result was the same, and he knew well the remedy for that. Order is heaven's first law and it's a mighty good place to set it in operation in a grocery that is to amount to anything. Time and again he had gone through there without finding anybody in charge and more than once when a customer was impatient he had waited on him. That sort of thing will kill active trade sooner than anything else. Everybody knows that business left to itself is sure to run itself into the ground. Finally when one day having waited on a customer he met Dixon coming out of the backdoor of a saloon on the same alley he knew it was all up with Dixon and he planned accordingly.

The next day he asked for a little longer nooning than usual and managed to find Dixon in his store. He took him to luncheon and the two were soon talking trade from the foundation up.

"How's the retail end of the biz, Dixon?" was Rugby's earliest question; "on the flare?"

"On the nothing. At all events there's nothing in it for me. One

reason, I suppose, is the hot weather. The folks—mine anyway—pack up and hike away to get rid of the heat, so that from June to September I might just as well shut up shop. A good many of 'em don't get back until the frost drives 'em, and here I am biting my thumbs. About the time for thinking of Thanksgiving and getting ready for it, the trade evens up and goes on fairly until the schools close and then comes my dead time. Do you know, Rugby, I want to get out of here for just that reason. There isn't any money in it for me. I can stand the racket for two months, but I can't for six, and if I can find any sort of a decent offer to sell out I'm going to do it. How would you like to take a turn in there?"

"Do you mean it?"

"To a dot."

"Cash?"

"That or as near to it as the other fellow can go."

"When?"

"Just as soon as the Lord and his circumstances will let him."

"How long will you give me to think it over?"

"How long do you want?"

"To-day's Tuesday. I'll tell you Friday noon."

"Friday noon it is."

Fifteen minutes afterwards the two were in the grocery and Rugby looked around enough to satisfy himself that the establishment was suffering for a certain tonic the specifics of which he was able to furnish without stint. Refusing Dixon's invitation to step in and have something he went over to the store and went straight for the front office, where he found "old man Allison" getting a good deal of comfort out of a mighty good cigar.

"Mr. Allison, I've come across a good thing over on Seventeenth street and I'd like to go for it. Dixon, the grocer, is going to give up or bust up and I want to buy him out. He's been running down at the heel for over a year now and I've been having an eye on him. I've seen enough to convince me where his faults lie and I know that if I can get in there now I can save what little trade there is left and bring back what he has lost. I have \$1,500 and I believe I can buy Dixon out for \$2,000. He wants three. So would I for that matter, but I think I can satisfy him with the two thousand spot. The offer is open until Friday noon. Will you be willing to help me out with the five hundred and give me time on such goods as I may need along at first?"

"W-h-y, I guess so. Roberts 'll be in before a great while and we'll talk it over. That part of it isn't going to bother us so much as the vacancy you'll leave. He'll kick like a steer over that. It may be after you've thought it over a little more you won't want to go on with it. You'll find it tough sledding for a good while. The current there is pretty strong and it's getting worse every day. That Dixon's down on our books for quite a sum and—well, we'll see about that later. Come in about 4 o'clock."

The kicking steer is a lively figure, but it wasn't anything when compared to Roberts. Even a mad bull is tame. "Just as a man gets so he's somewhere near worth his salt off he goes into business for himself and in six months—it's the truth, Allison, every word of it; we tried it time and again—back he comes and wants us to let him have his old place, and is madder than the devil if we don't give it to him. It's going to be the same old story with Rugby; and I'll be blanked if I'm going to have anything to do with such nonsense. You know yourself—"

"Oh, well, now, Henry, 'hold your horses.' There's no use in your tearing your underwear to pieces if it is getting to be late in the season. The boy is coming in about 4 and you can manage the matter to suit yourself. There are two pretty stubborn facts you want to keep in mind while he's in here: that you're talking to Clarence Rugby and that he has a head on him long enough to see clean through the Dixon business. Before you say no you'd better get him to let you see what he sees. Another idea I'd like to throw at you, Henry, you talk to Rugby as you've just been talking to me and he'll tell you to go to the devil and he'll go where he darn please. He'll go and you won't and that'll be all there is to that!"

At 4 o'clock Rugby came in. Five feet eleven he stood, straight as an arrow and handsomely put together. "Not a bad looker," as the Western phrase goes, he glanced at Allison's empty chair and said to the junior partner, "I was expecting to see Mr. Allison; but I see he's not in."

"No; but he told me of his talk with you and said I could settle it as it seemed best. Take a chair, Rugby, and tell us just how the thing stands. If it's a good thing you can not afford to give it the go-by and we couldn't afford to have you. Go ahead now from the lowest round up."

"Dixon drinks and the business is going to the devil. I think I can buy him out for \$2,000 cash. Only a little energy will bring back a flourishing trade in a mighty short time. The location is the best in the city and I know I can more than double my money between now and New Year's. I have \$1,500 and I asked Mr. Allison to give me a loan of \$500, and give me time for a while on the goods."

"What makes you so dead sure that you can double up on your trade?"

"Because I don't drink; because the business needs the care that Dixon won't give it which I will; because Dixon is lazy and I'm not; because he thinks that goods can't be sold in hot weather and I know they can and because—oh, well, because he's out of the game and doesn't know it and I'm in and do."

"Well, now, Clarence, suppose you go in there; what is the first thing you'd do?"

"Clean it and the next thing put it into some kind of order. Then I'd get up some kind of excuse for doing business a little faster than it is apt to be done in hot weather. What's the matter with a hot weather sale where you can treat your cus-

tomers with iced drinks and arrange your goods so that they can see them while they are drinking themselves cool? A good many times the difference of a cent will settle the sale and the average customer treated as he ought to be treated pays that cent a good many times before he gets out of the store, and when he comes back—and he's sure to do it—he brings his neighbors with him. You needn't talk to me. There isn't an old farmer within five miles of us that won't come out of his shell if he has only a little encouragement, and if Dixon had the gumption of a scared rabbit he'd crowd that store on Seventeenth street with customers, from 8 o'clock until noon, so thick that he would have to have an army of clerks to take care of them. That store needs push to set it going and push to keep it going. That's just what I have and that's just the place to put it. The \$1,500 ought to be pretty good security for the \$500, and now it remains with you to say whether it's a go. Is it?"

When the young fellow looks straight into the eyes of the old fellow who likes him and with his face full of enthusiasm talks "straight" and "on the square," there are little geeing and hawing indulged in. There weren't then. Roberts looked into the blue eyes and the earnest face, took from his mouth the cigar that he was enjoying, looked at the inch of ashes at the end of it, knocked them off with his little finger and looking Rugby keenly in the face asked: "What are we going to do for a man in here?"

"The best you can; that's what I've got to do."

"Exactly. Now what both of us must do is to see what that best is. It is easy to see that you have a good thing, especially if you can buy out Dixon at that price; but you know as well as I do that you are going to have uphill work and it'll be uphill a great deal longer than you think it will."

"O, I know; but, Mr. Roberts, it's putting me into a place where I've got to be responsible. My whole future depends on it and where a man knows that the whole 'live or die' depends squarely on him, if there is anything in him he's going to bring it out. If there isn't anything, he may as well find it out that way as any other. I've thought it all over; I'm as sure of succeeding as I am of sitting here and I've simply got to take it. If you don't see your way clear with the \$500 just say so and I'll get it somewhere else. Can I depend on you?"

"What makes you so anxious to strike in now?"

"Because this is a good chance and a good time. I've got to begin somewhere. I'm no second fiddler and I may not have such an opportunity again. I can't afford to lose it, and since you don't seem to look upon my proposition with favor, I must try somewhere else."

"I don't favor your proposition, Rugby, because I know it isn't the best. Of course you naturally look at it from your side and I from mine. Now for a little plain talk: We can

not afford to let you go. You can not afford to give up your chance with Dixon. Suppose we combine the two. You buy out Dixon at his price, whatever it may be. Buy him out at once. Business isn't driving and won't be for a while anyway, and in the meantime you go in there and put in the push it needs and which we know you have and make it the success it ought to be. Take some experienced man in with you and you can get the thing on its legs by the time the fall weather starts in. If it takes longer, all right; but keep at it. It's only a question of time. Your theory is all right and your practice is going to be all right. Go in and do your best. We'll furnish what money you want and we'll brace you up in other ways if you find you need it, only I don't think you will.

"Then there is something else I have to say to you. You said just now that where the whole 'live or die' depends on a man and he knows it, it'll bring out whatever there is in him. That's so. Now, you go ahead. Double Dixon's trade by New Year's and for a New Year's present we'll have the firm read Allison, Roberts & Rugby and give you an equal share of the net proceeds, making the Dixon stock and store, which you may sell or keep and run, your part of the capital.

"You needn't take it that way, Clarence," the young fellow, turning white and red, tried to speak and could only stutter. "You didn't know it, of course, but we were going to make you the partnership offer anyway at New Year's. The 'live or die' policy you've carried out ever since you've been with us; and now if you apply to the Dixon trade as successfully as you say you can that 'summer tonic' you told Allison about this morning that will be all we shall care for.

"Just a minute, boy." Clarence had reached the door. "I think, if I were you, I'd make a call right off after dinner to-night and tell 'her' all about it; and Allison told me to tell you that his wife will expect you two and us two to dine with them on Sunday at two o'clock sharp. Shall I tell him yes?"

"Y-o-u bet!" The door closed, not with a bang; and a certain house on Grant avenue "put up" that Sunday the best dinner of the season.

Richard Malcolm Strong.

The Most-Spoken Language.

There are 382,000,000 Chinese speaking the same language, making Chinese the most-spoken language. There are so many dialects which are entirely different that they seem scarcely to belong to the same tongue. The inhabitants of Mongolia and Tibet can barely understand the dialect of the people in Peking. Putting Chinese aside, the most-spoken languages are as follows, in millions: English 120; German, 70; Russian, 68; Spanish, 44; Portuguese, 32.

Russian credit is getting shaky. Its complete collapse is imminent. Losers always find it hard to borrow.

Hardware Price Current

Table of hardware prices including Ammunition (Caps, Cartridges, Primers, Gun Wads, Loaded Shells), Gunpowder, Shot, Axes, Barrows, Bolts, Buckets, Butts, Cast, Chain, Crowbars, Chisels, Elbows, Expansive Bits, Files, Galvanized Iron, Gauges, Hammers, Hinges, Hollow Ware, Horse Nails, House Furnishing Goods, and Japanned Tinware.

Iron

Table of iron-related items including Iron (Bar, Light Band, Nobs, Levels, Metals, Miscellaneous), Molasses Gates, Pans, Patent Planished Iron, Plates, Nails, Rivets, Roofing Plates, Sand Paper, Sash Weights, Sheet Iron, Shovels and Spades, Solder, Squares, Tin, Tin-Allway Grade, Boiler Size Tin Plate, Traps, Wire, and Wire Goods.

