

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 7, 1904

Number 1094

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IMPORTANT FEATURES.

- | Page. | |
|-------|-------------------------|
| 2. | Mean Motives. |
| 3. | Why Teeth Decay. |
| 4. | Around the State. |
| 5. | Grand Rapids Gossip. |
| 6. | Window Trimming. |
| 8. | Editorial. |
| 10. | Dry Goods. |
| 12. | Butter and Eggs. |
| 14. | New York Market. |
| 15. | Two \$10,000 Jobs. |
| 16. | Spring Dress Goods. |
| 18. | What Men Will Wear. |
| 20. | Shoes. |
| 23. | Dress Goods Prices. |
| 24. | Love Has Wings. |
| 26. | Care of the Hair. |
| 28. | Woman's World. |
| 30. | War on Mosquitoes. |
| 32. | History Repeats Itself. |
| 34. | Hardware. |
| 36. | The Making of Perfume. |
| 38. | Leather Goods. |
| 39. | Dolls and Toys. |
| 40. | Commercial Travelers. |
| 42. | Drugs and Chemicals. |
| 43. | Drug Price Current. |
| 44. | Grocery Price Current. |
| 46. | Special Price Current. |

ENGLAND IN EGYPT.

Although Egypt is nominally a self-governing, an autonomous country under the suzerainty, only loosely recognized, of the Sultan of Turkey, it is, in fact, and to all practical purposes, a British protectorate, hardly as independent as the Native States of India. It is true that the ministry is appointed by the Khedive and all governmental acts are executed in the name of that potentate, but not a minister is actually appointed, nor important governmental function exercised, without the approval of the British Resident.

Despite the practical control of Egypt by Great Britain and the fact that British troops occupied the country and the native soldiery has for years been under British control, still the finances of the country had been independent of British jurisdiction. Owing to the vast debt piled up by the Khedive Ismail, the foreign creditors of the country insisted upon the management of the finances being taken out of the Khedive's hands and lodged in the control of an international commission, in which England, France and several other countries were represented. The Khedive was granted a stipulated salary or civil list, and, after the running expenses were provided for, the balance was laid aside as a sinking fund to extinguish the foreign debt.

Owing to the many reforms instituted by the British the finances of Egypt, which, previous to British control, were in a wretched condition, so improved that not only was the debt amply provided for, but a large surplus was gradually accumulated, amounting now to £10,000,000 or \$50,000,000. While this vast sum could have been of incalculable benefit to Egypt, its expenditure was steadily opposed by France, owing to the fact that the money would

have to be expended under British control.

Although France, by her own act, failed to participate in the armed intervention which restored order in Egypt in 1880, she has never ceased to resent the presence in the country of British troops, and constantly demanded assurances as to when the British occupation would terminate. At times the hard feeling occasioned by this problem approached dangerously near to war, especially at the time of the Fashoda incident. While, however, France was never able to drive Great Britain from Egypt, she was able, through the Debt Commission, to greatly hamper and disarrange British plans.

The treaty with France, negotiated some months ago, finally settled the Egyptian problem, and left England for the future a free hand in Egypt. British occupation of the country is no longer a thing to be kept quiet and undemonstrative. It is not only a palpable fact, but it can be safely proclaimed at any time the British government may see fit to do so. Better than that, the British government will no longer be hampered by the French opposition on the Debt Commission, and will no doubt be able to abolish the Commission itself whenever it is convenient to pay off the debt or provide for it with British credit.

The £10,000,000 which have been tied up can now be devoted to great public works for the benefit of Egypt, such as additional dams on the Nile to improve irrigation and reclaim thousands of acres of good land, at present unproductive. Part of it can be used in building railroads and opening up to traffic the best parts of the Soudan.

Whether the British government will at once proclaim a protectorate in Egypt or merely permit the status quo to continue under the improved auspices until a logical occasion shall arrive for openly asserting her sovereign rights remains to be seen, but the chances are largely in favor of the latter course. Whatever Egypt's future the fact is patent that she has prospered more under British rule than she has at any time since the days of the Ptolemies.

GENERAL TRADE REVIEW.

It is not strange that with every indication pointing to advancing trade conditions in every line the movement of stocks for the week should be steadily upward. The encouraging feature of this movement is that it is accompanied by a degree of activity not equaled in many months past. While, doubtless, speculative manipulation has had much to do in increasing the volume of business, the latter is too great to

be wholly attributed to such operations. While it is yet between seasons in many leading lines, the definite improvement gives promise that as the season advances the improvement in general trade conditions will continue in accelerating ratio.

The most assuring feature is the favorable crop situation. Wheat is secured, and while there has been injury which will seriously affect the quality in some localities, the crop is a large one and will do its share in giving the railroads profitable employment. Much less has been said and heard of the corn situation, while this cereal has quietly gone on to maturity in what promises to be a record-breaking quantity. Then fruits, as a whole, are in healthy abundance, indeed, apples, taking the country over, promise a larger yield than ever known. The condition of the cotton crop has been a matter of much speculation, which has kept the price of that staple abnormally high, but as the yield becomes assured there is promise of a more healthy basis for the manufacture.

As the season advances adverse influences in general trade are having less effect. The political situation, which is generally considered a seriously disturbing factor, is scarcely mentioned in its relation to trade. Then the labor difficulties in both the East and West are of less consequence than anticipated, and these are fast being settled.

In manufactures there is enough conservatism to give assurance of a steady, moderate increase. Iron and steel operators have held meetings and reduced prices of some lines which seemed to be too high for healthy business. Woolen manufacturers are active on seasonable work, but uncertainty as to the future of the staple retards operations beyond immediate needs. Cotton is still slow, but the fact that general stocks are low gives assurance of an early demand. Footwear is getting on a more substantial basis and there is comparatively little idle machinery.

Japanese merchants are extending their efforts in the manufacture and export of teas, and it is possible that this may be done somewhat in the spirit of rivalry, but it must be conceded that without the aid of resident foreigners engaged in the tea trade Japanese teas would never have been introduced abroad to any considerable extent; neither would its present foreign export be maintained. The same may be said in the case of mattings and other Japanese exports.

Facts are stubborn but theories are stubborn.

MEAN MOTIVES.

They Necessarily Make the Work Mean.

All work, no matter what it is, partakes of the character of the man who produces it. This is indeed a commonplace, yet we too seldom realize how significant it is. For instance, while we are pounding away on how to get ahead of the "other fellow" we may fail to consider how this feeling toward the "other fellow" may react on us, and consequently on the work we do.

A mean motive will make your work mean. If your idea of success is simply to get ahead of somebody else your work will be correspondingly mean and narrow. If your idea of success relates itself primarily to an ideal you have set yourself, an ideal that requires certain things of yourself on principle, but which, also on principle, does not interfere with the well being of your fellow workers, the work you produce will show a different, a broader character than if you thought your success must necessarily be founded on the failure of someone else.

If you are stingy, penurious, and miserly your work will show it; your work will not be full measure. "With what measure you mete it shall be measured to you again." And you cannot be stingy without having your stinginess show in all the work you do. If you are a miser at heart your work, no matter what it is, will show pinched, dry, and small, just as, on the contrary, if you are generous your work will show largeness and generosity—open heartedness.

Experienced telegraphers become experts in reading character "over the wire." They cannot speak of operators as friends of whom they know nothing except their manner of transmitting a message. "O, I know him well. I've never talked with him, but I know him over the wire, and I know him well," says one operator to another. He means simply that the man's character shows in his manner of working. The quality soonest detected in a telegrapher's work is courage or its opposite. Indeed, this characteristic is almost the first to show in any kind of work, and telegraphers claim to distinguish the sex of an operator by this one means.

Not men alone, but even animals read character in one's work. An intelligent horse soon learns the character of the man riding or driving him and conducts himself accordingly. It is well known that dogs have a perception of character, which they must learn from one's manner of acting and speaking.

Character in handwriting, character in speech, character in walking are commonplace. But the idea of improving one's work by strengthening one's character is not often acted upon. In the first place, it sounds so "goody-goody" that you are repelled straight off. It seems akin to the typical Sunday school paper story of the abnormally unselfish boy who, as a reward for his unselfishness, becomes a junior member in his firm at the mature age of 21. It also smacks

of the heroically domestic young woman who, although she has freckles and a snub nose, yet is rewarded with a husband having youth, beauty, brains, honors, and "money to burn," all because she is a model housekeeper and prefers "minding the baby" to reading a novel.

I say that we do feel such a creeping of the flesh at the mere mention of such tales of early rewards for supposedly spiritual goodness that we forget or overlook, or ignore the fact of the moral quality of all work and the relation which exists between the moral quality of work and the material reward which it brings.

What you are shows in what you do; what you are is what chiefly gives color and individuality to what you do. Therefore, instead of thinking all the time of how to get ahead of the other fellow, it would really stand you in good stead to consider whether your attitude toward the other fellow is the right attitude; instead of always thinking how to make the most money, to consider whether you expend wisely what you make; instead of considering whether you are sufficiently ambitious, to consider whether your ambitions are worthy; instead of considering whether your methods are sufficiently sharp and shrewd, to consider whether they are absolutely honorable and just.

It might stand you in good stead to do this, but if your motive in doing so is merely practical instead of moral, then you will get for result in your work not moral quality, not strength or effectiveness, but merely affectation. Any quality which is cultivated for effect will show in your work for affectation and for nothing better. A coward may "talk big" and make people believe for a time in his wondrous exploits and hairbreadth escapes, but if he be a farmer let him milk a cow, if he be a telegrapher let him send a message over the wire, if he be a schoolmaster let him teach, and those who are wise in these several occupations will soon be able to tell whether he is fearful or brave. If he wants to be a better farmer, or telegrapher, or teacher let him forget his timidity, and the result will show in his work.

So a man may talk a great deal about honesty, but if he is not thorough in his work he is not honest. And a dishonest man cannot be thorough. If, then, he wants to do the only kind of work that pays let him begin by being honest. If you want to do work that will bring big results, that will be broadly founded and far reaching in extent begin by being generous instead of stingy. And so one might catalogue the moral virtues, for all work has a moral quality, which increases or diminishes its practical effect.

Your character does import itself to your work. And timid work cannot compete with brave work; stingy work cannot hold its own with generous work; mean and narrow work must yield precedence to work that is inherently broad and noble. Dishonest work must soon or late yield the palm to work that is just as well done in the dark as in the light, just

as well done in the corners and around the edges as in the middle.

In studying business methods, therefore, never forget that, however perfect your method, your technique, your success or failure is bound up in your character. However far-reaching your ambition, it is circumscribed by your character. The most perfect method in the world is, after all, only method. The quality of the man behind the method counts more than everything else, even in the dryest and most mechanical business.

Practical success is, therefore, the result of all that you are, of the sum of your qualities—of your character.

John A. Howland.

Big Wrapper Season.

The ciderdowns have a large section of the market to themselves, and many improvements in this weave are to be noted. In both sacques and dressing gowns ribbon binding is the favorite trimming. Plain and printed French flannels, challies, and albatrosses are also employed in this class of goods. In high-priced goods soft silks are the most popular, and they are usually elaborately trimmed in lace.

A noticeable feature in the purchases made this season is the demand for better goods. Not only are the stores in the large cities buying expensive goods, but also those in the smaller towns. Even in the cheap goods the buyers are more particular about the make and material, and price does not seem to be as big an object as formerly.

Present Location Unknown.

A caller stopped at the house of a certain man and asked if he was at home.