Crockery and Glassware

Table of crockery and glassware prices including Stoneware (Butters, Milkpans, Stewpans, Jugs), Lamp Burners, Mason Fruit Jars, Lamp Chimneys, Rochester, Oil Cans, Lantern Globes, Coupon Books, and Credit Checks.



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

Special Correspondence.

New York, Aug. 27—There is a fairly satisfactory trade in coffee, and during the past three days especially sales have been quite satisfactory. Prices are well held and Rio No. 7 is quoted at 83½@85½c, with a very moderate supply. In store and afloat there are 3,152,075 bags of Brazil, against 2,502,877 bags at the same time last year. Mild sorts are firm and there is a steady improvement in the demand. At the close good Cutcuta is worth 9½c and good average Bogota 11¼@11½c. East Indias are firm and the volume of trade shows steady improvement.

The sugar market is about as last noted—a moderate volume of new business and a fair amount of withdrawals under old contracts. Upon the whole, the situation is firmer at the close, but the rush for sugar for canning is about over and we have only the legitimate trade.

There is a fairly steady tone to the tea market, and the better grades are showing positive improvement. Low grades are working out at all sorts of figures.

Not a speck of enthusiasm exists in rice. Crop reports are favorable and it is hard to figure any profit on the present basis of values. A little later things may take a turn.

A strong undertone prevails in spices, and this is especially true of pepper. Singapore black, 11⅞@12c; Zanzibar cloves, 15½@16c; Amboy-na, 15½@16c. Nutmegs and other spices are practically unchanged.

With the advancing season there is a steady improvement in the call for molasses and dealers seem to have a good deal of confidence in the future. Offerings are moderate. Good to prime centrifugal, 18@27c. Syrups are steady. Quite an export trade has existed during the week.

Dried fruits show little animation and prices are unsteady save for currants, which are worth in bbls. 5@5½c for Amalias.

Canned goods have been rather quiet. Almost everybody is away and no great change is likely to occur. The opening of the salmon price of \$1.10 was the main topic, and it is thought this price will lead to active buying and consequent cleaning up of stocks. Tomatoes are fairly steady, and at the moment it seems as if we might look for slightly higher quotations. Peas are plenty and packers are trying hard to work off all old stock. California fruits are firm.

Lemons are steady within the range of \$2.75@3.75 for 300s. Oranges and pineapples are dull.

The better grades of butter are in good request and prices are well sustained. Extra creamery, 18¼@18½c; seconds to firsts, 15½@17½c; imitation creamery, 13@15c; factory, 12½@13¾c. For almost all grades of

butter, save the best, the market is dull and dragging. Renovated, 12½@15c.

The week has been very quiet in cheese and no changes have taken place in quotations. Full cream small size, 9c, for either white or colored. Exporters are doing very little.

Fancy fresh eggs—nearly—are well sustained at 25@26c, with supply moderate. Undergrades are steady, but the supply seems fully equal to the demand. Fancy Ohio and Michigan, 2c½@21c; average stock, 19@20c and down to 15@16c.

### The Reindeer Industry.

In 1901 Dr. Sheldon Jackson, the Alaskan agent of the Bureau of Education, brought over from Siberia the first lot of reindeer, only sixteen, and started a little colony of them on Unalaska, an island lying off the bleak coast of Alaska.

At first the experiment was looked upon as rather a waste of time and money, but time came to the rescue, and it was clearly proved that these animals could be successfully imported and taken care of, so that now our good lawmakers are appropriating \$25,000 annually for increasing the supply. The reindeer have taken kindly to the native moss, which forms their principal article of food and, of course, needs no outlay for cultivation. There is said to be enough of this moss in Alaska to furnish plenty of food for 10,000,000 reindeer.

At the present rate of increase, even

if no more are imported, there will be at least 1,000,000 reindeer in Alaska in less than twenty-five years. To go a step farther, it will not be at all surprising, in the opinion of some, if this industry should grow to be one of considerable commercial importance to the United States, and it has even been estimated that in some thirty-five years Alaska may be in a position to sell annually half a million to a million reindeer carcasses, besides furnishing several thousand tons of hams and tongues.

Each doe may be counted on to add to the herd a fawn a year for some ten years. They also furnish very rich milk, which is said to make excellent cheese, the quantity of milk averaging about a teacupful at a milking.

The reliability and endurance of these animals are remarkable, making them invaluable for transportation service. This is proved by the fact that they have now for several years been used to carry the United States mails on regular routes with the greatest success and in about half the time required for dog teams. They can also be ridden with a saddle, and travel along contentedly with

a pack-load of one hundred and fifty pounds.

### ELLIOT O. GROSVENOR

Late State Food Commissioner

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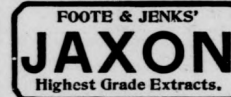
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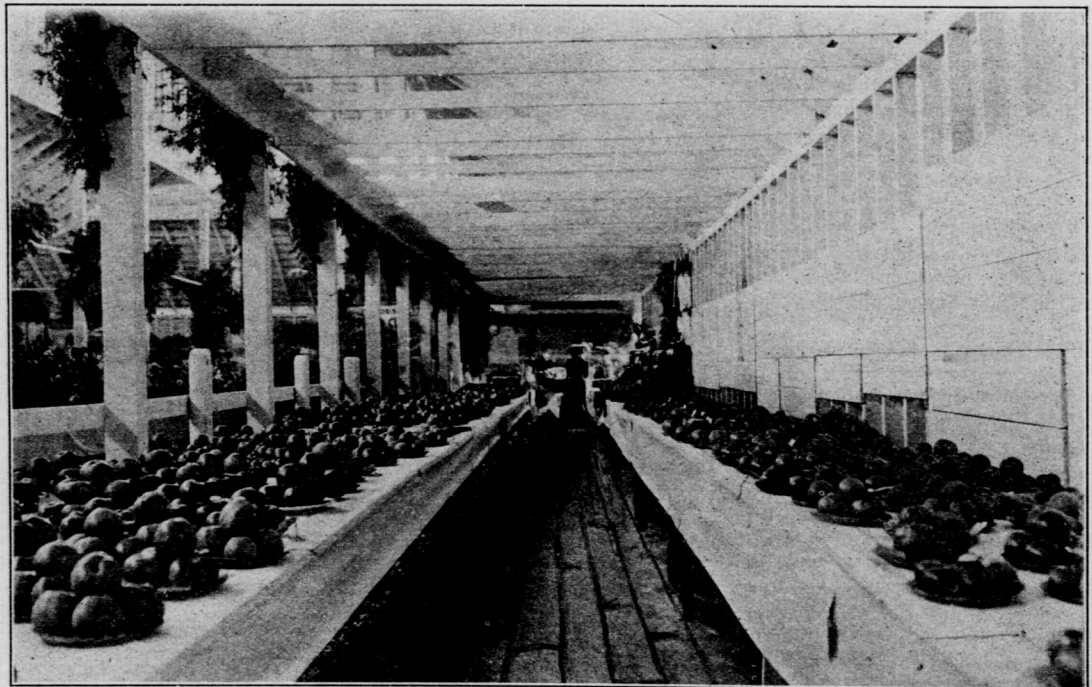
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## West Michigan State Fair Michigan's Best Fair



Grand Rapids, September 19, 20, 21, 22, 23, 1904

The fair will be better than ever this year. Trotting, pacing and running races each day. Trained animals, high wire acts, balloon ascensions, etc., all free.

Half Fare on All Railroads

**Don't Inflict the Hard Times Feeling on Others.**

This country is now on the eve of another presidential campaign, and as usual the newspapers are waxing warm in the interest of their respective parties. Just now, as is the case every four years, there is heard in trade circles a lot of senseless talk about the dull times certain to fall to the lot of the business world while the country is undergoing the torture of a presidential campaign. Now, Mr. Retailer, the business of this country will not be nearly as bad as those chronically afflicted with the doleful doldrums will try to make it, and if business with you is not what it should be it will be because you have sat quietly by a silent listener to the alarmists and not because things are actually bad.

The sensible and naturally progressive business man of to-day is shrewd and far seeing, and he knows that there is no sense in getting panic struck because the voters of these United States are going to breathe politics for a brief spell. Don't think for a moment that there is not going to be as much merchandise sold, just as much money spent, if not more, or that the business machinery of the country is not going to run along as smoothly and with as little friction or interruption as in other years, if only merchants will keep their heads and not give way to that "sure-to-be-dull" feeling which inspires the blues.

Business is one of the most sensitive things in the world. It is just like a sensitive man with an easily subjective mind. Let us suppose such an individual passing along the street being greeted by friend after friend, each one of whom glances at him sympathetically and remarks, "My, how bad you are looking, dear boy, you must be very sick." How long would a man with a normally healthy mind and a good constitution have to travel on such greetings before he himself became actually convinced that he was ailing?

Now, Mr. Retailer, every time you go into places of business, or out upon the street and talk about trade being dull, and how hard it is to do business, you are doing everything you possibly can to inflict that panic feeling upon others. What you say about business will be quoted to others as coming from you, and you will soon be put into an altogether bad way. If you are talking dull times to your friends and customers, that talk is certain to have the effect of making them hold on to their dollars tighter than before, though you know in your own mind that you need those dollars in your business. You will thus be decreasing your trade, instead of increasing it.

Business is very much like life—just what you make it. Now, no matter who is elected, business will run along very much as it has done before. The American people are going to wear clothes, shirts, hats and shoes, as well as the various et ceteras which go to make man's dress complete. People are going to eat just as much as ever to live, and many

will continue in the same old way to live to eat, and the business man who keeps busy hustling is going to get their trade. Don't doubt this. Set to work at once as though you believed it. Remember that success is work. Extra efforts may be called for to infuse more life into trade and keep it moving this year, but you can get an increase if you will only have it so. If you think you see trouble ahead work the harder to overcome it.—Apparel Gazette.

**Had to Write Her Own Dismissal.**

"The average girl who has earned her living for any length of time by working in an office can recall meeting numerous odd people and experiences, but I think that an incident, or, rather, an event, which happened while I was holding my first position is in a class by itself," said a young woman stenographer the other day.

"I was employed by a merchandise broker, whose force consisted of three clerks, a young woman who did general office work, two office boys and myself. Our employer was a man of precise and systematic habit, who strove in vain to inculcate his business principles into those who worked for him. For some reason, despite all his efforts, the affairs of the office were never in satisfactory order, and he finally concluded to replace his entire staff. He accordingly dictated to me a letter of dismissal, the form of which made it impossible to tell for whom it was intended. I was burning with curiosity, while taking the notes, to know who was to receive the unwelcome billet, and after making a rapid mental calculation decided that it was most likely for Brown, with Smith and Jones as dark horses, so to speak. Imagine the shock I got when, at the conclusion of the dictation, my employer said:

"You will please make seven copies. Address one to each member of the office force, and after submitting them to me for signature, mail them so that they will be received here to-morrow morning."