"Deed an' he's not," replied the woman who answered the ring.

"Can you tell me where he is?"

"I could not."

"When did you see him last?"

"At his funeral."

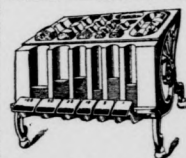
"And who may you be?"

"I'm his remains," said the widow, and she closed the door.

Confirmed.

Quizzy—There is a rumor around the hotel that you and Arthur had a terrible falling out last night.

Dizzy—Quite true; we were both in the hammock when the rope broke.



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 stationers.

Lamson Con. S. S. Co., Gen. Offices, Boston, Mass.

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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.

COUPON BOOKS

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

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

TRADESMAN
COMPANY
GRAND RAPIDS, MICH.

WHY TEETH DECAY.**Caused Principally by Fermentation of Food Films.**

Nature made teeth perfect in the beginning, and no doubt they were intended to serve a full lifetime. Why do they, as a rule, among civilized people, last but a little over half that time?

All the whys and the wherefores can not be entered into here, but in a large majority of cases the teeth of modern man do not come into the mouth perfect in form and texture, and in consequence are predisposed to decay. The imperfections and abnormalities are among the marked features of that physical degeneracy we so often hear about, that seems to follow a high state of civilization, notwithstanding the fact that ours is an age of approved methods of physical culture. It is a problem of long standing in the matter of heredity and can be mastered only by several generations of more rational living. And yet much may be done to improve conditions in our own individual lives, with beneficial influences upon our offspring. Proper nutrition for both mother and child puts the later in a higher grade of perfection in every way, and especially as regards teeth, than would likely be the case under neglect.

The teeth are among the most important organs of the human economy, for unless our food is properly masticated and prepared for the stomach proper nutrition is not given to the body, and diseases of various kinds are induced and fostered, and then the teeth themselves begin to deteriorate.

Relatively few people have any idea how a tooth is developed. From the germ deep in the jaw a bit of enamel begins to form. If it is to be a grinding tooth from two to five bits begin to form separately, or one for every cone shaped prominence the completed tooth will have. The building up and broadening out of these cones (cups) is from the under side, and the completed part pushes toward the surface. Eventually these several parts come together, unite, and fill in the intervening spaces, forming the top, or grinding, surface of the tooth.

Now, no doubt nature intended this union to be perfect and continuous, and so it is, except in certain places, with the majority of these teeth. The exceptions are represented by deep pits and fissures in the fully developed tooth. Here, with a vast number of "civilized" teeth, the union is not perfect. The two parts may be in contact like a cracked piece of china, but there is no union, and possibly quite a channel may be left, exposing the dentine which underlies the enamel. Real holes and fissures through the enamel may be found as soon as the tooth is through the gums and before decay has visibly affected the parts. For this reason children's teeth should be frequently and carefully examined whether decay is visible to parents or not.

These defective places are at once susceptible to the influences that

cause decay, and it accounts for the fact that nearly every one has to have his teeth filled in these particular places, although otherwise they may be good and sound for long years. In fact, prompt attention to filling may keep the teeth sound indefinitely, or at least until other conditions arise that permit of other surfaces being attacked.

Now, the influences that cause decay of teeth are due to micro-organisms, or bacteria, and the mouth, much as we may abhor the idea, is a hotbed for their culture and development. They are there in endless variety; some good, some bad, and possibly some indifferent. The air we breathe is full of them, and some—the good ones, no doubt—are essential to our health. Since teeth (aside from their congenital defects and some vulnerable points to be mentioned further along) are quite immune from decay for years, we may presume, possibly, there is a predominance of the good varieties of microbes that have a tendency to suppress or crowd out the bad ones, except where certain conditions favor the latter. Certain it is, that with all these bad ones ever present, ready to make assault when opportunity occurs, the teeth in a general way are immune. If it were not so, our teeth would decay on all surfaces and we would all be toothless early in life. And certain it is, too, that there are periods when this immunity seems abated and decay will for a time run riot, attacking surfaces never before affected. This is due to a general systematic change in tone and vitality from various causes, and a return to the normal tone will bring again normal conditions in the mouth—except the repair of damage that may have been done. Teeth never repair themselves.

The condition of the saliva, in which the teeth are constantly bathed, has undoubtedly a bearing on this condition of immunity or lack of immunity, as the case may be, which varying health causes to fluctuate. Beyond all question, proper hygienic measures practiced by the individual, and especially under the advice from time to time of a competent dentist, has marked influence for good.

If we comprehend the microbe we will understand that he does not attack a tooth, singly or collectively, as a rat gnaws into wood, for they have no designs on the teeth. They, however, feed and thrive and multiply enormously on the films of food that will cling somewhere about the teeth despite our best care. In doing that they give out an acid that has a corrosive action upon tooth structure; and also a glutinous substance that covers and protects them to a certain extent against their enemies, or the saliva that might in the right condition render the acid inert. This glutinous patch, or plague, forms anywhere on a tooth, and especially in recesses an on surfaces not readily kept free by the action of tongue and lips and the use of the teeth in masticating. If not dislodged by these means or by the brush, or if not

rendered inert by other conditions of the mouth, corrosion of the tooth substance begins. Once begun, films of food will attach themselves more readily. The pits and fissures referred to are exceedingly favorable places for food accumulation, and next to them come the places where teeth are in contact with each other. Once a cavity is formed it fills with food and the consequent multiplicity of microbes.

Personal efforts will do much to keep the teeth free from injurious agencies, but it is futile as concerns deep pits and caverns. When decay has once started it is a mistake to neglect it. Decaying teeth, taken in time, may not only be put in good repair and saved, but a menace to their fellows is removed.

Simply stated, decay of the teeth is caused, principally, by the fermentation of food films that are almost impossible to remove by greatest care. Initial corrosion of enamel, a softening of that tissue, may be caused by the introduction of other agencies into the mouth, but mainly it is as above stated, and in any event, when the enamel has been made defective, or is weakened by other causes, food collections and fermentations, with augmented ill effects, will follow.

R. B. Tuller.

Recent Business Changes Among Indiana Merchants.

Connersville—J. L. Ashworth has purchased the drug stock of Ward Jemison.

Corydon—Samuel P. Voigt has dis-

posed of his stock of stoves and tinware to Lottich & Barbee.

Fort Wayne—A. Hirah & Co., manufacturers of overalls, are advertising their machinery for sale.

Grabill—W. H. Hood, retail meat dealer, is removing to Fort Wayne.

Indiana Harbor—Stibble & Wemmerstrom, meat dealers, have been burned out. The loss was covered by insurance.

Indianapolis — The Perfection Broom Co., manufacturer have removed to Greenfield.

Oolitic—George Bros., dealers in drugs and furniture, are succeeded by George Bros. & Porter.

Patoka—F. O. Milburn, druggist, is succeeded by H. A. Milburn & Co.

Sandborn—S. C. Jarvis has purchased the general stock of Killion Bros.

Swayzee—J. M. Dickey & Sons have purchased the general stock of Mrs. Jennie Tucker.

Tennyson—Dimitt & Spradley have disposed of their stock of general merchandise to Byare & Lesley.

Thayer—L. P. Kuss has purchased the general stock of Knight Bros.

Andrews—Wm. F. Mills, furniture dealer, has filed a petition in bankruptcy.

Columbia City—Jos. C. Rarick, who conducts a notion store, has filed a petition in bankruptcy.

When you write Tradesman advertisers be sure to mention that you saw the advertisement in the Tradesman.

A Bargain in Every Sack

is the unanimous verdict of those who are using

VOIGT'S BEST BY TEST CRESCENT

"The Flour Everybody Likes"

It is really too good to sell at the same price with other flours, still we cannot afford to offer an inferior article at any price.

Every Sack is Bound to Please.

It is Perfect in Quality and Generous in Quantity.

Voigt Milling Co.
Grand Rapids, Mich.

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

AROUND THE STATE

Movements of Merchants.

Petoskey—A. G. Cook has sold his stock of books and stationery to C. W. Fallas.

Coldwater—Herbert H. Schmidt, of Sandusky, Ohio, has engaged in the bazaar business.

Charlotte—Geo. J. Barney & Son have concluded to sell their grocery and crockery stocks.

Bangor—B. S. Hyatt, of Kalamazoo, has associated himself with H. L. Tripp in the manufacture of cigars.

Charlevoix—The R. A. Emery & Co. clothing stock has been taken possession of by the trustee of the mortgage, A. B. Stanton.

Traverse City—C. W. Bowen has opened a grocery store at 802 West Front street. The Musselman Grocer Co. furnished the stock.

Sheridan—A. G. Giddings has disposed of his furniture and undertaking business to A. E. Stebbins, of Muir, who has removed to this place.

Charlotte—Harper Krebs and Derby De Foe have formed a copartnership under the style of Krebs & De Foe and engaged in the grocery business.

Port Huron—The Flint Pantaloon Co. has purchased the clothing stock of S. Goodman, who retires after forty-five years of business in this place.

Harbor Springs—The L. B. Densmore & Co. dry goods and clothing stock has been purchased by J. B. Stein, who has consolidated it with his own.

Durand—Chas. W. Minto has sold his clothing stock to Dr. R. C. Fair and Daniel T. Gustin, who will continue the business under the style of Fair, Gustin & Co.

Houghton—T. H. Dawson, who has conducted a bazaar business in Ishpeming for the past eighteen years, has engaged in the same line of business at this place.

Kingsley—The grocery stock of B. A. Monroe and the hardware stock of J. H. Monroe have been consolidated under the style of the Monroe Mercantile Co.

McBride—Jacob McCrea, well-known throughout Montcalm county, and a druggist at this place for the past twenty years, died last Monday, after an illness of five months.

Sault Ste. Marie—C. P. Haerle has purchased the grocery and provision stock of J. S. Dearwood, at 1641 South street, Algonquin, and will continue the business at the same location.

Port Huron—The Empire Produce Co. has been organized to handle produce and poultry. The capital stock is \$100,000, of which \$55,010 is subscribed and \$10,000 is paid in in cash.

Walkerville—Geo. H. Marzolf, general merchant at this place, died Sunday after an illness of eighteen months' duration with spinal trouble.

The remains were taken to Reed City for interment.

Constantine—A. D. Burch, who has recently managed the John Tripp, Jr., clothing stock, will engage in business on his own account about Oct. 1, handling lines of clothing and furnishing goods.

Mecosta—Dr. John Snyder, who has had charge of the J. W. Kirkland Drug Co. stock for the past two years, has purchased the stock and will continue the business at the same location.

Alpena—A. H. Marwede has sold his jewelry stock to Arthur J. Tulian, who has been in the business twelve years, having been located in Cleveland and the Soo. He was associated with Mr. Marwede about eight years.

Evart—Davy & Co. have merged their general merchandise business into a copartnership association, limited, under the style of Davy & Company, Inc. V. R. Davy holds \$46,500 of the \$75,000 capital stock, L. E. Davy holds \$11,300 and Fred B. Smith holds \$7,500.

Boyne City—L. A. Campbell, who has had charge of the Cameron Lumber Co.'s store at Torch Lake for the past few years, has resigned the position and will engage in business for himself at this place, having purchased the dry goods and grocery stock of E. Morris & Co.

Leslie—E. W. Potter, who engaged in the hay and potato business on an extensive scale after selling his egg and butter business, is now launching out on a larger plan than ever. He has opened offices at Jackson, Albion and Parma, at each place employed a local representative, and will buy and ship in proportionately larger quantities.

Lowell—Clarence W. Parks has merged his hand truck and hardware specialty business into a limited copartnership association under the style of the Parks Manufacturing Co., Ltd. The capital stock is \$10,000, all paid in and divided equally among C. W. Parks (President), F. W. Hinyan (Vice-President), D. R. Whitney (Secretary), D. H. Owen (Treasurer) and R. B. Loveland (Director).

Saginaw—Frank J. Jewett, manager for H. Watson & Co., has resigned his position with the company after nineteen years of service, during which time he has worked his way up from minor positions to the top. He will remove to Carlsbad, N. M., where he will engage in the stock and fruit business. As Mr. Jewett was leaving the store for the last time he was presented with a suit case from the employees of the firm as a token of their esteem and best wishes.

Manufacturing Matters.

Sault Ste. Marie—The Soo Woolen Mills has increased its capital stock from \$15,000 to \$60,000.

Lansing—The Omega Separator Co. has increased its capital stock from \$75,000 to \$150,000.

Blissfield—The Blissfield Milling Co. has increased its capital stock from \$12,000 to \$18,000.

Adrian—The American Screen Door Co. has increased its capital stock from \$45,000 to \$100,000.

Jackson—The Weeks Drug & Chemical Co. has increased its capital stock from \$25,000 to \$75,000.

Detroit—The Harding & Petry Lumber Co. will hereafter be known as the H. W. Harding Lumber Co.

Lacota—The Lacota Cider & Vinegar Co. has been organized with a capital stock of \$2,700, all subscribed and paid in.

Detroit—The Pioneer Manufacturing Co., makers of reed furniture, has increased its capital stock from \$10,000 to \$25,000.

Barryton—Plato, Renwick & Co. have closed their mill at this place and most of the machinery has been sold to Saginaw parties.

Crystal—B. F. Shafer is building a two-story addition to his sawmill and crate factory. He will also carry moldings and sash and door supplies.

Grand Marais—Daniel McLeod has purchased a steam log loader to be used in his lumbering operations. He reports his woods work greatly hampered by the shortage of men.

Pontiac—The new plant of the Dunlap Vehicle Co. is nearly completed. The buildings are of cement blocks, three stories and basement, and the output of the company will be doubled.

Jackson—J. B. Timberlake & Sons, manufacturers of specialties, have merged their business into a stock company under the same style. The capital stock is \$15,000, all subscribed and paid in in property.

Detroit—The Detroit Pump Regupurpose of manufacturing tools and later Co. has been organized for the devices. The capital stock is \$24,000, all subscribed and paid in—\$500 in cash and \$23,500 in property.

Ionia—The Reed Chair Co. is building at its own expense two large additions to the prison shops. The buildings, 28x140 and 28x90, two stories, of brick, are immediately west of the main contract shops.

Cutler—The Loveland & Stone sawmill, which is scheduled to cut about 40,000,000 feet this season, running day and night, will run days only next year. The entire output of this plant this season was sold last spring.

Jackson—The Lung Germine Co. has been organized to manufacture and sell lung medicine. The capital stock is \$3,000, one-half of which is paid in. The stock is held in equal portions by John Hauser, Carl G. Wissmann and Julius Wissmann.

Marquette—The Detroit, Mackinaw & Marquette Railway Co. has sold 122,250 acres of land in the Upper Peninsula to the Upper Peninsula Company, which in reality is the Cleveland-Cliffs Iron Co. The consideration is said to have been \$227,810.

Ontonagon—The Ontonagon Stave & Veneer Co.'s plant will be ready to start September 1. The construction work is nearly finished and the machinery is all installed. Maple and birch logs will be used and no difficulty is anticipated in securing an adequate supply.

Detroit—E. A. Charbonneau & Co., manufacturers of pickles and preserves, have merged their business into a stock company under the same style. The capital stock is \$15,000, all paid in—\$4,000 in cash and \$11,000 in property. The stock is held in equal portions by Lyman R. Roberts, Jacob Hoehn and Edward A. Charbonneau.

Lake Odessa—The Verity Manufacturing Co., which came here from Portland four years ago on a five year contract with the village, is negotiating with Portland parties with a view to removing the plant to that place again. Since the burning up of the furniture plant in that place the Portland people have been making a hustle to find something to take its place, and the Verity plant is apparently about their size.

Plainwell—The Cogswell Hub and Wheel Co., of Lakeview, is looking for a new location which will give more room for increasing its output, and officers of the concern have been holding correspondence with Plainwell business men. The wheel company does not ask any bonus but requests that a certain amount of stock be taken by capitalists of the town in which the factory shall be located. It employs from fifty to seventy-five men.

Sault Ste. Marie—The ground wood pulp mill of the Consolidated Company is making over 100 tons of pulp a day, with orders ahead at prices that give it a handsome profit, and the chemical plant is shortly to resume operations, about 15,000 cords of pulp wood having been purchased from the Spanish River Pulp & Paper Co. The by-products of the charcoal kilns—wood alcohol and acetate of lime—have been disposed of for a year ahead, assuring continuous activity for the charcoal making department.

Pontiac—The C. E. DuPuy Co. will have a new elevator on Jackson street, adjoining the tracks of the Grand Trunk, completed next week, and the company will at once begin the handling of two cars of beans per day. The concern came here from Stockbridge, believing Pontiac a more advantageous location for the bean industry. Sixty women and girls will be employed in picking beans by hand and in addition machines will be used. Beans will be shipped in here from all sections of the State. The elevator is the old Freeman elevator, which has been remodeled and enlarged. The company will also engage in a general produce business.

Don E. Minor

Attorney-at-Law

Republican Candidate for Nomination for Prosecuting Attorney

MY PLATFORM

Reduce our county expenses and thus reduce our taxes.

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

Primaries September 13.



The Grocery Market.

Sugar (W. H. Edgar & Son)—Since we wrote you on Aug. 30 there has been an improvement in all markets, affecting sugar of all descriptions. The small available supply of Cuba centrifugals is now held at equal to 43¢, duty paid, for 96 deg. The only sugar offering at a less price at this writing is far-off Javas. With continued unfavorable weather in Europe prices are gradually advancing, present quotations of beets being on a parity with centrifugals at about 43¢ for September shipment and 44¢ for October shipment. Refined was advanced 5¢ per hundred Sept. 1, with intimations that prices might be higher at any time. The week opens after a two days' holiday with a very heavy accumulation of orders and with every reasonable expectation of an unprecedented demand during the remainder of this month, which will, doubtless, soon lead to advanced quotations. The delays affecting shipments are becoming serious and increasing daily.

Coffee—Quotations are unchanged. The present strength of the market seems to be due to the unexpected effect which the September liquidations or settlements have had. September is the last month to liquidate under last fall's boom, and the bear contingent have looked to it to break the market and let them gather in large lots of coffee in Brazil at declined prices. Instead of that, the September liquidations really strengthened the market, as the large buyers took their coffees like little men, Arbuckle Bros. especially accepting very large blocks. The best-posted men in the trade look for a steady, conservative increase in values, as the most reliable houses in Brazil report that the present crop will run behind the last crop. Four years of constantly decreasing production are bound to have a legitimate effect upon the low values which have ruled during the last four years. Milds, as well as Mochas and Javas, are firm and quiet.

Canned Goods—Tomatoes are unchanged and very little interest is manifested. Futures range from 67½¢@72½¢, according to the packers' strength of mind. The general demand is light. There are persistent prophecies of short pack and higher prices. Corn continues in its downward tendencies. Offers were made during the week at 70¢ of Maine style that sold freely for future delivery at 75¢ and sold when first packed on spot at 80¢. Peas are still low and may go lower. There is a demand for bargains. Peaches are selling rather better at firm prices. The pack is not progressing very actively, as too high prices are being offered for the fresh fruit to ship away. California canned goods are unchanged and quiet. Offers made

during the week for pie peaches developed a great scarcity.

Dried Fruits—Currants are slow and unchanged on this side, but a little easier abroad. Raisins are nominally unchanged, but prices have been cut again and something like a panic seems to have seized the coast holders. Startlingly low prices have been named for November and late shipment. Apricots are in very light demand and unchanged. Prunes are slow and the price still weak and wholly demoralized. Peaches slow and quiet, but the demand somewhere has been sufficient to keep the coast market very firm and stocks light. Present prices are nearly 1¢ above the opening.

Provisions—There has been no change in the provision market during the week. Hams of all grades are in excellent demand at unchanged prices. Barrel pork is improving in demand, but prices are unchanged. Lard is unchanged, both pure and compound, and the demand is fair. Dried beef is firm and scarce; demand good. Bellies and bacon are unchanged and active. Canned meats are unchanged and quiet.

Fish—Mackerel continues strong. The demand is fair and the situation is very firm. Sardines have greatly improved in prospect. The present run of fish is good and some factories are making banner packings. In consequence of this, some of the outside factories have declined prices 5¢@10¢ per case. Cod, hake and haddock are selling better than they have been; pure cod on a basis of about 6¢ f. o. b. Gloucester. There is a chance that this price may be lower. Salmon is unchanged. Considerable sales have been made at the price of \$1.10. The Alaska Packers' Association has withdrawn its price on future red salmon, and what the next move will be is in doubt. Every day the Association is expected to do something. Ocean whitefish, which has attained quite an important position in the trade, is selling fairly well at unchanged prices.

Syrups and Molasses—Glucose has made no change during the week. Compound syrup is unchanged and in fair demand. Sugar syrup is stronger and in good demand both for home and export. Molasses is quiet and unchanged. All advices from Louisiana prophesy a big crop. In fact, the refiners down there have already offered new sugar for November shipment at about ¼¢ under the current market.

Have You One Hundred Thousand Dollars?

If you have, you are invited to investigate the Business Opportunity advertised on page 20 of this week's paper. This is the opportunity of a lifetime and the Tradesman feels no hesitation in recommending the matter to those who are in a position to avail themselves of it.

Her Definition.

"Ma, what is a pessimist?"
"An old bachelor, my son."

Hats off to the man who makes things happen.

The Produce Market.

Apples—The crop of early varieties is so large that the market is hardly quotable.

Bananas—\$1@1.25 for small bunches; \$1.50@1.75 for Jumbos.

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

Beets—50¢ per bu.

Blackberries—\$1.25 per crate of 16 qts.

Butter—Creamery is strong at 19¢ for choice and 20¢ for fancy. Dairy is steady at 10¢@11¢ for packing stock and 14¢@15¢ for No. 1. Renovated is in good demand at 16¢. Some other markets are higher than Grand Rapids, because there seems to be a disposition to keep butter moving until an actual scarcity develops. The make of butter is very good and very large. The demand is excellent and, altogether, the market is in a thoroughly healthy condition.

Cabbage—45¢ per doz.

Carrots—50¢ per bu.

Cauliflower—\$1.25 per doz.

Celery—15¢ per doz. bunches.

Cucumbers—10¢ per doz. for large; 18¢ per 100 for pickling.

Crabapples—50¢ per bu. for Siberian.

Eggs—Receipts of fresh continue large, in consequence of which cold storage people are beginning to have long faces. Dealers continue to pay 16¢@17¢ for case count and offer cancelled at 18¢@19¢.

Egg Plant—\$1 per doz.

Grapes—20¢ per 8lb. basket for early blue varieties.

Green Corn—10¢ per doz.

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

Green Peas—\$1 per bu.

Green Peppers—75¢@80¢ per bu.