"Why, that means me, I suppose," I faltered in confusion. "I—"

"I am glad to see that your perception has been stimulated," he replied, as he turned away.

"Before leaving I protested that it was unfair to have to write my own dismissal, but I was curtly informed that it was in the line of my duty, and that business and sentiment had no affinity for each other."

Coming to the World's Fair has worked a reform in the appetites of the Iggorotes, whose favorite dish was formerly dog meat. The little Philippine savages now say they no longer care for dog, so long as their present diet of beef and rice continues as the official bill of fare. As a result the dog market of St. Louis has slumped and the men who made it a business to supply canines for the brown people can no longer get enough out of it to pay car fare to the Exposition grounds.

If truth traveled as fast as a lie, a lot of gossips would be put out of business.

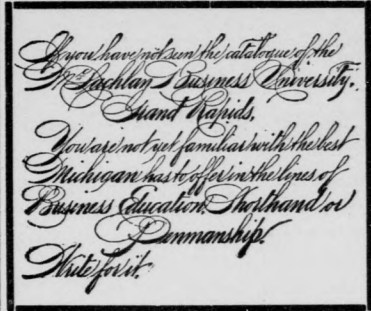
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To a certain number of consumers buying ALABASTINE and sending us before October 15, 1904, the closest estimates on the popular vote for the next President. Write us or ask a dealer in Alabastine for the easy conditions imposed in this contest, which is open to all.

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is the only sanitary wall coating. Anyone can apply it. Mix with cold water. Not a disease-breeding, out-of-date, hot-water, glue kalsomine.

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

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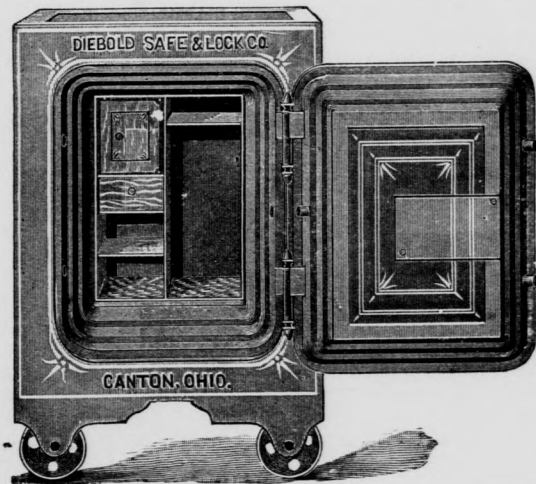
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**DIEBOLD SAFES**



WHICH WE CONSIDER THE BEST SAFES MADE

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

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Grand Rapids Council No. 131, U. C. T.  
Senior Counselor, S. H. Simmons; Secretary and Treasurer, O. F. Jackson.

### How to Handle Two Types of Merchants.

Answer Nineteen.

The cutter is the specialty man's grave digger in small towns. I am of the impression that in some cases this very same cutting is invited and courted by some salesmen, but they ultimately find their own finish with the cutter. This is a very difficult problem to answer in a practical way, for circumstances vary so much. My advice is to use severe means without mercy, if necessary, and cut them off and keep them cut off; build up the trade all around them; make them good and sick. It is a winner and they will come your way. A genuine cutter is a bad man and hard to girdle. I would reason with him, and if I could not bring him my way I would "cut him off," but the other man—who complains because of the cutter—is the one we must help. Try to build him up in the way he should go. If possible, get him to put in a barrel and make a good-sized display, and put the right price on it. Tell him to tell his customers the price is correct and that the goods are the best, and Jones only makes a leader with Sunshine to draw other trade and that he cuts to suit his own purpose, and in the long run on any sized purchase that they will pay Jones just as much for his goods, and perhaps more, than they do in buying from him, and in many cases will not get the quality. Cutters are usually cheap people. A reasonable profit and quality is about all the argument. If they get a trade on another brand the cutter will cut it. The cutter is like the Indian—good only when dead.

Answer Twenty.

The writer can not see any excuse for a salesman who can not sell a man who is perfectly satisfied in every way, with whom the goods have moved off quickly and who, indeed, is holding Sunshine baking powder as a leader, providing he has no grievance against our firm or the salesman who calls on him. This, of course, applies to a first-class dealer and not a one-horse firm who, perhaps, bought a barrel on a deal with a premium and who gave more consideration to the premium than to the baking powder. Then, again, there are grocers who are always looking for a deal and are not loyal to anybody, but will push any goods so long as they can hold up the manufacturers, and when they stop giving him deals the grocer will then try and find somebody else and start in to knock the manufacturer who paid him to introduce his goods. Such

a man is hard to handle without a deal. It is a mistake to educate the grocer to sell goods and by using a grocer as an advertising medium, for the reason that the dealer can throw the manufacturer at his will, and goods introduced by a retailer, as a rule, do not stick, from the fact that he has not the knowledge or experience to show the consumers why they should use Sunshine baking powder, and does not explain to customers the excellent quality and wholesome part of Sunshine, as the dealer, perhaps, does not know phosphate from sawdust. Thirteen years' experience in the retail grocery business has taught me that most grocers will run their legs off to get something a woman calls for—something she has heard about at the club or tea party—and for my part I am strictly against giving grocers any deals or premiums of any kind. One thing very necessary when a salesman sells a grocer his first barrel of Sunshine is to fully explain the good qualities so he can talk intelligently on Sunshine baking powder to his customers; also show the dealer why Sunshine is different from other powders for this reason, that after you have sold this dealer a barrel some alum man may call on him and tell the dealer that his goods are far superior to Sunshine or, perhaps, he will say that it is a phosphate and just the same as Sunshine and, perhaps, the alum man is a better talker (as a rule a good liar is a good talker). That is why you should put the dealer on his guard and get him thoroughly converted to your way of thinking. This will, perhaps, help to keep this man a customer.

You also ask what I do when I reach a town where Sunshine is well established and find dealers who are going to throw it out on account of some cut-rate grocer cutting the price under our present way of advertising Sunshine baking powder. I would proceed to do as follows: First, call on the cut-rate grocer and find out how much he is selling or if he would be willing to place a large order, and if I thought he could do me more good than the retailer I would sell him. I would also call on the other grocers and offer them the same prices, and if they showed any dissatisfaction because the cut-rate grocer sold Sunshine less than they did I would tell them that the cutter has everything they have and that the cutter is selling Royal baking powder at 39c; Quaker Oats at 8c; Arbuckle coffee at 9c, and everything else below the price he asks, and if you will look around their stores you will find these same dealers, who are going to throw out Sunshine, making a big display of the above mentioned goods, and when you ask them, "Why don't you throw out those goods?" they will reply, "Well, we have to keep them. The customers want them." Then I say, "I am the man who introduced Sunshine first and will show you that I can sell something else." But if Sunshine is well established and kept before the public in their city, they will have to keep it and when they get used to seeing Sunshine cut they will

think nothing of it, for the reason that every good seller on the market is cut by somebody and the reason the grocer made such a howl about Sunshine being cut at first was he thought he was the cause of the gods being put on the market and the sooner he gets this out of his head the better he will be able to sleep. However, it depends a great deal on conditions in a town and a salesman must act accordingly.

Answer Twenty-One.

I find this a hard condition to meet, because the very friendliness of the man disarms me. Then his reasons for not buying in quantities are all reasonable, at least his lack of room may be, indeed often is genuine, his lack of money likewise; but to his charge that the difference in price is not sufficient inducement, I always take exceptions. Of course, he will say, "There are fifty things in which I can invest the amount and make more." To this I answer, "No doubt, but the mere dollar and cent return is not all; there are other equally vital points to consider. First, you have now spent some months in enthusiastic effort to put Sunshine to the front. You have succeeded. Are you going to quit?" He replies, "Oh, no, we have it in stock. We will sell just as much," etc. I answer, "You will not; your clerks will not keep up their interest, nor you yours—you can't with eight or ten cans. Then one fine day in will walk the agent for some other brand of baking powder, with a good talk and a good price. Sunshine stock is low. Mr. Agent offers good arguments in favor of his brand; he is clever (we all are), you are human. Consequence? Mr. Agent walks off with your order for another brand and all your work and time spent in creating a demand for Sunshine are lost." I ask him what he would say of a farmer who put in a crop of wheat, carefully cultivated it until it was nearly ready to harvest, then ploughed it under and put in oats and, when the oats were almost ripe ploughed them under and decided to put in corn. That is what the grocer does who works a half a year on one brand and then quits. Still, my way isn't half good. In it you may get just a hint to better ways. I hope so. I have to meet the cutter very often and, while I sometimes miss it, still often I have won out. If the dealer is small and ugly, I figuratively "jump on him." I call his attention to the fact that Mr. Price Cutter is also a hustler and a man who attends strictly to his own affairs; that he has no time to know or to care at what price others sell their goods, etc. Then I say, "Now, you are a man of equal good sense and equal ability, so I beg you stop whinning, stop grumbling, just hustle and pay no attention to other dealers' ways or prices. Have ways and prices of your own. Then people will respect and trust and trade with you. Sometimes this plain talk, seasoned with a little flattery, seems to wake him up and I get an order. If he is a big man who is selling a lot of Sunshine I confess it is hard. I lost one last week—a two-

barrel buyer. I called on him five times. He was only willing to buy on my guarantee there would be no more price cutting. I was helpless and no argument I could offer touched him. In some of my towns I have the promise of the dealers to maintain prices. In one town I took pains to get every price cutter to buy on the rebate plan then in vogue and that was fine. With the large dealer the one argument that seems to go farther than any other is that of the injustice of punishing the innocent and helpless manufacturer; likewise the injustice of asking him to remedy the evil they have created and, last, the injustice of saying at what price any dealer shall sell his own goods. Men, as a rule, are just and, once they get the correct viewpoint, are likewise reasonable. If there is an association in the town I urge them to get Mr. Price Cutter to join and then harmonize and adjust the difference in price.

Answer Twenty-Two.

I have had but one case where a dealer had bought on a deal and became dissatisfied because we had nothing to offer when he was in the market for another barrel. He would not listen to any sensible argument and was very stubborn, became very indignant and almost ordered me out of his store. The question was then up to me, how to handle him. I let him severely alone for about a month, then I started to call on him twice a week. It was some time before he would take any notice of me, but finally one day I caught him in a pretty good humor and got him in a corner and told him plainly what a poor business man he was to expect the Sunshine Baking Powder Co. to pay him for handling its goods and finally made him feel ashamed to say that he was not making a good margin in single barrel lots without any deal at all. I then explained to him the difference in price between one and two barrel lots and, although he had never bought more than one barrel at any time, he finally came to the conclusion that two barrels would net him a better margin and bought that way. He is now pushing Sunshine and has bought several times since and is now one of my best customers. I asked him one day why he had changed, because he had said that there was no use in my calling on him any more because he had made

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.



up his mind not to handle Sunshine any more—that no inducement would even tempt him—and I wanted to know what had made him change his mind. He looked at me for a few seconds and finally said, "You have got a lot of nerve. Are you not satisfied with selling me again?" I told him I certainly was, but my curiosity was aroused and I wanted to know why he had changed from a gruff old bear to a reasonable, sensible business man. He said, "When you came in, I told you not to come in; that I positively would not buy from you or any one else—that Sunshine was a dead issue and I would not handle it. Well, you went out, but you came in again, not only once but a great many times, always smiling and wishing me good morning and inquiring after my health—how business was—hoped I was enjoying good trade and a thousand and one other things. You kept continually at me and, much as I wanted to throw you out, I could not help but admire your pluck and finally reconsidered the matter and you know the rest." This man has a reputation of being one of the hardest nuts to crack in the grocery business and it goes to show that keeping at it continually ultimately wins. Never say die and do not take no for an answer—go to see him—keep at him—you will win out. Humor him, make him think he is it, but in a nice quiet way let him do all the back biting. Take it all in and then come back at him with good sensible arguments and I will wager a bet that in the course of time you will land him for one or more barrels.

Are your price cutters barrel buyers? If they are tell them politely, like we do here: "See here, Mr. Smith, I understand you are cutting the price on Sunshine to 23c (or whatever the price may be). Now, you say you are buying in one barrel lots, you are making an excellent margin on our goods, but what do you think of the smaller buyer who can only afford to buy in case lots? His cost price will not allow him to cut the retail price to meet you. His margin would be too small and he finally becomes disgusted with Sunshine and refuses to handle it. Now, Mr. Smith, we like you, and want your trade, and we ask you to kindly stop cutting, and sell at the regular price." If he is a good business man and you go at him right, he will put it back to the standard price. But if he is stubborn and refuses to put it back, then tell him that you are working for the interests of the Sunshine Baking Powder Co. and mean to maintain a standard price of 25c and 15c, not only in justice to your house, but to the small dealer who needs our protection from price cutters, and if he has made up his mind to continue selling at the cut price, you will be compelled to cut him off of barrel lots and in the future he will have to buy in case lots, and be satisfied with a smaller margin. I have had to do this in several cases and, while the dealers have acted stubborn for some time, they finally saw that we meant business and got in the band

wagon and are doing a nice business again at the standard price and agree not to cut it in future. One dealer in particular was so mean and nasty about it that he threw Sunshine out entirely, but he finally came around all right, and sent word that he would like to handle Sunshine again. Only on one condition did he get it—he had to sign a written agreement that he would not cut the price.

Be a little independent with them—don't let them rub it in—let them know who the Sunshine Baking Powder Co. is—that while we want their trade, we want it right or not at all, and still we will do business.

A traveling man at a hotel found a hair in the honey. He went to the proprietor. "I can't help it," said the latter. "I bought it for combed honey." The next day at dinner he happened to run across a small hair in the ice cream and the landlord could not account for it. "The ice is shaved," he said. The guest was boiling, for the next day he picked a raven hair out of his portion of the pie, and angrily jerked up the proprietor, who turned him down effectually as follows: "In the apple pie, hey? Well, that beats the Dutch! I bought those apples for Balduns."

The richest man in Europe is the Emperor of Russia; his reported contribution of 200,000,000 rubles to the war fund is quite possible, as his ancestors left him an enormous wealth, and his annual income is estimated at over \$40,000,000. His expenditures are on the same scale. A single court ball has cost a million rubles. Yet for his personal needs the Czar is said not to spend over \$50 a day. The Empress has the finest jewels in the world, but wears them only half a dozen times a year.

One of the oldest traveling men in this State, both in age and actual service on the road lives in Mt. Clemens. He is L. B. Davis. His years are 75, and he has been on the go selling goods for fifty-one years. He has never tasted liquor, never used tobacco, never uses profane language, nor plays cards or billiards. He is an active member of the Methodist church and is hale and hearty. Mr. Davis says this has been the poorest season he has known in his fifty-one years.

The tin discoveries in the Transvaal are considered of great importance. The recent finds in the Bushveld are ranked as the most significant discovery since the Premier diamond mine was brought to public notice, in 1902. Tin is becoming a very scarce metal, so scarce, indeed, that substitutes for it are earnestly sought for, while economies in its use are urged and practiced. The discovery of fresh supplies in South Africa are therefore very timely.

Y. Berg (H. Leonard & Sons) leaves Friday for New York to meet his wife and children on their return from the Netherlands. They sail from Rotterdam on the Noordam Sept. 3 and are expected to reach New York Sept 10.

#### When a Man Is a Misfit.

The world is full of men in misfit positions, trying in a half-hearted way to do that which neither nature nor early training ever fitted them for.

A man should choose his business with reasonable deliberation and then stay with it and fight to win success in it; remembering that the only place which a man can really ornament, the only place in which he can do himself credit, is one which he has created for himself by his own effort; one which he has been able to conquer and master by his own force of character.

No lazy, disinterested, half-hearted, preoccupied man can sell goods. To sell goods we must have life, spirit, animation; even under trials and adverse conditions. Moreover, men who are lacking in the physical strength to cope with hard work, men too fine of grain, either in fact or imagination, to get down to the practical side of trade, are out of place in the ranks of traveling salesmen.

Remember also that however great your natural ability it can be increased by following the teaching and example of those who have progressed beyond you—just as a man who has an aptitude for professional life can be developed by study. If you can not, therefore, work with spirit and enthusiasm, absorbing intelligently a constantly higher degree of education along your chosen line, you should try a new line; but if your work suits you and you are suited to the work, do not be influenced to leave it by petty considerations. Shifting about never brings success. Be steadfast. Have determination. Fix a goal that you must reach and keep it constantly before you, striving for it manfully. Do not let things, either small or large, discourage you. Do not be a quitter. If you sometimes feel that we are never satisfied and are pushing too hard for business, remember that we are only pushing you into making more money for yourself.

The man, whatever his walk in life, who feels that the pace set by his business is too hot for him, would better recognize in himself at once a misfit man and drop out of the race.

#### The Traveling Salesman.

The subject of what constitutes a successful traveling salesman is one that has been written and talked about for many years, but, like every other subject, there are always new points cropping up, which open a new line of thought. Here's the way it appears to the writer at this time: One who is willing to work hard and desires to be successful should so convince himself that his belief can not be shaken that he has the best line of shoes in the world for the price. He should not attempt to convince another of this fact until he is sure of it himself, for he can not expect to make others believe something of which he is in doubt himself.

The successful traveling man of the present day must not only be a believer in brain work, but also in leg

work. No salesman can ever expect to be successful unless he is at all times willing to work hard. Hard work in selling shoes is absolutely necessary. A man may be brilliant and possessed of exceptional ability, but if he will not apply himself he can never hope for more than ordinary results. Lack of enthusiasm is a severe handicap to many salesmen. Be snappy, put life and energy into the work. Don't loll around. Be careful of your personal appearance, and look prosperous. Don't tell hard luck stories. Talk success. In this way you reflect the merits of the line you are selling.

If every man could be persuaded to study how to make every minute count, to put more enthusiasm into his work and to concentrate his efforts, there is no doubt that he could double his business. Many salesmen fail to realize or appreciate the fact that "time is money" and must be used judiciously if profitable results are to be obtained. After one understands his line in every particular it is essential to make every minute of the day count. Too much of the salesman's time is spent in doing trivial things that might be attended to at a time when business men can not be seen or approached, that is, between 8:30 and 9:30 a. m., at the noon hour, and from 4:30 to 6 p. m. How many times a salesman will devote the entire forenoon to something that could be taken care of at odd times when more important work could not be accomplished. The average man wants to be successful, yet he neglects the best help he can have in the struggle to win. And that is—brain and leg work.

#### As It Was Intended.

A certain clergyman reports the following incident as occurring just inside the entrance to one of the largest and most popular New York churches during a crowded service:

It was during the reading of a prayer, and the entire congregation were kneeling. A man of rough appearance, evidently unused to ecclesiastical surroundings, strolled through the open doors and stared in apparent wonderment at the silent and kneeling congregation. He looked a moment, then, turning to the sexton, who stood near by, remarked briefly:

"Well, this beats the devil!"

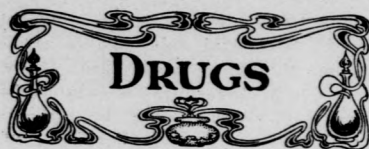
The sexton turned a serene eye on him.

"That is the intention," he replied.

Thompson—The sawmill of the Thompson Lumber Co. has been purchased by Fred Cooper, President of the Thompson Co., and Paul Johnson, until recently operator on a similar plant near Cadillac. It is proposed to henceforth run on hardwood, instead of pine, the available supply of which is now well depleted.

Try to make two virtues look like ten, and they will get so thin you won't know them.

Lots of people spend most of their time fretting about things that never happen.



#### Michigan Board of Pharmacy.

President—Henry Heim, Saginaw.  
 Secretary—Arthur H. Webber, Cadillac.  
 Treasurer—J. D. Muir, Grand Rapids.  
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 Sessions for 1904.  
 Grand Rapids—Nov. 1 and 2.

#### Michigan State Pharmaceutical Association.

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 term—J. M. Lemen, Shepherd and H.  
 Dolson, St. Charles.

#### Three Formulas for the Preparation of Hair Tonics.

It is not my intention in this paper to treat of all the hair tonics with which the market is flooded, but to deal particularly with those which may be called dye-tonics, and which are usually referred to as "lead and sulphur" compounds. Old and crude as these are, there is probably no other combination which has made so much money for the manufacturers or given such good satisfaction to the public. Witness the large number of "vigorators" and "restorers" on the market, some of them enjoying almost a national sale, and causing a constant stream of lucre to flow into the coffers of the manufacturers.

I shall give in this paper formulas for which no claim for newness or originality is made, but which are good in all respects. They will sell, give satisfaction, and bring a good profit. It is practically impossible, indeed, to make a mistake, for almost "any old thing" containing lead acetate and precipitated sulphur—or, better, good washed sulphur—will work satisfactorily. However, a great deal can be done to make the product pleasing to the eye and nose, and this aspect of the case should not by any means be neglected.