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

Lemons—California command \$3.25 and Messinas fetch \$3.75.

Lettuce—65¢ per bu.

Musk Melons—Home grown fetch 75¢@80¢ per crate. Small Rockfords command \$1.25@1.50 per crate.

Onions—Southern (Louisiana) are in active demand at \$1.50 per sack. Silver Skins, \$2 per crate. California, \$2.25 per sack; Spanish, \$1.40 per crate.

Oranges—Late Valencias range around \$3.75@4 per box.

Parsley—25¢ per doz. bunches.

Peaches—White stock commands 75¢@81¢; Barnards, \$1@1.50; Early Crawfords, \$1.25@2. Receipts are small and all offerings are picked up as fast as a dicker can be made.

Plums—Lombards range from 50¢@75¢ per bu. Green Gages fetch 75¢@81¢ per bu.

Pears—Flemish Beauties, 75¢; Bartlett, \$1@1.25; sugar, 50¢@65¢.

Potatoes—40¢ appears to be the prevailing price this week. The quality of offerings at this time is first-class.

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

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

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

Squash—50¢ per box of 25 lb. net. Sweet Potatoes—\$2.25 per bbl. for Virginias and \$3.50 for Jerseys.

Tomatoes—50¢ per bu.

Watermelons—16¢@20¢ apiece for Georgia.

Wax Beans—75¢ per bu.

Whortleberries—\$1.25 per 16 qt. case.

Review of the Grain Market.

At the present time wheat seems to be the center of cereal speculation and the strong advance the past month has brought in a host of buying orders. The price seems to have struck a rut, however, and buyers and sellers alike are watching the report of threshers in the Northwest with considerable interest. If one-half the damage reports from the spring wheat country are true the price of wheat to-day is none too high. On the other hand, the country at large generally makes a good liberal allowance, when considering these crop reports, for, as a rule, they are highly exaggerated, whether bearish or bullish.

The Northwest surely controls the situation, for so far as the soft winter wheat is concerned it is an established fact that there is not to exceed 40 per cent. of a crop; in fact, 25 per cent. would come nearer right. The Southwestern territory has done fairly well, even considering the loss of 25,000,000 bushels, due to excess moisture at harvest time. Kansas alone has turned out a crop of 60,000,000 to 70,000,000 bushels of good milling wheat. While we do not predict a run-away market, we do believe that we must become reconciled to a higher level of values than we have had the past few years, for wheat is worth on its merits 20¢@30¢ per bushel more.

Corn has followed the advance in wheat to a certain extent. We have had a reaction of 2¢@3¢ from top quotations. The outlook for the growing crop is good and if frosts hold back for ten days longer corn will be out of danger. We must remember, however, that it is three months to new grinding corn and that we are likely to have a little fireworks in price before that time, as choice old grade corn is none too plenty.

New oats are beginning to move quite freely in some sections and the quality is good—much better than we have had the past two or three years. The price has been declining steadily during the month and is now well down in the thirties.

The quality of rye is fine, in many localities testing 60 pounds to the bushel. The price is high and the demand is not urgent. Many of the larger distillers have not started up and claim they will not until they are able to buy cheaper grain. The demand for rye from the milling trade is light. They, too, are waiting for a reaction.

L. Fred Peabody.

Depended on the Inducement.

Johnny—Say, wouldn't you like to come to our Sunday school?

Tommy—I don't know. Do you give trading stamps?

The higher you climb on the wrong ladder the greater your fall.



Fine Pottery Display in Local Hardware Window.

The west window of Foster, Stevens & Co. is always devoted to articles of a heavy description. So, occasionally, is the other one, but when the windowman makes a display in the latter of goods from the china department, it generally borders on the dainty in character. At any rate, so long as it is pottery that invites inspection, it is never going to be passed unheeded by the Gentle Sex. From the connoisseur who is unsatisfied short of the high art goods of this and foreign countries to the unsophisticated woman whose highest perceptions are appealed to by the "pretty little vase" of the roc variety, one and all are devoted to china.

Men's interest is of a decidedly less intense character, and with exceptions here and there whose tastes in this direction have been inherited or cultivated, or who are dealers in such goods and know their intrinsic value, few men pay much attention to the subject.

While I was standing in front of the hardware establishment I have mentioned, admiring the ivory tinted dinner set whose plainness is relieved only by an irregular band of satiny gilt at the extreme edge, along came two particularly stupid-visaged individuals of the masculine persuasion who did not look as if they would know the difference between a fry-pan and a piece of cut glass, but the dinner set seemed to touch some invisible chord in their inner selves. They looked at the separate pieces long and earnestly, in utter silence at first. Finally, one recovered his tongue and earnestly informed his companion, whom he seemed to regard as ignorant of what it might be that they were gazing at: "Tha-a-t's chiny!"

The vowel of the first word was exceedingly long drawn out; and the information imparted seemed to be especially needed in the case of the listener, for the tone in which he answered, "Is it?" testified to his denseness on the "chiny" question.

Soon sauntered along two society women who do considerable entertaining in the course of a twelve-month, and they, also, paused in delight at sight of the dinner set, expressing their admiration in no measured terms.

In the window are two lunch sets, one white with tiny double pink roses, and their accompanying foliage as a border decoration, the other an old-fashioned looking set of English ware—Cauldon. Both of these are beautiful but neither can compare with the fine simplicity of the plainly-embellished dinner set.

In the background are four umbrella holders: two the work of Austria, one from Germany, the other

a dark blue and white one from England—Doulton.

Three Parian marble pedestals grace the exhibit. This is an Italian marble, exquisite in itself, but not as fine in quality as that employed for the making of statuary.

One of the pedestals bears a dazzling French electrolier, a dream in cut glass. The shade is composed of a 6-inch fringe of cut glass beads, uncolored except for a simple design at the lower edge in green and heliotrope crystals. The person who becomes the fortunate owner of this work of art will have something worthy to be handed down to posterity.

The second pedestal supports a soft olive green and pinkish vase with a charming female figure on either side.

On the third pedestal is a large Teplitz vase aimed to imitate the Royal Worcester in tinting.

Then there are quite a number of pieces of Weymes ware. I have a suspicion that I am incorrect on the spelling of this pottery. I am quite sure, however, that there is a "y" in the word, the pronunciation of which is "weems." The china is coarse in texture and is not particularly attractive in the matter of decoration. I am not very fond of it myself, but it has the merit of being striking. Most of the subjects imitated in the decoration are fruit, flowers, rabbits and barnyard animals. The ware is hand painted by peasants across the water. It is claimed to have originated in Brittany. The peasants may be seen returning from the factories where the ware is manufactured, carrying immense baskets of it on their heads. They paint it at their homes according to their individual ideas and tastes. Often they peddle it from house to house, getting perhaps 10 cents apiece for the plates. The high price which one is obliged to pay for this china here is all owing to the duty—60 per cent.

Chief Characteristic of the Greatest Battle in History.

The great battle around Liaoyang—which raged steadily for ten days—is probably, from the number of men engaged, the greatest in history. Both sides have fought with desperate valor—the Japanese attacking recklessly; the Russians defending doggedly and slowly retiring. On some of the days the scales would hold quite even from 5 in the morning until midnight. The soldiers would then sleep on their arms and renew the battle from the positions they held. Fighting of that sort is rare. In most previous battles the event has been determined in one day. In few has the fighting been prolonged for ten days.

Only fragmentary reports have yet come in, and only the main outlines and principles of the conflict can now be made out. The details must be filled in later. It is yet impossible to identify the individual exploits of companies, regiments, brigades, or divisions. The thing is on such a big

scale that it is difficult to follow even the movements of corps.

People who for seven months have been reading newspaper bulletins about the war may fail to appreciate that the meager reports received of this great fight at Liaoyang are the accounts of an event which will live in history for thousands of years. The battle is great not only because it is of such immense magnitude; not only because both sides have applied the latest teachings of tactics and the permanent principles of strategy, but because the troops of the two armies have fought with desperate valor. The battle of Liaoyang is of such stupendous significance because it is a fight between the West and the East, between the most despotic country of the West and the freest people of the East; because in a fight with substantially equal forces on each side, in a position of its own choosing, the West has succumbed to the East, the white man to the yellow. Such a battle must take place high up among the most decisive battles of the world.

The gratifying thing to the Westerner is that the Oriental, in order to overcome, was forced to adopt the tactics, the strategy, the weapons, the training, the discipline, and experience of the West. Gen. Oyama's army is a type—perhaps a superior type—of the best European army ever devised. It is in no sense a type of the best Oriental army ever devised. And from their undertakings, their accomplishments, and their present direction, it is evident

that the triumph of Japan will not mean a setback to Western civilization. For the Japanese have adopted Western civilization and have triumphed only by means of it.

Japan is among the first nations of the world in education. Her percentage of illiteracy is about the same as our own. She has a universal system of public schools. And to this system is due, in a large measure, the success of the Japanese soldier. He fights with bravery and intelligence. Opposed to him was a foe who fought also with bravery, but, to a far lesser extent, with intelligence. It is a comforting reflection to us Americans that intelligence is thus again proved, as it has been so often proved before, a most valuable asset of the private soldier. This country does not want to fight. But if war comes it is a comfort to know that among our people there can be found the richest deposits of those ingredients which go together to make up a formidable soldier—courage, strength and intelligence.—Chicago Tribune.

Absentmindedness No Crime.

Judge—Not guilty! Why, the policeman says he actually caught you with your hand in this man's pocket. "Mebbe so, your Honor. But once I had a coat of the same pattern, an' I'm a little absent-minded at times. Fact, your Honor."

When you write Tradesman advertisers be sure to mention that you saw the advertisement in the Tradesman.

Thinks Us Particular

A man came in recently and complained because we were too particular about wheat. Said he had some that was just a little "off" and we wouldn't take it and he had to sell it elsewhere.

He didn't realize that that's one of the things which makes Lily White "the flour the best cooks use." If we were not so particular about the wheat, Lily White would be no better than any other flour.

It's easy to take in any old kind of wheat. It requires experience, judgment and backbone to refuse it.

Lily White

"The Flour the Best Cooks Use"

Wouldn't be so popular as it is to-day if we were not always careful about the wheat we buy. Carefulness about "little things" makes all the difference in the world in the quality of the flour and carefulness about wheat is only one of the "little things" here.

Valley City Milling Co.
Grand Rapids, Mich.

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

Death of the President of Bradstreet Company.

Charles Finney Clark, President of the Bradstreet Company, died in London Sept. 3 of heart failure, presumably caused by an attack of indigestion. Mr. Clark was born in Preble, Cortland county, N. Y., on Aug. 30, 1836; was educated at Homer Academy, and studied law in the office of Crane & Wesson, at Detroit.

For a time he published a Detroit city directory and was associated with Carl Schurz in the publication of the Detroit Post. Mr. Clark, however, found his lifework in the development of Bradstreet's, the mercantile agency which was established by J. M. Bradstreet. From his first association with it as a correspondent, he became successively Superintendent of the Detroit, Philadelphia and Boston offices, and General Manager, with headquarters at New York. The business was incorporated in 1876 as the Bradstreet Company, Mr. Clark becoming Secretary, and later being elected to the Presidency, which office he held until the time of his decease.