The usual manner of dressing these preparations for the market is to paste a large yellow wrapper-label over the entire bottle, neck included; but while this affords ample protection from the light (a very necessary precaution), it looks untidy and slipshod. A better and neater way would be to use a white opaque bottle and enclose it in a carton, or use an amber bottle and wrap it first in blue paper and then in white parchment, the bottle itself to bear all the labels, etc., since after it reaches the consumer's hands it will afford protection until the contents are used. I favor the last described package; it is neater and more distinctive and is cheaper than the first.

Now for the formulas: here is one which, while plain and simple, will do the work and prove very acceptable in every way. It is not new by any means, and my only reason for offering it and the others is to show a few little details which do not generally appear in the printed formularies.

#### Formula No. 1.

Lead acetate ..... 4 drachms  
 Washed sulphur ..... 4 drachms  
 Glycerin ..... 1 ounce  
 Distilled witch-hazel .... 3 ounces  
 Bay rum, enough to make 16 ounces  
 Mix.

This is about right to sell for one dollar. The bay rum should be weak in alcohol, lest it prove irritating to the scalp. The formula may be varied in any number of ways. A good variation is to omit the witch-hazel and bay rum and use equal parts of water and violet water, or any other toilet water which may be desired. Antiseptics and hair stimulants may be added as in the following:

#### Formula No. 2.

Lead acetate ..... 4 drachms  
 Washed sulphur ..... 4 drachms  
 Salicylic acid ..... 10 grains  
 Tincture of cantharides .. 4 drachms  
 Glycerin ..... 1 ounce  
 Bay rum, water, or violet  
 water, enough to make 16 ounces

The acid should be dissolved in the tincture before adding the other ingredients.

While all these tonics are milky when first made, they become clear on standing, the sulphur clarifying them perfectly. This makes the addition of some color very desirable. Green is the standard for toilet articles, and many people use anilines, but these do not stand well. Tincture of grass makes the best coloring agent, and is prepared as follows:

A five-pint or larger bottle is completely filled with fresh green grass cut in short pieces and slightly bruised. The bottle is then filled with alcohol and the grass allowed to macerate two or three weeks with occasional shaking. The product is then filtered. It is best to make a year's supply in the early spring, as the grass contains more color then than later on in the season. This color is good to use in anything when green is desired. When using it measure accurately in a graduate or burette and note the quantity in the formulas. This will insure an even shade at all times. If the shade be determined by adding the color to the clear liquid it should be made a trifle dark as the sulphur and lead might "salt out" a portion of it.

Many persons would prefer a hair tonic containing no sediment, provided it gave as good results as those with it. A formula which I shall give directly is such a one, furnishing a perfectly clear liquid and giving results identical with any of the preceding products. The only disadvantage it possesses is that it is much more sensitive to the action of light and must be more carefully preserved. With this kept in mind, there is no reason why some druggists should not make it a very large seller, as it possesses many points of advantage over the muddy preparations. To help sales it is a good plan to keep an unlabeled flint glass bottle of it in a prominent place in the store. This "show" bottle will need to be renewed every week or ten days, but the cost is small and unworthy of consideration in comparison with the advantages to be

gained from its use. I consider this formula to be the best of its kind to be had from any source:

#### Formula No. 3.

Sodium hyposulphite .. 2½ ounces  
 Lead acetate ..... ¾ ounce  
 Glycerin ..... 8 ounces  
 Alcohol ..... 4 ounces  
 Oil of lemon ..... 1 drachm  
 Oil of bitter almond .. 15 drops  
 Oil of clove ..... 15 drops  
 Rose water ..... 16 ounces  
 Water to make ..... 64 ounces

Dissolve the lead acetate and the sodium hyposulphite separately in a pint of hot water. Filter the solutions and mix them. Dissolve the oils in the alcohol, adding 16 ounces of water, and rub to a smooth paste with 120 grains of magnesium carbonate. Filter and add the filtrate to the first mixture. Now incorporate the glycerin and the remainder of the water.

From a pharmaceutical point of view this is the best lead and sulphur hair tonic known, although it is no more efficient than any of the others and not quite so stable.—H. C. Bradford in Bulletin of Pharmacy.

#### Waiting on Customers.

It is customarily recommended that customers be waited on in the order in which they entered the store—"in turn," as it is commonly called. This is not always advisable, however, as may readily be observed by any one who has ever been in a busy store. The customer who wants a cigar, a package of gum, or some such trifle, that can be quickly handed out, does not always care to wait until all those ahead of him have been waited upon; while the man hurrying to catch a street-car or railroad train must of course receive preference over other customers. Then there are others who are seeking advice from the druggist or his clerk and are willing to wait until there is a lull in the trade. The necessity for nice discretion in the order of waiting upon customers is most noticeable in stores located on intersecting car lines in large cities.

#### The Drug Market.

Opium—Is steady.  
 Morphine—Is unchanged.  
 Quinine—Is very firm. There will be a bark auction at Amsterdam on Thursday, and we believe higher prices will rule. It is a good purchase at the present price.  
 Russian Cantharides—On account of scarcity have again advanced.  
 Menthol—Continues to decline and is tending lower.  
 Sassafras Bark—Has advanced and is tending higher.

Elm Bark—Is very scarce and higher prices will rule during the coming year.

Arnica Flowers—Have advanced on account of the severe drought in Europe. This has also affected a great many foreign drugs, such as calendula flower, belladonna leaves, digitalis, henbane, stramonium, sweet majoram and thyme. All these articles will be higher later on.

Oils Cassia and Anise—Are tending higher on account of firm primary markets.

Oil Sassafras and Oil Wintergreen—Are tending higher.

Coriander Seed—Has again advanced and is tending higher.

Foenugreek Seed—Is very firm.

#### To Distinguish Between Phenacetine and Acetanilid.

Barral gives the following reactions for acetanilid and phenacetine: With phospho-molybdate of ammonia, both compounds yield a yellow precipitate, but that of acetanilid dissolves upon warming, while the phenacetine precipitate does not. Mandelin's reagent gives with acetanilid a red color rapidly changing to a brownish-green, while the color produced with phenacetine is olive-green at first and red-brown afterwards. Sodium persulphate gives a yellow to orange color with phenacetine, and bromide water colors the crystals of the same compound a rose red. Millon's reagent gives a yellow color with phenacetine, nitrous ether being disengaged at the same time.

The only way some of us can be made to look up at all is by being dropped to the bottom of some deep pit of trouble and left there awhile.

A man's place in heaven may be quite different from his pew down here.

## 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.

# Ferris Buttons

and all campaign goods are now in stock and we are filling orders within two hours of their receipt. Send \$1.50 for our \$10 assortment.

**Will P. Canaan,** 105 Ottawa Street,  
 Grand Rapids, Michigan

WHOLESALE DRUG PRICE CURRENT

Advanced- Declined-

Table listing various drugs and their prices, organized by categories such as Acetum, Ammonia, Aniline, Baccae, Balsamum, Cortex, Ferru, Flora, Folia, Gummi, Herba, Magnesia, and Oleum.

Table listing various drugs and their prices, including Mannia, Menthal, Morphia, Sapo, and other medicinal products.

HOLIDAY LINE advertisement for Hazeltine & Perkins Drug Co. featuring text: 'For the past three years we have shown the largest and best assorted line of Holiday Goods ever exhibited in Michigan.' and 'This year we have a much larger and better assorted display than we have ever shown.' The ad is enclosed in a decorative border.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

Cheese. Coffee

DECLINED

Wheat Spring Wheat Flour.

Index to Markets

By Columns

Table listing various market categories (A through Y) and their corresponding items, such as Axle Grease, Bath Brick, Brooms, Butter Color, Confections, Candles, Canned Goods, Carbon Oils, Catsup, Cheese, Common Whisk, Fancy Whisk, Warehouse, Brooms, Carpets, Parlor Gem, Common Whisk, Fancy Whisk, Warehouse, Scrub, Solid Back, Pointed Ends, Stove, Shoe, Standards, Beans, Baked Kidney, String Wax, Blueberries, Brook Trout, Clams, Little Neck, Clam Bouillon, Burnham's, Cherries, Corn, French Peas, Sur Extra Fine, Extra Fine, Moyon, Gooseberries, Hominy, Lobster, Star, Picnic Tails, Mackerels, Mustard, Soused, Soda, Spices, Sugar, Syrup, Tea, Tobacco, Twine, Vinegar, Washing Powder, Wicking, Woodenware, Wrapping Paper, Yeast Cake.

Table 1: AXLE GREASE, BAKED BEANS, BATH BRICK, BROOMS, BUTTER COLOR, CANDLES, CANNED GOODS, CARBON OILS, CATSUP, CHEESE, CHICORY, CHOCOLATE, CLOTHES LINES, COCOA, COCOANUT, COCOA SHELLS, COFFEE, DRIED FRUITS, FARINACEOUS GOODS, FISHING TACKLE, FLY PAPER, FRESH MEATS, FROSTED COCOANUT, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS, HIDES AND PELTS, INDIGO, JELLY, LICORICE, LYE, MEAT EXTRACTS, MUSTARD, NUTS, NIVES, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALSOLATE, SAL SODA, SALT, SALT FISH, SEEDS, SHOE BLACKING, SNUFF, SOAP, SODA, SPICES, STARCH, SUGAR, SYRUP, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

Table 2: Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Col'a River, Red Alaska, Pink Alaska, Sardines, Domestic, Domestic Must, California, French, Shrimps, Standard Succotash, Strawberries, Tomatoes, Fair, Good, Fancy, Gallons, Perfection, Water White, D. S. Gasoline, Deodor'd Nap'a, Cylinder, Engine, Black, winter, Catsup, Columbia, Snider's quarts, Snider's pints, Snider's 1/2 pints, Acme, Peerless, Carson City, Elsie, Emblem, Gem, Ideal, Jersey, Riverside, Warners, Erick, Edam, Leiden, Limburger, Pineapple, Swiss, domestic, Swiss, imported, American Flag Spruce, Beaman's Pepsin, Black Jack, Premium, Vanilla, Caracac, Eagle, Sisal, Jute, Cotton Victor, Cotton Windsor.

Table 3: 60 ft., 70 ft., 80 ft., Cotton Braided, Galvanized Wire, COCOA, Baker's, Cleveland, Colonial, Colonial, Epps, Huyler, Van Houten, Van Houten, Van Houten, Webb, Wilbur, Wilbur, COCOANUT, Dunham's, Dunham's, Dunham's, Bulk, COCOA SHELLS, 20 lb. bags, Less quantity, Pound packages, COFFEE, Common, Fair, Choice, Fancy, Santos, Common, Fair, Choice, Fancy, Peaberry, Maracalbo, Mexican, Guatemala, Java, African, Fancy African, O. G., P. G., Mocha, Arabian, Package, New York Basis, Arbuckle, Dillworth, Jersey, Lion, McLaughlin's XXXX, McLaughlin's XXXX sold to retailers only, Holland, Felix, Hummel's foil, Hummel's tin, CRACKERS, National Biscuit Company's Brands, Butter, Seymour Butters, N Y Butters, Salted Butters, Family Butters, Soda, N B C Sodas, Select, Saratoga Flakes, Oyster, Round Oysters, Square Oysters, Faust, Argo, Extra Farina, Sweet Goods, Animals, Assorted Cake, Bagley Gems, Belle Rose, Bent's Water, Butter Thin, Chocolate Drops, Coco Bar, Cocoonut Taffy, Cinnamon Bar, Coffee Cake, N. B. C., Coffee Cake, Iced, Cocoonut Macaroons, Cracknels, Currant Butters, N B C, Grandma Sandwich, Graham Crackers, Honey Fingers, Iced, Honey Jumbles, Iced Happy Family, Iced Honey Crumplet, Imperials, Indiana Belle, Jersey Lunch, Lady Fingers, Lady Fingers, hand md 25.

Table 4: Lemon Biscuit Square, Lemon Wafer, Lemon Snaps, Lem Yem, Marshmallow, Marshmallow Cream, Marshmallow Wanut, Mary Ann, Malaga, Mich Coco Ps'd honey, Milk Biscuit, Mich Frosted Honey, Mixed Picnic, Molasses Cakes, Scio'd, Moss Jelly Bar, Muskegon Branch, Iced, Newton, Oatmeal Crackers, Orange Slice, Orange Gem, Penny Assorted Cakes, Pilot Bread, Pineapple Honey, Ping Pong, Pretzels, hand made, Pretzelettes, hand m'd, Pretzelettes, mch. m'd, Reverse, Rubie Sears, Scotch Cookies, Snowdrops, Spiced Sugar Tops, Sugar Cakes, scalloped, Sugar Squares, Sultanas, Spiced Gingers, Urchins, Vienna Crimp, Vanilla Wafer, Waverly, Zanzibar, DRIED FRUITS, Apples, Sundried, Evaporated, California Prunes, 100-125 25lb. boxes, 90-100 25 lb. bxs., 80-90 25 lb. bxs., 70-80 25 lb. bxs., 60-70 25 lb. boxes, 50-60 25 lb. bxs., 40-50 25 lb. bxs., 30-40 25 lb. bxs., 1/2c less in bu. cases, Corsican Citron, Currants, Imp'd. 1lb. pkg., Imported bulk, Lemon American, Orange American, Raisins, London Layers 3 cr, London Layers 3 cr, Cluster 4 crown, Loose Muscatels, 2 cr., Loose Muscatels, 3 cr., Loose Muscatels, 4 cr., L. M. Seeded, 1lb. 7/4, L. M. Seeded, 1/2 lb. 5/4, Sultanas, package, FARINACEOUS GOODS, Beans, Dried Lima, Med. Hd. Pk'd., Brown Hand, Farina, 24 1 lb. pkgs., Bulk, per 100 lbs., Hominy, Flake, 50 lb. sack, Pearl, 200 lb. sack, Pearl, 100 lb. sack, Maccaroni and Vermicelli, Domestic, 10 lb. box, Imported, 25 lb. box, Pearl Barley, Common, Chester, Empire, Peas, Green, Wisconsin, bu. 1.35, Green, Scotch, bu., Split, lb., Rolled Oats, Rolled Avena, Steel Cut, 100lb. sacks, Monarch, bbl., Monarch, 10lb. sacks, Quaker, cases, Sage, East India, German, sacks, German, broken pkg., Tapioca, Flake, 110lb. sacks, Pearl, 130lb. sacks, Pearl, 24 1lb. pkgs., Wheat, Cracked, bulk, 24 2 lb. packages, FISHING TACKLE, 1/4 to 1 in, 1 1/2 to 2 in, 1 3/4 to 2 in, 2 in, 3 in, Cotton Lines, No. 1, 10 feet, No. 2, 15 feet, No. 3, 15 feet, No. 4, 15 feet, No. 5, 15 feet, No. 6, 15 feet, No. 7, 15 feet, No. 8, 15 feet, No. 9, 15 feet, MEAT EXTRACTS, Armour's, 2 oz., Armour's, 4 oz., Liebig's, Chicago, 2 oz., Liebig's, Chicago, 4 oz., Liebig's, imported, 2 oz., Liebig's, imported, 4 oz.

Table 5: Linen Lines, Small, Medium, Large, Poles, Bamboo, 14 ft., pr ds., Bamboo, 18 ft., pr ds., BAMBOO, 18 ft., pr ds., FLAVORING EXTRACTS, Foote & Jenks, Coleman's Van. Lem., 2oz. Panel, 3oz. Taper, No. 4 Rich. Blake, Jennings, Terpeness Lemon, No. 2 D. C. pr dz, No. 4 D. C. pr dz, No. 6 D. C. pr dz, Taper D. C. pr dz, Mexican Vanilla, No. 2 D. C. pr dz, No. 4 D. C. pr dz, No. 6 D. C. pr dz, Taper D. C. pr dz, GELATINE, Knox's Sparkling, dx., Knox's Sparkling, gro., Knox's Acidu'd., doz., Knox's Acidu'd., gro., Oxford, Plymouth Rock, Nelson's, Cox's, 2 qt. size, Cox's, 1 qt. size, GRAIN BAGS, Amoskeag, 100 lb. b's., Amoskeag, less than b. 19 1/2, GRAINS AND FLOUR, Wheat, Old Wheat, No. 1 White, No. 2 Red, Winter Wheat Flour, Local Brands, Patents, Second Patents, Straight, Second Straight, Clear, Graham, Buckwheat, Rye, Subject to usual cash discount, Flour in bbls., 25c per bbl. additional, Worden Grocer Co.'s Brand, Quaker, paper, Quaker, cloth, Spring Wheat Flour, Pillsbury's Best 1/4s, Pillsbury's Best 1/2s, Pillsbury's Best 3/4s, Lemon & Wheeler Co.'s Brand, Wingold, 1/4s, Wingold, 1/2s, Wingold, 3/4s, Judson Grocer Co.'s Brand, Ceresota, 1/4s, Ceresota, 1/2s, Ceresota, 3/4s, Worden Grocer Co.'s Brand, Laurel, 1/4s & 1/2s paper, Laurel, 1/4s, Laurel, 1/2s, Laurel, 3/4s, Meal, Bolted, Golden Granulated, Feed and Millstuffs, St. Car Feed screened, No. 1 Corn and Oats, 24 00, Corn Meal, coarse, Oil Meal, Winter wheat bran, Winter wheat midngs, Cow feed, Car lots, Corn, Hay, No. 1 timothy car lots, No. 1 timothy ton lots, HERBS, Sage, Hops, Laurel Leaves, Senna Leaves, INDIGO, Madras, 5 lb. boxes, S. F., 2.3.5 lb. boxes, JELLY, 5lb. palls, per doz., 15lb. palls, 30lb. palls, LICORICE, Pure, Calabria, Sicily, Root, LYE, Condensed, 2 ds., Condensed, 4 ds., MEAT EXTRACTS, Armour's, 2 oz., Armour's, 4 oz., Liebig's, Chicago, 2 oz., Liebig's, Chicago, 4 oz., Liebig's, imported, 2 oz., Liebig's, imported, 4 oz.

6

Table with 2 columns: Item Name and Price. Includes sections for Molasses, Mince Meat, Mustard, Olives, Pipes, Pickles, Potash, Provisions, Barreled Pork, Smoked Meats, Sausages, Beef, Pig's Feet, Tripe, Casings, Uncolored Butterline, Canned Meats, Rice, and Snuff.

7

Table with 2 columns: Item Name and Price. Includes sections for Salad Dressing, Saleratus, Sal Soda, Salt, Diamond Crystal, Butter, Shaker, Warsaw, Solar Rock, Common, SALT FISH, Halibut, Herring, Holland, Norwegian, Sausages, Trout, Mackerel, Whitefish, SEEDS, Shoe Blacking, and Snuff.

8

Table with 2 columns: Item Name and Price. Includes sections for Soap, Soda, Soups, Spices, Whole Spices, Common Gloss, Syrup, Pure Cane, Tea, and Young Hyson.

9

Table with 2 columns: Item Name and Price. Includes sections for English Breakfast, Tobacco, Plug, Smoking, Twine, Vinegar, Washing Powder, Wicking, and Woodenware.

10

Table with 2 columns: Item Name and Price. Includes sections for Churns, Egg Crates, Faucets, Mop Sticks, Pails, Toothpicks, Tubs, Wash Boards, Window Cleaners, Wood Bowls, Wrapping Paper, Yeast Cake, Fresh Fish, Oysters, and Hides and Pelts.

11

Table with 2 columns: Item Name and Price. Includes sections for Pelts, Tallow, Wool, Confections, Stick Candy, Mixed Candy, Fancy-In Pails, Fancy-In 5th. Boxes, Mottos, Cream Bar, Molasses Bar, Cream Buttons, Wintergreen, String Rock, Wintergreen Berries, Old Time Assorted, Buster Brown Goodies, Pop Corn, Nuts, Whole, Shelled, Pecans, Walnuts, French, Walnuts, soft shelled, Table Nuts, fancy, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio new, Cocoanuts, Chestnuts, per bu., Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Filbert Meats, Alicante Almonds, Jordan Almonds, Peanuts, Fancy, H. P. Suns, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2, Calfskins, cured No. 2.10, Steer Hides, 60lbs. over 9%

# SPECIAL PRICE CURRENT

**AXLE GREASE**



Mica, tin boxes .75 9 00  
Paragon .55 6 00

**BAKING POWDER**  
Jaxen Brand

**JAXON**  
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  
3 lb cans 1300  
5 lb cans 2150

**BLUING**

Arctic 4 oz ovals, p gro 4 00  
Arctic 8 oz ovals, p gro 6 00  
Arctic 16 oz ro'd, p gro 9 00

**BREAKFAST FOOD**  
Walsh-DeRoo So.'s Brands



Sunlight Flakes  
Per case .....\$4 00  
Wheat Grits  
Cases, 24 2 lb. pack's.\$2 00

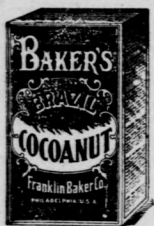
**CIGARS**



G. J. Johnson Cigar Co.'s bd.  
Less than 500.....33 00  
500 or more.....32 00  
1,000 or more.....31 00

**COCOANUT**

Baker's Brazil Shredded



70 1/4 lb pkg. per case..2 60  
35 1/2 lb pkg. per case..2 60  
38 1/4 lb pkg. per case..2 60  
16 1/2 lb pkg. per case..2 60

**FRESH MEATS**

**Beef**  
Carcass..... 4 1/2 @ 8  
Forequarters..... 4 @ 6  
Hindquarters..... 6 1/2 @ 9  
Loins..... 9 @ 13  
Ribs..... 8 @ 12 1/2  
Rounds..... 6 @ 7 1/2  
Chucks..... @ 5  
Plates..... @ 4  
**Pork**  
Dressed..... @ 6 1/2  
Loins..... @ 10  
Boston Butts..... @ 9  
Shoulders..... @ 9  
Leaf Lard..... @ 7  
**Mutton**  
Carcass..... 5 @ 6  
Lambs..... 8 @ 9  
**Veal**  
Carcass..... 5 1/2 @ 7 1/2



**CORN SYRUP**  
24 10c cans .....1 84  
12 25c cans .....2 30  
6 50c cans .....2 30

**COFFEE**

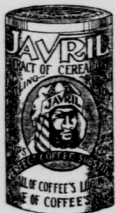
Roasted  
Dwinell-Wright Co.'s Bds.