He had also served as Vice-President of the Washington Trust Company and as Director of the American Cotton Oil and Niagara Falls Power and Cataract Construction Companies. He was a member of the Chamber of Commerce, the St. Andrew's, American Geographical, New York Genealogical, and New England Societies, and of the Union League, Metropolitan, Lotos, Grolier, Hardware, Church and Merchants' Clubs, and for many years was Treasurer of St. James' Protestant Episcopal church. Mr. Clark's home in New York City was at 831 Madison avenue, and his country residence was Fairacres, Normandy Park, Morristown, N. J.

The body will arrive at New York via the Oceanic, due Sept. 14, and the funeral and interment will be held the day following.

Too Much Japan Tea.

A peculiar condition exists now in the tea trade as a result of the Russo-Japanese war. While Russia has not succeeded in interfering with the supply of Japanese and Formosa teas the importations for the season which has just commenced will probably be from 3,000,000 to 4,000,000 pounds less than the normal quantity. The reason for this is that the stocks of this country now are so large that there is practically no demand.

This is the result of the excessive speculation in tea when the war was threatened and after it had begun. Everyone expected then that Russia would be able to cripple Japan's commerce to some degree, and a great advance in the prices of Japan teas was looked for. As a result every available pound of tea of this class was brought to this country. The result is, now that it is evident that the supply will not be interrupted, that there is no demand, and there has been a slight drop in prices. There is said to be enough Japan tea in the country to supply all demands up to January 1.

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for the Special
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LARGEST WHOLESALEERS OF GENERAL MERCHANDISE IN AMERICA

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E. A. STOWE, Editor.

WEDNESDAY - SEPTEMBER 7, 1904

DEMAND FOR SEA POWER.

The importance of sea power to nations is becoming more than ever understood, and there is no nationality that is not striving with all the means in its reach to acquire it.

Time was when Spain was the dominant nation upon the sea. Spain discovered the Western Hemisphere, and conquered and owned for centuries the greatest part of it, besides making extensive discoveries and planting important colonies in the Asiatic seas.

After Spain came England, which although an island kingdom, did not start out as a colonizing country until more than a century after the Spanish occupation of Central and South America. Columbus made his celebrated voyage in 1492, and in a few years later Spain had occupied extensive regions on the American mainland, while the British colonies in North America were not planted until in the early years of the seventeenth century. The Virginia settlement was made in 1607, while the Massachusetts colonists landed in 1620. Portugal had in the meantime taken possession of the vast region of Brazil and made settlements in India, while the Dutch had seized the Southern cape of Africa and the great tropical islands of Java and Sumatra in the East Indian Seas. France took possession of Canada and some of the West Indian islands.

There were two nations which were so hampered by their geographical situations that they could not develop any sea power. One of these was Russia, whose only sea-coasts were on the Arctic Ocean, and Germany, which was almost wholly cut off from direct communication with the sea. From the earliest times of her development Russia has been struggling to get an outlet to the sea, first through the Mediterranean, and next to the Pacific Ocean. Russia's war with Japan to-day has grown out of this unceasing effort to get to the sea, and all the considerable wars Russia has ever waged were with that object in view.

Germany has been worse handicapped than any of the nations in the effort to become a sea power, having been almost wholly cut off from the

high seas, but by encroaching on Denmark outlets have been secured through and out of the Baltic into the North Sea. The remarkable exertions made by the present Emperor, far outstripping anything done in that direction by his predecessors, have resulted in giving Germany a very considerable ocean-carrying trade, and an important and formidable navy, and probably there is no public question to-day that attracts more attention in Germany than the struggle for sea power, and as a cognate subject, colonization and territorial expansion.

Prof. Karl M. Lambrecht, of the University of Leipzig, has recently published an essay on the above subject in which he presents some original views. He says that heretofore it has been generally held that a nation expanding by acquiring colonies and foreign territory with foreign tribes and population is lessening its inherent compactness and strength, as by so doing not only does it lose that part of its home population which emigrates to settle the new territories, but these new branches will eventually part from the parent stem.

The Professor maintains that this belief is erroneous; that a nation, to become great, requires space and expansion. Though the new territories and their population will, in the course of their development, owing to geographical and other causes, present some features and traits of character somewhat different from those of the mother country, nevertheless the nation will gain in strength and world influence.

Prof. Lambrecht, in support of his theory, points to England and the United States, they having by their expansive movements brought about a centralization and unification of various countries and peoples, increasing immensely thereby their inherent strength and their power as world motors, making the English language the chief method of communication over the globe and the representative of the world's progressiveness. In the exposition of his views the Professor calls attention specifically and at length to the development of the United States and exclaims: "Has the immense territorial expansion of the great Republic weakened or suppressed its political life? By no means; on the contrary, each State or Territory added or annexed has added nutrition and has given a higher plane to the nation's political life."

The concluding passage of the Professor's essay advises his countrymen to emulate the example given by the United States and England and he indulges in the hope that Germany will use all means in order to obtain a necessary amount of sunlit space, that is, a good slice of foreign territory for purposes of expansion and centralization as elucidated in his essay.

Germany at the present time has too limited a coast to become a great sea power. Her few ports could be too easily bottled up by blockading fleets for her to accomplish anything against a great naval power, and therefore it must be expected that unceasing exertions will be made to acquire other outlets.

Holland, Denmark, Sweden and Norway are possible subjects for German expansion so as to acquire sea room. But any attempt on these countries will mean war, and that is something not to be considered at this time. But after the Russo-Japanese war in all probability the prestige of Russia as a great power may be so much impaired as to lead to new adjustments of international relations and of the political powers of Europe. An alliance between Russia and Germany to alter the status of the nationalities around the Baltic and North Seas, and of those around the Black Sea and the Dardanelles might be the prelude to startling changes in the affairs of Europe. Apparently, Russia is going most seriously to need an alliance that can be depended on in strenuous conditions, while Germany will find such a connection with her great Eastern and Northern neighbor the most desirable that can be secured. The recent rapprochement between England and France and the defeat of Russia in Asia seem to have combined to weaken the bonds of the Russo-French alliance which was so eagerly entered into a few years ago.

JAPAN'S NAVAL SUPREMACY.

There has been much academic discussion from time to time on the subject of the command of the sea, and our own Captain Mahan, who has achieved a reputation as a writer on naval topics, has acquired no little celebrity for his magazine and other articles on this subject. Practical experience, however, teaches more than any amount of theoretical teaching. The war now in progress furnishes such conspicuous examples of what the command of the sea really means, its influence upon the result of a war and its economic importance, that the veriest tyro cannot fail to understand and appreciate.

From the very first day of the war Japan controlled the sea in a measure. This was due not to a greater number of more powerful ships, but to a better trained and better equipped naval establishment. Through a bit of inexplicable folly the Russians separated their fleet and left some of its units unprotected in harbors where they could not claim the protection of neutral waters. When, therefore, Japan attacked the Russian Port Arthur squadron and forced it to take refuge in the harbor full control of the sea was acquired for a time at least, for the reason that the section of the Russian fleet at Vladivostok was icebound and therefore useless for the time being. The two detached ships located at Chemulpo were utterly helpless and fell easy victims to the Japanese.

The result of this first and temporary control of the sea was the freedom it gave the Japanese to move their troops wherever in the sphere of war they saw fit without interference or risk. It is true that later on the activity of the Vladivostok squadron caused some interference with transports and its successive raids interfered with commerce for a time, but when the Vladivostok squadron was finally severely mauled

and the Port Arthur fleet routed and scattered, Japanese ascendancy at sea was completely established, and no pretense is now being made to interfere with their movements. Not only can Japan move troops to any part of the theater of war without difficulty and keep them supplied through the free use of the sea routes, but her sea commerce is relieved of embargo.

Under ordinary circumstances the trade of a country at war is seriously restricted, but the figures show that Japan has actually increased her foreign trade since the war commenced.

For the first six months of the present year the exports were valued at 137,500,000 yen, an increase of over 11,500,000 as compared with the corresponding period of last year. Raw materials, of which the most important are coal and copper, show a decline from 29,436,059 yen to 26,701,582 yen, but partly manufactured goods show an increase from 60,500,000 yen to 65,000,000 yen. Exports of manufactured goods show an increase from 36,000,000 yen to 40,000,000 yen. More than half of this gain is in silk goods, but cotton tissues have also been shipped more largely. Among the imports of raw materials show increases in almost all directions. Imports of luxuries, among these, sugar, which is classed as the main item, rose from 24,600,000 yen to 26,000,000 yen. Shirtings and cotton prints, however, showed a very decided decline. The miscellaneous group, which consists mainly of foodstuffs, shows an increase from 63,750,000 yen to 72,000,000 yen. The total imports for the six months were valued at 183,000,000, an increase of 17,000,000 yen as compared with the first half of 1903. Payments for war material are doubtless responsible for the large exports of bullion and specie, which rose from only 3,500,000 yen in the first half of 1903 to nearly 81,500,000 yen in the first half of the current year.

This is an eloquent exposition of the importance of the command of the sea. Much of the drawbacks of war and its great cost will be offset by the fact that Japan's industrial and commercial life can go on without interruption or setback. Trade makes revenue, and it is revenue that is the most important matter to Japan at the present time.

The Chicago Tribune, which is one of the most conservative newspapers in the world, presents facts and figures showing that the numerical strength of the adherents of trade unionism in Chicago has decreased one-third during the past year. The falling off in membership is largely confined to unions of artisans and mechanics, while unions composed of men of less average intelligence—bartenders, hod carriers, teamsters and cigar makers—for instance—have held their own. These facts are significant, because they show unmistakably that the thinking men in the realm of labor are rapidly deserting the ranks of unionism and anarchy, which will eventually be filled only by men of a low order of intelligence, including the vicious and criminal classes of society.

NOT UNMITIGATED CURSE.

Sleepy Hollow, an over-boomed town some twenty years ago, has come to the end of its long nap and is beginning again to live. Its weeds have been cut for the most part, the rotten planks in its sidewalks have been replaced by new ones or better still by bricks or concrete, the fences are looked after and the town generally, a city of some six thousand, is "getting a move on itself" and really trying to be something. Financially it is "strapped" and only as it sees a place here and another there can it do anything to better itself—always on a small scale.

The other day a proposition from a party outside for a carnival was made to the town and accepted by it. It was to be held a week. The first seven hundred dollars was to go to the city and any money made after that was to go to the company. Seven hundred dollars to a city out at the toes and the elbows is too good an offer to be refused and the city authorities, equally praised and blamed, accepted. The carnival came and had its week. It literally captured the town: It pitched its tents in the middle of the principal streets, so blockading them as to interfere with the traffic of the stores and forcing the merchants to depend upon their back doors for their exits and their entrances. From Monday morning until Saturday night, Yokohama time, the megaphone and the brass band carried on a vigorous rivalry in proclaiming the unequalled attractions of the show, and the crowd, "some in rags, some in jags and some in velvet gowns," pushed and crowded to the sights somewhere ahead of them.

That was last week. This week the citizens are talking it over, half of them—there is no need of stating which half—gleefully exulting over the seven hundred dollars and the other affirming with a good deal of earnestness that there is something in this world worth more than money and self-respect is one of them. Sleepy Hollow cannot afford this sort of thing. A good name is above all riches. The week's carnival has been a week of debauch and for that paltry sum we have turned over the town to the mob element and stood back and looked on with a galvanized grin, trying to make believe in the midst of it all that we are still respectable. We are not. Sleepy Hollow has compromised its good name and all that remains for it is to acknowledge the mistake, sober up and live it down.