White House, 1 lb.....  
White House, 2 lb.....  
Excelsior, M & J, 1 lb.....  
Excelsior, M & J, 2 lb.....  
Tip Top, M & J, 1 lb.....  
Royal Java .....  
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;  
Synons Bros. & Co., Sag-  
inaw; Meisel & Goeschel,  
Bay City; Godsmark, Du-  
rand & Co., Battle Creek;  
Fielbach Co., Toledo.

**COFFEE SUBSTITUTE**

Javril



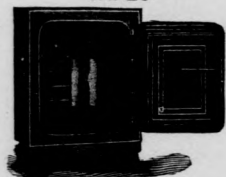
2 doz. in case. ....4 50



**CONDENSED MILK**

4 doz. in case  
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. Plainwell, Mich.

**SOAP**

Beaver Soap Co.'s Brands



100 cakes, large size..6 50  
50 cakes, large size..3 25  
100 cakes, small size..3 25  
50 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50  
Black Hawk, five bxs.2 40  
Black Hawk, ten bxs.2 25

**TABLE SAUCES**

Halford, large .....3 75  
Halford, small .....2 25

**Place Your**

**Business**

**on a**

**Cash Basis**

**by using**

**our**

**Coupon Book**

**System.**

**We**

**manufacture**

**four kinds**

**of**

**Coupon Books**

**and**

**sell them**

**all at the**

**same price**

**irrespective of**

**size, shape**

**or**

**denomination.**

**We will**

**be**

**very**

**pleased**

**to**

**send you samples**

**if you ask us.**

**They are**

**free.**

Tradesman Company  
Grand Rapids

## A Catalogue That Is Without a Rival

There are something like 85,000 commercial institutions in the country that issue catalogues of some sort. They are all trade-getters—some of them are successful and some are not.

Ours is a successful one. In fact it is THE successful one.

It sells more goods than any other three catalogues or any 400 traveling salesmen in the country.

It lists the largest line of general merchandise in the world.

It is the most concise and best illustrated catalogue gotten up by any American wholesale house.

It is the only representative of the largest house in the world that does business entirely by catalogue.

It quotes but one price to all and that is the lowest.

Its prices are guaranteed and do not change until another catalogue is issued.

It never misrepresents. You can bank on what it tells you about the goods it offers—our reputation is back of it.

It enables you to select your goods according to your own best judgment and with much more satisfaction than you can from the flesh-and-blood salesman, who is always endeavoring to pad his orders and work off his firm's dead stock.

Ask for catalogue J.

## BUTLER BROTHERS

Wholesalers of Everything—  
By Catalogue Only.

New York Chicago St. Louis

## Contract Manufacturing

Will furnish all the necessary Special Tools, Dies and Patterns in connection therewith.

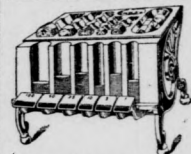
**We Act as Your Factory and Ship to Your Customer**

Inventions perfected.  
Miniature and Full-Sized Working Models.

Designers and Constructors of Special Labor-Saving Machinery.  
CONSULT US FREE.  
Estimates Submitted.

### Michigan Novelty Works

209-213 N. Rose St.  
Kalamazoo, Michigan



### Lamson Coin Cashier

Makes change quickly and accurately. Used by the U. S. Gov't, Banks, Trust Co.s and business houses generally. For sale by principal stations.

Lamson Con.S.S.Co., Gen. Offices, Boston, Mass.

## PILES CURED

**DR. WILLARD M. BURLESON**

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

### 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.



**When You Buy Bradley & Metcalf Shoes & Boots You Buy The Best**



## SCHOOL SHOES

will play an important part in the dealer's business for several weeks, and the wise dealer who sells

**Bradley & Metcalf**

## Zenith Shoes

will make many profitable sales and many permanent customers. You'll be in time if you write at once. Ask us to send you samples and prices.

## Bradley & Metcalf Co.

—Where Quality is Paramount—

Milwaukee,

Wisconsin

# 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—First-class bakery with Hubbard oven, lunch room, small grocery stock, 2 wagons, one horse, located in Owosso, Mich. Full particulars, address Ress & Cheney, agents for all kinds of stocks, Kalamazoo, Mich. 815

Wanted to Exchange—Good paying real estate (in Asheville, N. C., the finest health resort in the United States) for stock of shoes, clothing or general merchandise. Address Stoner Bros., Asheville, N. C. 816

For Sale—We have 64 stations of the Airline Basket Carrier System for sale. They are in good condition, not having been long in use. We are substituting pneumatic tubes and therefore have no use for them. Address Rosenberg Company, Pittsburg, Pa. 817

For Sale—44,000 shares stock Gold Pan Mining Co., property located at Breckenridge, Colo. Apply to W. M. Clark, 1101 Downing Ave., Denver, Colo. 818

Fine timber, 2,800 acres stumpage in west Virginia two miles from railway; good route for train; will cut 14 million feet, 1,000 acres adjoining if desired. Mainly oak, suitable for quarter sawing and ship timber. Much fine stave timber. Favorable shipping rates. Easily logged. Strictly first-class. Guaranteed as represented. Moderate price. Send for complete details to Box 282, Lynchburg, Va. 819

A paying grocery stock for sale. Will inventory about \$2,400. Will sell for less money. Very centrally located in the best city in Michigan and it is a money-making stand. No dead stock. Business will speak for itself by looking at the books. Woolfitt & Macomber, Flint, Mich. 820

New Stock bazaar goods from \$4.00 to \$5.00. Building and barn \$1,100. Want cash. Land and lots to exchange for farm. Poor health. Address No. 821 care Michigan Tradesman. 821

Money—\$31.00 weekly clear on an investment of \$25.00. Write us for full particulars. Goodman & Co., 304 E. Fourth St., Cincinnati, Ohio. 822

For Sale—Fancy grocery, doing cash business, hustling town Kent County. Address No. 824, Michigan Tradesman. 824

For Rent—Country store and dwelling house. Located in one of the best farming sections in Michigan. Address W. care Michigan Tradesman. 809

For Sale—A very fine chicken and pig-pen 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

National Campaign Button Company, Detroit, Mich., wants agents to sell campaign buttons and lithographs. Send for price list. 781

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

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 \$6,000. 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—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 \$1,250; 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

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—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

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, nine miles from the nearest city. Annual sales aggregate \$15,000. Good location to handle poultry and farm produce. Property includes half acre of land, new store building, good barn, store house and oil house. Good church and school privileges. Wages can be run in connection with store to advantage. Will sell for cash only. Address No. 687, care Michigan Tradesman. 687

Restaurant—Finest stand in Northern Ohio; doing a \$28,000 to \$30,000 business each year; 40 years' standing. Will take farm or good city property for part payment. Julie Magnee, Findlay, Ohio. 666

For Sale—A fine bazaar stock in a lumbering town in Northern Michigan, county seat. Price right. Good reasons for selling. Must be sold at once. Address Rogers Bazaar Co., Grayling, Mich. 606

For Sale—Good up-to-date stock of general merchandise; store building; well established business. Stock will inventory \$5,000. Located in hustling Northern Michigan town. Address No. 744, care Michigan Tradesman. 744

For Sale—Stock clothing \$14,000 for \$10,000; other merchandise bargains; \$10,000 to \$75,000. L. J. M., Box 158, Dayton, Ohio. 758

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

For Sale—Books, stationery and wall paper stock in a Michigan city of ten thousand inhabitants. Only one other such stock in the place. A good chance for young man. Business established in 1896. For particulars, address Book Store, care Michigan Tradesman. 783

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 \$800. Wholesale grocers and large retailers can afford to own this machinery and roast their own coffee at price we will make for it. Also one dried fruit cleaner for renovating old raisins and currants. Robson Bros., Lansing, Mich. 756

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

For Sale—Cigar, tobacco, confectionery store. Billiard parlors connection. Good business; can make invoice \$1,500 or less by September 15. Must be cash. Reason, sickness and other business. Address Lock Box 431, Harbor Springs, Mich. 782

For Sale—Brand new fire-proof safe, 74 inches high, 33½ inches wide, 31 inches deep, 5 book spaces, 11 pigeon holes, 3 drawers, heavy outside and inside double doors, weight 2,700 pounds. Ryena Food Company, Ltd., Saginaw, Mich. 751

Wanted—Experienced grocery salesman or energetic young man to take position on the road. Address No. 767, care Michigan Tradesman, giving qualifications. 767

For Sale—Bargains in dirt—five farms, 160, 303, 105, 205 and 3,860 improved, unimproved. If you are honest in your intentions come South and buy. Write me for particulars. M. C. Wade, Texarkana, Texas. 678

For Sale—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 145. 498

Wanted—Will pay cash for an established, profitable business. Will consider shoe store, stock of general merchandise or manufacturing business. Give full particulars in first letter. Confidential. Address No. 519, care Michigan Tradesman. 519

Wanted—Good clean stock of general merchandise. Want to turn in forty-acre farm, nearly all fruit, close to Traverse City. Address No. 670, care Michigan Tradesman. 670

For Sale—Fourteen room hotel, new and newly furnished, near Petoskey. Fine trout fishing. Immediate possession on account of poor health. Address No. 601, care Michigan Tradesman. 601

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Here Marquette Railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

For Sale—Bright, new up-to-date stock of clothing and furnishings and fixtures, the only exclusive stock in the best town of 1,200 people in Michigan; nice brick store building; plate glass front; good business. Stock will inventory about \$5,000. Will rent or sell building. Failing health reason for selling. No trades. Ackerson Clothing Co., Middleville, Mich. 569