The bum element, brought to bay, has its better side. The city has a clean (!) seven hundred dollars for improvements. The merchants (the candy stores and saloons) have added largely to their gains; for once in twenty years old Sleepy Hollow has waked up; the sidewalks have been crowded with people; young and old have had a good time which they will talk about as long as they live; acquaintance between town and country has been greatly increased and it's been a mighty good thing all around. Say what you please, coming right down to the facts of the case, the dif-

ference between the Fair at St. Louis and the carnival at Sleepy Hollow is one of degree and that to the world at large and the United States at large is of no more advantage that this carnival has been to the people who have come to it. Put that in your pipe and smoke it.

The readers of the Tradesman already know its opinion upon the carnival as such and repeating it here is unnecessary. It must be conceded however, that there is a great difference between the carnival at Grand Rapids, at Denver and at any other large Western city and the one held in the small country town. All have the base element to contend with, with this difference: in the little city it keeps itself in the background and the carnival at its height lacks that utter abandon to the low and the vile which the large city is sure to exhibit. In the small town there is a notable and commendable feature attending the gathering which can be and should be taken in hand and developed into the blessing it has shown itself to be when made the most of—the bringing together the better element of town and country to the lasting benefit of both.

The fact is the country in its isolation becomes hopelessly hide bound; the city crowded into narrow limits is conceited and supercilious. In fact the feudalism of the Middle Ages has come back from the dead centuries to exercise its baneful influence over mankind. The castle and the farm are at war. Each from its own point of view is abused and each with all its strength resents what it considers the other's ill treatment. It is the old condition over again with similar results unless some Peter the Hermit of the day will again preach the needed crusade. There are the same prejudices to be overcome and now, as in the olden time, the warring extremes are to be brought together and kept together until the Lion Hearted and Solomon, sworn enemies, meet with distrust and part as friends.

This the carnival, under another name, can and should be made to accomplish, the best, not the basest, element should take it and keep it in hand. All that is good can be retained and, separated from the slime of the touch and the tongue of managing defilement, megaphone and brass band, merry-go-round and tent-show will become worthy means of uplifting and bringing together the social elements too often at war with each other. "I don't know," said a distinguished divine, "why the devil should have all the best times;" and there is no reason why the carnival idea should not be taken out of the hands of the devil and be made the means of blessing and not cursing the crowds which it certainly does bring together.

The genius who invented the hair-pin must have groaned when he thought of the centuries that had waited for him in vain.

If the toughs were all arrested our jails would be filled with beefsteaks.

AN ANTI-VICE CRUSADE.

A thrifty city somewhere towards the sunset has become tired of hearing mean things said about her and is going in for reform. She says that coming right down to the facts in the case she knows that she is no worse than a good many other cities who are just now turning up their hypocritical noses at her; but for all that she is willing for the speech of people to admit that her doorstep has been neglected and for the sake of a hush-up will roll up her sleeves and with a plenty of soap and hot water make that particular specimen of granite the model entrance of any city, big or little, between the two oceans. It's going to be a regular spring cleaning, she wants it to be distinctly understood, and when she gets through and gets things back in their places she's going to tell her defamers what she thinks of them. To set the ball a-rolling she has engaged a man, who makes that sort of cleaning up his business, to start in on a regular crusade against vice in all its forms with a regular posse of skilled workmen and, once the thing is done, she'll see what she can do to keep things going.

There is no doubt about the need of the "spring cleaning." There is no doubt that between now and the spring when the work should have been done the accretion of urban filth and abomination has reached a point almost beyond endurance. It is to be hoped that the crusade happily entered upon will be as happily concluded and that the sister cities whose pointing fingers have had a tendency to hasten on the good work will now have an opportunity to examine their own doorsteps; but the real thought which insists upon making itself prominent, if not foremost, is whether the kind of house keeping which has made the crusade a necessity should not long ago have been more intelligently looked after and whether, if this be not done even now, the crusade, however successful it may seem, will be worth the undertaking.

At best the crusade is only a municipal revival and everybody knows what that amounts to. The idea goes abroad that things spiritual and things temporal are as bad as they can be—too bad anyway for the regular management to control—and a specialist is brought in to get affairs again into running order. The announcement is made with a great flourish of drums and trumpets that wrongs are going to be righted and the bad made good, and everybody is invited to come out and be told what a miserable sinner he is, to stand up and confess and be prayed for and then, with scarlet sins made white as wool, drift back into the old currents and be a little worse if possible than they were before. That is exactly what Dowie did in New York and the chances are ten to one that is what is to be the result of the crusade in that Western city.

Changes for the better do not often come that way. Genuine conviction of sin does not proceed to the near-

est street corner and herald the sin and the intended reform in the same breath. If Sodom, ancient or modern, has reached that point where she is ashamed of herself, she perceives as well as Gomorrah does that the one thing to do lies in action not in speech and proceeds accordingly. Reform is an inside determination not an outside emotion. From within comes the drunkard's resolution to be again a man. It is the "I will" in the still small voice of conscience that forces the feet of human animalism to the green pastures and still waters of purity. It may be that Sodom needs the moral evangelist to come to her and to tell her and her children what rascallions they are, but everybody, themselves included, guesses not. She knows and they know, if her municipal life is scandalous, that righteous living is the cure for it, and that only. If she simply wills so that is all there is to it. If she does not, Peter the Great, multiplied as many times as there were soldiers in the crusades he preached, will accomplish nothing. She and her children will return to the revolting past like the dog to his vomit and the jeering sisterhood of cities will exultantly exclaim, "I told you so."

It is submitted that to attain the best and earliest results in reform a brass band is the last means to be employed. Individual life and city life are essentially the same. Both are purely and simply human, moved by the same impulses in the same way. Without noise, without harangue in the pulpit or out of it, without being forced to the anxious seat that city has simply to go into her closet and, shutting her door, look the conditions squarely in the face, make up her mind what she wants to do and do it. She has no need to be told at this period of the world that her life is what her citizens make it. It is a question of individual doorstep and a determination to see to it that depend and must depend upon the family using it. There and there only must municipal reform begin. St. Louis found it so. Minneapolis, Philadelphia and New York stand as witnesses of the same truth, and this same anxious city in the West will find, if she ever brings about the reform she admits she needs, she will accomplish it not by proclaiming what what she is going to do, not by appealing to any outside Peter the Great to come and help her, but sorry for her remissness of duty and her wickedness, quietly, earnestly and persistently she must strive for better things. That course entered upon, reform will follow and once secured will remain a permanency as long as the efforts continue to sustain it which were employed to obtain it—a bit of condensed wisdom, be it observed, which other municipalities can contemplate with profit.

If it is true that male misquitoses do not bite, a good many of them have been put out of business by mistake.

A short hand goes with a long face.

DRY GOODS

Weekly Market Review of the Principal Staples.

Linens—Improvement in the linen market seems now to be a positive fact. The outlook is very favorable, mainly owing to the firmness of the flax market. Furthermore, many importers have dealt conservatively and brought only modest stocks from over the water; and this being so there will be no pressure for making sales on a losing basis. Fancies will, of course, find a larger demand than staples; a brisk trade is sure to back good judgment here. Bleached damask napkins to match and towels are justifying the confidence reposed in them; the call is fully up to expectations. The domestic end—such as crashes, union huck towels and merchandise of that character—is strongly in evidence and large orders are being placed. In a general way, the demand for linen goods is influenced by cottons, but so long as the market is not overwhelmed by the cheaper prices for the latter, intending buyers may be re-assured; there will be nothing in the nature of a collapse. The large establishments are preparing for the spring trade and they speak encouragingly of the prospect. Indeed, while the current season has been good—in many respects remarkably so—a phenomenal business is expected in spring goods. It would appear that popular suffrages will elect all the plain fabrics—not only in white, but in colors—to a position of high favor. Swisses—both plain and dotted and with fancy figures—are destined to enjoy still greater popularity. The enormous demand for fancy jacquards will not be maintained, but a conservative handling of these goods in small and medium-sized figures should be well supported. Some excellent lines of fancy Irish dimities are shown for spring, 1905. The making-up quality of these goods is established, and they are voted in for another term. Buyers view the line with much favor, and certain houses have so much confidence in these goods that very full lines are carried. Manufacturers contend that taking into consideration the stiff quotations in London, Liverpool and other centers, prices of woolen blankets are at a level at present that offers grounds for speculation how long it can continue without trying a flight upward. Large sales are being made in Arizona and Dakota of wool on the sheep's back at 17@18c per pound. England is handling very large orders for the Japanese government, and from the same source offers come to this country, provided always that the conditions be met. The tendency of all this just now is to stiffen the market. Indeed, the process has been felt to such an extent that a recent sale in Boston within one week of 13,000,000 pounds of wool had no "breaking" effect. Mercerized table damask

holds its own. The demand is maintaining a fair level, particularly in the lower ends, as prices are very satisfactory. These goods have a history of only about five years in this market, and for the period have a creditable record of success, which is likely to continue and enhance in view of the attractive appearance presented by the goods. When the quality of the work and the rich appearance it presents are considered, it is certain that there is little offered in a department at a price affording such values as drawnwork. There is a hemstitched variety now offered whose beauty accounts for the favor in which buying shows it to be held. This work is imported from Germany, Ireland, Japan and certain other centers, and speaks more eloquently than words can of the artistic sense of the creators. The table and lunch cloths of this work, full-size—2½ yards—can be purchased for from \$12 to \$40 each. The Cluny tablecloths—both round and square varieties—with all kinds of doilies and centerpieces to match, are having an excellent sale. They fetch from \$25 to \$150 each. The prices are rather startling, but so great is the demand it can barely be supplied.

Silks—There has been, during the last few years, a steady improvement in the use of silks by the general public. This increasing demand is due largely to the merit which silks possess. Without doubt they have intrinsic merit which few other fabrics possess. This fact is becoming more and more recognized by the trade. Unquestionably a silk dress looks better than one of any other material. In the past silks have been considered a luxury, but at the present time they are being manufactured comparatively cheaper than other dress materials. The cost of a silk dress to-day is not so much greater than other materials of equal appearance. Eight yards of wool dress goods that look as well as silk will cost nearly as much as a silk dress. A silk dress always looks elegant, and silk people maintain that a silk dress will be serviceable longer than a wool dress. Silk is kept with more care than a wool dress. A silk dress certainly has the quality of looking well longer than a wool dress does. There is always rivalry between silk and wool dress goods. Just now wool dress goods people are saying that their line is selling equally well with silks and that it has been during the past season. To this claim the silk managers reply with a smile and say nothing. They can afford to smile for they have experienced a good volume of business this year and the prospects are excellent for future trade. During the last ten years there has been a steady improvement in the demand for silks by the general public. An incident is related by a silk man that during the last ten years he has purchased for his wife six times as many silk dresses as he has wool. Although himself a silk man, he was not thoroughly convinced as to the wearing qualities of silk until his

wife had tested them by practical experience. He maintains that a silk dress will give much better service than a wool dress and that he is satisfied it is economy to buy silk dresses rather than wool. He maintains that they wear better and, considering the period during which they are serviceable, they are cheaper than a wool dress.

Clan Plaids and Fancies—The sale of silks has been growing from year to year and there is no sign of a decrease in the demand for some time to come, but rather a probable increase during the next year in the consumption of silks. It is quite likely now that the year 1905 will be a banner year. The buyer for a representative retail firm says there is a favorable outlook for clan plaid

RUGS FROM OLD CARPETS THE SANITARY KIND

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

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

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

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.