A firm of old standing that has been in business for fifteen years and whose reputation as to integrity, business methods, etc., is positively established, desires a man who has \$5,000 to take an active part in the store. This store is a department store. Our last year's business was above \$60,000. The man must understand shoes, dry goods or groceries. The person who invests this money must be a man of integrity and ability. Address No. 571, care Michigan Tradesman. 571

For Sale—Farm implement business, established fifteen years. First-class location at Grand Rapids, Mich. Will sell or lease four-story and basement brick building. Stock will inventory about \$10,000. Good reason for selling. No trades desired. Address No. 67, care Michigan Tradesman. 67

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. 2

## POSITIONS WANTED.

Wanted—Position in dry goods or general store. Nine years' city and country experience. Best references. Address 822, care Michigan Tradesman. 822

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

## HELP WANTED.

Wanted—Experienced shoe clerk. Man capable of handling an up-to-date stock. A hustler. State experience and salary. Address Lock Box 28, Alma, Mich. 825

Agents and street-men to handle campaign buttons and novelties; send for catalogue. Keystone Photo Jewelry Co., 433 Fourth Ave., Pittsburg, Pa. 814

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

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—Experienced varnishers and rubbers; steady work all the year. Address The Hamilton Manufacturing Co., Two Rivers, Wis. 786

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

## 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. References, Dun's Mercantile Agency. 872

## MISCELLANEOUS.

Investigate This—5,000 shares \$40 cash or installments. New gold company owning over 200 acres mineral land. Driving a great depth gaining tunnel. On railroad. Illustrated prospectus free. Golden Sun Mining Co., 294 Kittredge Bldg., Denver, Colo. 813

Over 1,000 charters in three years; laws and blanks free. Philip Lawrence, former assistant secretary state, Huron, South Dakota. 749

To Exchange—80 acre farm 3½ 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

**Coopersville Makes a Good Showing.**

Coopersville, Aug. 30—The official figures for the State census of 1904 bring good news to the people of Coopersville, and give a basis for some interesting compilations. Selecting a list of fifteen villages about the same size as Coopersville, it is noted that Coopersville has jumped from seventh place in this list of villages in 1900 to first place in 1904. This is a remarkable showing, and indicates what a little push and energy in the way of securing public improvements will do.

The advent of the Muskegon interurban road is mainly responsible for this increase, as the village has been steadily growing from the time the first car entered the village two years ago last February. The installing of a good system of water works has also given new life to the village, and both these public necessities are continually attracting residents to our midst. A modern new school building would do as much or more than both of the above advantages toward increasing our population, if our citizens who voted against this proposition could only be made to realize it. An electric light plant is also a necessity, and we hope to have both of these much needed improvements, as well as a couple of factories, within the course of a few years. C. De Vos.

**Wire and Cut Nails at Low Level.**

Annoyed by the sudden reduction of the price of wire nails, which was unexpected, despite the unevenness of the market just before this official cut was announced, manufacturers and dealers are not anticipating any important change for the better in the near future. Some of the manufacturers in the West have shaded prices even below the official reduction in order to obtain the small jobbing orders which furnish the only activity in the market. Although the lowering of prices has not stimulated the interest of consumers as much as was hoped, the aggregate of jobbing orders is now somewhat larger. Jobbers are greatly displeased by the fact that carload buyers, whether jobbers or retailers, are given the benefit of extreme reductions, thus abolishing the differential which had generally been observed. The quotations of the leading interest are as follows, f. o. b. Pittsburg, 60 days, or 2 per cent. discount for cash in 10 days: Jobbers, carload lots, \$1.60; retailers, carload lots, \$1.65; retailers, less than carload lots, \$1.75. In the local market many prospective purchasers are withholding their orders in the belief that prices may be reduced further within a few weeks. Local quotations are as follows: Single carloads, \$1.79½; small lots from store, \$1.85@1.90.

Although many independent manufacturers continue to shade prices on cut nails, no official action of this kind has yet been taken by the Cut Nail Association, although this body will hold a meeting on Sept. 8 to consider the advisability of such a move. The demand is increasing slightly, but local quotations are being shaded, according to the size of the order and the standing of the

buyer. Carload lots, f. o. b. Pittsburg, may in a general way be quoted at \$1.60 to \$1.65 for steel and iron, respectively, although lower prices are being made in many instances. Local quotations are as follows: Carloads on dock, \$1.70@1.75; less than carloads on dock, \$1.80; small lots from store, \$1.85.

Reductions in barbed wire prices are beginning to attract more orders. The bulk of the business is being done for immediate shipment. Quotations are as follows, f. o. b. Pittsburg, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots... \$1 75 \$2 05  
Retailers, carload lots... 1 80 2 10  
Retailers, less than car-

load lots ..... 1 90 2 20  
While increased demand has followed the recent reduction in the prices of smooth fence wire in some sections of the West there is little if any change noted in the remainder of the country. Orders are being accepted for immediate shipment at the cut figure, which are quoted as follows, f. o. b. Pittsburg, 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 are for the base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

**Copper Country Butchers Hold a Picnic.**

Calumet, Aug. 25—The annual picnic and outing of the butchers of Calumet held yesterday at Tamarack Park was a success in every way. The attendance was large and all report a most enjoyable time. The feature of the day was the grand parade, which was held at 10 o'clock in the morning. The butchers, in a uniform consisting of white coat, apron and cap, and carrying a red, white and blue umbrella, met at their hall at 9:30 o'clock for the parade. The Red Jacket band furnished the music. After traversing the principal streets of the village the parade disbanded at the park, where the remainder of the day was spent. A programme of athletic sports was carried out in the afternoon. Henry Fliege, the speaker of the day, delivered an excellent address at the picnic grounds. A number of the butchers from Lake Linden and the Portage Lake towns came up to enjoy the day with their fellow tradesmen. The promoters of the picnic are greatly pleased with the result and are thankful to the public for their help in making it such a success.

**The Smallest Class Yet.**

At the examination session of the State Board of Pharmacy, held at Houghton last Tuesday and Wednesday, there were only eleven applicants for registration—nine for pharmacist papers and two for assistant pharmacist papers. The smallness of the number is due to the new rule of the Board, increasing the requirement as to experience—either in a college of pharmacy or a drug store—from three to four years. The list of successful applicants will not be made up before the end of the week.

**The Produce Market.**

Apples—The yield of all early varieties is heavy and some of the later varieties which are now putting in an appearance promise equally as large yields. Prices range from \$1.25 @1.75 per bu.

Bananas—\$1@1.25 for small bunches; \$1.50@1.75 for Jumbos.

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

Beets—50c per bu.

Blackberries—\$1.40 per crate of 16 qts.

Butter—Creamery is strong at 19c for choice and 20c for fancy. Dairy is steady at 10@11c for packing stock and 14@15c for No. 1. Renovated is slow sale at 16c. The market for creamery usually starts on an upward trend about this season and this year seems to be no exception to this rule, notwithstanding the fact that the price of butter has ruled lower this summer than for years before. The present quotation is a cent and a half under the figure a year ago. At one time this summer the price was 4½c below that of last year. This was June 11. It would not be surprising if butter held a lower range this fall than usual, owing to the number of cheesemakers who have turned to making butter and other factors working toward large production.

Cabbage—45c 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 continue to pay 16@17c for case count and offer candled at 18@19c. This is usually a season of advancing prices in the egg market, although the price is now about last year's quotation by 1c. Shrinkage is still larger than the receivers like to see it.

Grapes—20c per 8lb. basket for early blue varieties.

Green Corn—10c 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—Californias command \$3.25 and Messinas fetch \$3.75. Movement is limited owing to cool weather.

Lettuce—65c per bu.

Musk Melons—\$2 per crate of 1½ bu. Texas grown; \$3 per crate of 45 for Rockyfords; Gems, 35c per basket of 12 to 15; Michigan Osage, \$1 per crate of one doz.

Onions—Southern (Louisiana) are in active demand at \$1.50 per sack. Silver Skins, \$2 per crate. California, \$2.25 per sack; Spanish, \$1.25 per crate.

Oranges—Late Valencias range around \$3.75 per box. Sales are not particularly large owing to the abundance of other fruits, but the demand keeps good pace with the supply at this season.

Parsley—25c per doz. bunches.

Peaches—Early Michigans command \$1 per bu., while Triumphs and Crane's Early fetch \$1.25.

Pears—Sugars and Flemish Beauties are in large supply at \$1 per bu.

Potatoes—Transactions are confined to actual requirements on the basis of 35@40c per bu. The farmers apparently want more than they are getting for their spuds and are holding back. There is no reason that they should market heavily now anyway, as they are busy with other departments of farm work and with the price low they will naturally hold off. There is undoubtedly a large crop of potatoes over all the country and it looks as if nothing could prevent a low market.

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 lb. net.

Sweet Potatoes—\$2.25 per bbl. for Virginias and \$3.50 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.

**Demand for Better Ribbons.**

One of the notable things in the demand for ribbons for millinery purposes this year is the reaction from the very cheap goods which have held the market for the last two or three seasons. This is especially noticeable in the imported goods, but the domestic manufacturers are following suit.

For several seasons there has been a fight to cheapen all the time, and the manufacturers seemed to vie with each other in degrading the qualities. The result eventually was that the use of ribbons was abandoned by the better class millinery trade, and the use of laces and flowers substituted. Last season, however, the limit of cheapness seemed to have been reached, and the manufacturers are now trying to regain the ground lost by offering goods of better quality.

**Rare Inducements to a Tenant.**

"But," protested the prospective tenant, "the house is awfully damp." "My dear sir," replied the agent, "that is one of its advantages. In case of fire it isn't likely to burn." "And there is no water in the well," continued the would-be renter. "Another advantage," said the agent. "In case your children happen to fall in it they won't drown."

**BUSINESS CHANCES.**

For Sale—Substantial building, 600x72, 10 acres on Illinois Central, track through building lengthwise, partly equipped for machine shop. 200 acre farm in Newton County, Missouri. Choice proven oil territory in Kansas. Edwin A. Wilson, Springfield, Illinois. 826

Rare Chance to buy business corner, thirty minutes ride from Detroit, where I have made thousands. Retired and going to California. Price \$7,500. \$2,000 can remain. Address Box 172, River Rouge, Mich. 827

For Sale—A complete and up-to-date set of grocery fixtures consisting of shelving, counters, cashier's desk, etc. Made of hard wood and nicely finished. Been in use only two years. Cost \$750. Will sell at a sacrifice. Write to Schulz & Pixley, St. Joseph, Mich. 828