We Do Not Blame

the retail merchant for growing just a little bit weary of these oft repeated statements of the salesman and advertiser: "I am the largest," "I am the best," "You cannot do business without me," etc.

You Are The Man Who Pays The Bills

and in the conduct of your business some few things at least ought to be

left to your judgment. We do not want an order that we have to take out of a merchant with a corkscrew.

Puritan Corsets

Are all right, they are guaranteed and they will pay you a better profit than any other line you can buy. That is our side of the story and about all there is of it. So far as you are concerned you are the "coy maiden," we have made the proposal, it's up to you to accept and be forever happy or reject and make it necessary for us to talk some more

Puritan Corset Co.

Kalamazoo, Mich.



silks. Plaids are spoken of with interest in various dry goods lines this season, which is more or less a perennial occurrence, but it remains to be seen whether or not they will this season attain the distinction so long hoped for in vain by their purveyors. They will certainly be taken to a certain extent by the millinery trade. Neat fancies are by no means out of it in fall silk lines. They are still a factor of less degree with strong probabilities of a reappearance, with renewed force in next spring's aggregation. Shot silks with small jacquard designs of self color between stitch effects in Persian colors are well taken by waist and suit makers. The shades are in harmony with those of fall suitings and they will serve the purpose of the indispensable blouse under a costume coat or jacket. Domestic manufacturers are showing novelties in rough weave of tussore silks in the natural shade and dyed in all desirable colors. There is a host of these which bears a certain family resemblance, a slight difference in the weave or weight giving them a claim to a specific name. "Silk duck," "Bagdad," "Cheefoo" and "Tokio" are among them.

Ribbons—Extreme softness, brilliant luster and wonderful color effects are the chief characteristics of the new ribbons which are beautiful beyond description. Fancies are conspicuous by their absence in most lines. Plains are the order of the season and yet a surprising variety is afforded by the difference in weave. Ombres are very much in evidence; shot, glace, and chameleon effects; moires soft as chiffon, lustrous, shot with a different shade and ombre. The taffeta glaces seem to have reached the limit of softness and brilliancy. The bright colors, pure classic shades to be so much in vogue, are toned and softened by the combination. The most brilliant shades—such as emerald green, scarlet, indigo blue and orange—are all shot with black and these are among the most attractive numbers. Serge ribbon with a twill on both sides is both shot and two tones, in which brown and orange, green and coque de roche, indigo blue and scarlet are some of the combinations. Moire chiffon is glace and ombre generally in a light shot with a dark shade and ombre from one side to the other in pale to medium or medium to dark shades. "Regina" is another brilliant weave which comes in all of the popular tones of terra cotta, bird of paradise, carals, rose des Alpes and various shades of green, as well as some of the palest pastel shades. Merveilleux is another high-luster ribbon with a twill effect on one side like the old silks of that name, but very soft, and faille maquisse is of heavier grain, but otherwise of similar description.

Velvets and Velvetens—The velvet outlook is promising and manufacturers have brought out all of the plain velvets in the new shades. Chiffon velvet easily leads in high-class goods, but the paoon and silk or silk-faced velvets are all produced with an unusually soft finish. Velvetens

with the chiffon finish are well received and some of them are beautiful with a soft, rich, close pile and the high lights of the best silk velvets. Miroir and ombre miroir velvets are shown by importers and will be used in millinery and the trimming of gowns and accessories. Metallic printed goods in two or three colors giving a Persian effect are a novelty for waists and shirt-waist gowns. Embroiderettes are attractive numbers of the impress order, and there is a novelty with embossed leather effect. Plushes of very rich deep pile which stand straight are shown in colors ombre and changeable effects. Two, three, even four contrasting colors are so closely mingled as to give almost a monotone effect. Several shades of one color are mingled in the same way and the plumage of different kinds of birds is represented. The colors of the woodcock, parrot, wild duck and bullfinch are some of them. There are some fancy plushes with designs outlined with fine combed-cut mohair yarns which are stitched to the surface in shades of the same color or in a contrasting color.

Underwear—Wool goods are in a firmer condition than they have been at any previous period of the year. All mills are reported to be running to their full capacity and orders have been received which, it is believed, will keep them busy the remainder of the season. Prices in all cases are firm. This is due chiefly to the strength of the wool market. It is said that all purchases of wool the last few weeks have been on a higher basis, and it now begins to look as if the wool manufacturers were going to be harder pressed to secure wool than the most careful buyers expected. Many manufacturers are withdrawing prices on certain numbers, especially worsted and the finer grades of wool goods. Yarns are advancing, Columbia Shetland floss and wool both having been advanced 10c per pound. The undercurrent of movement is toward the control of wool of certain grades, to a limited extent, in the hands of a few manufacturers. It may be confidently predicted that wool will not be lower for the next twelve months than the present quotations. Indeed, the probability is the values will appreciate. Especially is this probable in the finer grades and in the longer combings, which are found to be very scarce. In view of the fact that there will be considerable defective knit goods on the market this fall and winter, merchants should watch their deliveries and those who have not already placed their orders should do so with responsible jobbers. Merchants can not afford to take chances with defective merchandise.

Hosiery—One buyer of hosiery says he thinks the trade is going to find cashmeres a subject of interest this fall, but his position is not accepted by some of the other buyers. Fleecees have attained a strong position with the trade and are very popular. At the prices for which fleecees sell they wear longer and better than the shoddy wool which

must enter into the manufacture of cashmeres to compete with fleece lined. A hole is made in cashmeres much quicker than in a fleece lined at anywhere near the same price. Tan hose are holding a prominent place in the interest of the buying public, and it is thought by prominent buyers that they have come to stay for some time. The belief is expressed that there will be a large number sold for the spring and summer of 1905. Lace hosiery has kept in favor of the trade, and if anything the demand recently has been better than earlier. All qualities are selling from the cheapest to the very best. Prices in hosiery are firm. Merchants will act wisely if they keep their stocks of low grades well up. Manufacturers' stocks are low in the cheaper grades, and they purpose to hold back until they can turn out their product at a profit.

Hats, Gloves and Hosiery.

The derby best liked for this fall is quite full in the crown and is pitched in front and rear and well set up in the sides. The crown will run from five-and-a-half to six inches in height, with brim from two-and-one-eighth to two-and-three-quarters in width. One of the best selling fall derbies has a five-eighths inch oval curl. This number has a 12-ligne band and 11-ligne binding. Browns are noticed in all hat lines, but speculation is without basis. Local haberdashers think well of the soft hat for fall. College boys have declared in favor of the soft hat, so register one score in its favor.

Haberdashers are buying heavily in fall novelties. These novelties are genuine and possess many selling features. Merino and cashmere underwear garments showing yoeguard effects in silk are being shown by the most aggressive haberdashers. Heather mixtures are thought well of by city buyers catering to early fall trade. Dark gunmetal and seal-brown are favored. In the knit glove line grays, tans and beaver shades are taking exceptionally well. Hosiery novelties can be had in large assortments. Wine grounds with two colored embroidery make up one of the advance fall displays. The cape promises to be the glove for business wear this fall.

"Merchants are on the lookout branch for something new," said a manufacturer in the furnishing line. "As soon as a merchant comes into my display rooms and asks for the newest I've got I know right away that he is a good fellow to have on my list and frequently I never 'look him up.' I'm always glad to show my best things to the country merchant who appreciates a new thing. There was a time when I sold only the city dealer, but since I've discovered there is something original in the country merchant I'm right glad to see him. All novelties look alike to some dealers."

What Was the Use?

"Do you keep chickens, Uncle Rastus?"

"Keep 'em, suh? No, suh, not mo' dan about two hours arter I git em."

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.

In looking over some newspaper clippings lately I have noticed some articles which have recently appeared in the interior press of which the following abstract from an article in Buffalo Times gives a fair idea. This begins with a scare head "Eggs Are Decidedly Scarce: Hens Enjoying a Vacation and Refuse to Supply the Ever Increasing Demand: Local Prices are High and Will Go Even Higher." This interesting heading is followed by the statement that the hens have stopped laying and that "the hungry public is being left eggless," and that the effect is being felt all over the country: "In Buffalo eggs are scarcer than in the dead of winter," restaurant men, it is stated, are cutting them off their bills of fare, and some of the large groceries have been entirely unable to get any for their customers for days at a time. The article goes on to say that the "inevitable result of this startling shortage" will be a big rise in the price of eggs—"higher than ever before this year." Then comes this remarkable statement: "The cold storage houses are empty of eggs, their supply being sold in the dead of winter. It is now time for the cold storage people to lay in their supply to guard against the winter shortage and it is said they are having great difficulty in doing so."

Of course nobody who is at all acquainted with the conditions in the egg market will be misled by this rot but it struck me as peculiar that such a gross misrepresentation of the egg situation could get into a reputable newspaper, and I can't help the suspicion that the reporter was purposely "stuffed" by somebody. There are a lot of speculative holders of early packed eggs who know little or nothing about the egg market, and if they could be made to believe that boom prices were coming the effect on the early fall markets might be favorable to those who understood how the land lies. But, taking the situation as a whole, such false information does harm if it has any effect at all.

As for the silly statement in regard to storage stocks quoted above from the Buffalo Times article, it is hardly worth correcting except for the benefit of those who are unfamiliar with the situation. It is probably a fact that the storage stock of eggs carried into September will be larger this year than ever before, and very greatly in excess of last year.

These conditions are reflected in the course of distributing markets during August, for while at the beginning of the month western eggs were selling here about one cent higher than same date last year they are now one cent lower than at the close of August last year, although the cost of storage accumulations averaged more than 2c a dozen higher than last

year. This latter circumstance of itself is sufficient to prove that distributing markets this summer have needed no larger volume of eggs than has been supplied by the current production. If other markets are similarly situated with ours it may be depended upon that, taking the country as a whole, the moderate quantity of May and June eggs withdrawn from cold storage during July and August has been about equalled by the quantity of July and August production put away, so that the total accumulations have made no reduction. Last year the stock of eggs in New York and Jersey City was reduced from about 415,000 cases July 1 to about 360,000 cases September 1, whereas the count of stocks this year will probably show no reduction to the latter date.

Considering the apparent extent of current egg production the course of the markets for the near future would seem to depend largely upon the speculative disposition in respect to early fall collections. We seem to be about at the point where all the desirable current collections are needed in consumptive channels and if any considerable quantity of them should be withdrawn to storage prices would undoubtedly be drawn up to a point where fine April refrigerators could be used at a small profit. The same effect would, of course, follow when production falls below general consumptive demands. But judging the scale of production from recent receipts in the larger markets it certainly looks as if there would be little necessity to draw freely on reserve stocks until late in September, if, indeed, before the following month; and if it turns out so holders will have to hustle to get the reserve stock down to anything like a safe point by the end of the year.—N. Y. Produce Review.

How the Original Edam Cheese is Manufactured.

In North Holland, on the west shore of the Zuyder Zee, is the city of Edam. Father Knickerbocker that Washington Irving writes about must have come from this little town. The men wear wide flowing trousers, wooden shoes and coats of the Tuxedo pattern. The streets are paved with brick and the canals with water. Every fifteen minutes the reveries of the inhabitants are broken by the pealing of beautiful chimes in the church steeples.

Such is the town that has given its name to the little round cannon ball cheese known as Edam. The cheese, however, is not made exclusively in the town. It is made all through Holland. Most of the cheese is made in farm dairies, there being but few factories.

The cows are milked in the fields and the milk is loaded in to carts, upon which it is hauled to the dairy. There it is put into large wooden tubs, and the process of cheesemaking is gone through with. The cheese may be cured on shelves erected in the stable or the loft of the house.

There are a few factories. One of these is at Hoogskarspel and receives about 9,000 lbs. of milk daily, from

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.

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.

It Will Only Cost You a Cent to Try It

We would like to buy your eggs each week, so drop a postal card to us stating how many you have for sale and at what price and on what days of the week you ship. Write in time so we can either write or wire an acceptance. We can use them all summer if they are nice.

L. O. SNEDECOR & SON, Egg Receivers

36 Harrison Street, New York

Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed whitewood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

L. J. SMITH & CO., Eaton Rapids, Mich.

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

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.

which about 850 lbs. of cheese is made. The regulation size of cheese is six inches in diameter; it weighs 4 lbs. In this Hoogskarspel factory five hands are employed. The cheese is pressed in molds, made sometimes of metal, but usually of wood.

The mold is cup-shaped with round bottom. The top fits into the cup and is carved on top so that the resulting cheese is spherical. They are placed in a similar "salting cup" for a few days and salted by rubbing on the outside.

In the curing room they are placed on shelves with holes in them to prevent the cheese rolling off. They are turned and rubbed each day. They may mold some and at the end of a month are washed, dried and rubbed with flaxseed oil so that they shine.

The cheese are loaded into carts which are usually drawn by dogs to the market towns. One of these towns is Hoorn. A street twelve miles long runs from Edam to Hoorn and the Hoogskarspel factory is on this street.

Arriving at market the cheese is piled on the cobblestone pavement in pyramids like so many cannon balls. Cloths are thrown over the different piles for protection from the sun. The buyers go the rounds and one or two cheese are taken from a pile and a plug drawn by means of a cheese trier. If of the right quality an offer is made. If accepted the buyer and seller strike hands to close the bargain.

Next the official weigh masters come with skids onto which the cheese is loaded. About 150 of the cheese balls are held on a skid load which therefore weighs about 600 lbs. By means of a harness two of the officials hitch onto such a load and waddle along to the official balances, which are huge affairs hung from the roof of the market building. The load is deposited in one pan and the weight in the other.

The officials are dressed in white suits and straw hats.

The buyer then takes charge of his purchase. It may eventually be found on the shelf of an American grocery store colored red and wrapped in tinfoil, price \$1.—John W. Decker.

What Constitutes a Good Cheese-maker.

The cheesemaker, if properly qualified, is a very important man in the community. A successful cheese factory brings in a lot of money, and a factory will not be successful unless the maker is competent. He should, therefore, be a man of well-trained judgment and excellent natural ability, well-informed and have a good knowledge of human nature, besides being thoroughly posted in his business as a cheesemaker.

In most professions the operator has the raw material in about the same condition from day to day. Not so with the cheesemaker. His raw material—the milk—is never the same. He will not get two vats exactly alike, even on the same day, and to make a uniform cheese from the different qualities of milk re-

quires good judgment and great care. Then he has the best interests of the patrons of the factory to consider. Some patrons will take proper care of their milk, and see that it is always sent to the factory in good condition, while others will be careless, allow their cows to feed on what they should not, or are not careful about milking or hauling the milk as they should be, and when it arrives at the factory the maker finds it is not fit to make first-class cheese. It is his duty to refuse, and not accept, such milk, whether it be from the largest patron or the most influential man in the company, just the same as if it were from the smallest patron or the meanest one. The cheesemaker needs to be a just, upright, impartial man, and he should be courteous also. If a can of milk smells bad, it is not necessary to say it is rotten, vile, etc. Such expressions are apt to offend the owner and drive him away from the factory; whereas, if he were carefully advised that his milk was off in flavor or quality not right, he might get interested, and finally become one of the best supporters of the factory. The cheesemaker should impress the patrons with the idea that their interests and his are mutual, and as he knows more about milk, and how it should be handled than they do, should try and lead them to a better way, and not attempt to drive them. A cheesemaker with intelligence, tact and good judgment will build up business, where one lacking those qualities will fail. Therefore the success or failure of a factory depends very largely on the manager.

A cheesemaker should be a bit of an engineer, understand how to care for and manage his boiler and engine so as to get the best out of them for the fuel consumed, and have them last a long time. There are times, too, when he needs to be very quick in his decisions and actions and others when he needs to exercise great patience.

Pepsin For Cheesemakers.

The manufacturers of pepsin for use in cheesemaking gives the following points in its favor:

First—Scale pepsin (1 to 3,000 test) is a uniform product, every batch acting the same, and is not variable in strength, as are the liquid rennets, each lot of which you must accustom yourself to.

Second—Pepsin in dry form keeps its strength indefinitely and does not deteriorate during warm weather. In addition pepsin is sterile and not liable, as is liquid preparation, to contain large numbers of bacteria.

Cheese made, using pepsin instead of rennet, won first place in the cheddar cheese contest at the Ohio convention in January and also at the Ohio State Fair last fall.

When you write Tradesman advertisers be sure to mention that you saw the advertisement in the Tradesman.

A man who probably knows says that there is no meal so expensive as a free lunch.

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.

Butter

Drouth conditions seem to strike Michigan only in spots, and in the western states not at all. Butter comes in rather slow but of better quality and at reasonable prices demand will be very good. I want all the fresh dairy butter you can send me always, of course.

Weekly quotations always furnished to those who want them.

E. F. DUDLEY, Owosso, Mich.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 3.—There has been this week a moderate volume of business in the coffee market, but the general undertone is not as strong as a week ago. Statistics seem to favor the buyer, but he is not seemingly anxious to purchase ahead of current wants. In store and afloat there are 3,215,439 bags, against 2,498,231 bags at the same time last year. For the two months from July 1 to Sept. 1 the crop receipts at Rio and Santos amounted to 2,843,000 bags, against 3,241,000 bags at the same time in 1903 and 2,891,000 bags in 1902. At the close Rio No. 7 is fairly steady at 8½@8¾c. Mild sorts are pretty well sustained, although it is almost always the rule that these grades sympathize closely with Brazil sorts. Good Cucuta is worth 9¾c and good average Bogotas 11¼c. East Indias are steady, with Padang Interior ranging from 15½@17c.

In teas there has been a better line business and it is hoped this is the beginning of the turning of the tide. Stocks of fine Formosa oolongs and Country greens are seemingly quite limited and firm prices are asked for both.

The market for refined sugar remains very firm. Not a great amount of new business has been done, but there is a steady call for deliveries on previous contracts, and matters generally have been quite satisfactory to the refiners, who are now pretty well caught up on orders.

There has been a fair demand from jobbers for fancy head rice at value, but for the lower sorts there is almost nothing doing and holders of old stock are apt to make some concession from the low rates that have been ruling if thereby they could get rid of the surplus. Prices can simply be said to be unsettled.

As a rule the spice market is quiet, but there is a steady trade, such as it is, and prices generally are well sustained. From now on it is confidently believed there will be a steady increase in the volume of business. At the moment pepper is the most active thing on the list, and is very firm.

There is a moderate but increasing call for molasses and for the time of year trade may be said to be quite satisfactory. Some new business is done, but most of the call is for withdrawals under previous contract. Low grades are very firm and in comparatively light supply. Syrups are firm and holders are not disposed to make any concession. Good to prime in round lots, 17@27c.

There is nothing of interest as yet to be picked up in the canned goods market, salmon being perhaps the thing of most interest. At the recently-made rate of \$1.10 f. o. b.

coast for red Alaska, there has been a pretty fair call and, taking the market as a whole, there is great improvement. For fruits and vegetables there is simply a drifting market and for a fortnight yet little change will take place. There is quite a variation in the quality of Southern tomatoes, and the range is from 67½@72½c. The crop in New Jersey has greatly improved within a few days as to quality and quantity, and fine stock sells from 80@82½c f. o. b. factory. Corn promises to be a full pack and quotations are hardly as firmly held as a week ago.

For top grades of butter the market is quite firm and 19@19¼c is the established range. Finest creamery, 19@19¼c; seconds to firsts, 16½@18½c; imitation creamery, 14@16c; factory, 12½@13¾c.

There is nothing doing in the cheese market and prices are sagging. For top grades of full cream not over 8¾c can be named. Quotations here are apparently lower than in the country. Exporters have taken some large sizes at 8½c.

Firmness characterizes the egg market. The supply of desirable stock is not at all abundant and for near-by sorts 26@27c is the ruling range. For fancy Michigan and Ohio the range is 20½@21c; average best, 19@20c; seconds, 17½@18½c.

Cheesemaking in the South.

The Columbia, S. C., State writes: "Dr. W. J. Spillman in a recent interview in the State extolled the virtues of this climate as the best in this country for the manufacture of cheese. He predicted that the industry will become one of the characteristics of the state within ten years. The milk imparts a fine flavor to the cheese, particularly when the cattle are fed on cottonseed products.

"The best evidence of the wisdom of Dr. Spillman's prediction is the results of practical experiments. Mr. C. G. Voight, manager of the Union Creamery Company writes to Mr. E. J. Watson, Commissioner of Immigration, that he is unable to fill his orders and that experienced dairy-men should be induced to come here for they can make 20 to 30 per cent. profit. Mr. Voight writes:

"I found that there was a grand opening here for the creamery business and that the time would come when South Carolina would be a leading state in the manufacture of cheese.

"I have proved that more cheese can be made from 100 gallons of milk here than in the northwestern states, and it sells at 16c. [?] wholesale. The seven cheese factories that I have established are unable to meet the demand. I have organized the company here and expect to work on a different plan; instead of having farmers to bring us milk, we have our own farm and are buying cows to supply us with milk."

Boycotted.

Mr. Tucker—I can hear mice in the pantry every day, but I can't catch any of them in the trap.

Tommy—I know the reason, paw. You're baitin' it with unfair cheese.

Buyers and Shippers of POTATOES

in carlots. Write or telephone us.

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

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

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

Also Receivers and Shippers of Fruits and Vegetables.

JOHN G. DOAN, Grand Rapids, Mich.

Bell Main 2270

Citizens 1881

Wanted

Daily shipments of

Butter, Eggs and Poultry

Will pay highest market price F. O. B. your station. We can make you money. Write or phone us at once for prices. Both phones.

Lansing Cold Storage Co.
Lansing, Mich.

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.

CLOVER TIMOTHY ALSYKE

If in the market to buy or sell 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

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.

TWO \$10,000 JOBS.

Why They Went Begging in the City of Chicago.

When \$10,000 jobs go begging it is time to admit that the day of the young man's opportunity is not past. Within the last fortnight two rich and solid Chicago business institutions have offered these lucrative positions to a dozen men, all of whom refused the propositions.

The work is not laborious, the hours are agreeable, the duties of the positions involve neither a university education nor a professional diploma, yet several industrious, intelligent and ambitious men declined the offer. The two places in question are the managements of the freight and traffic bureaus of the Board of Trade and of the Chicago Shippers' Association.

Investigation shows that there is no lack of \$10,000 men in Chicago, but it also discloses the more or less astonishing fact that men of this caliber are getting \$10,000 a year or better, and therefore find it wise to decline the new positions with thanks. Doubtless there are many others who have in them the stuff out of which \$10,000 men are made, but, either from lack of opportunity or because of the obscurity of their past efforts, they have not been found out by the employers who have \$10,000 a year to spend on a capable traffic manager.

It must not be understood that there has been any dearth of applicants for the positions mentioned. The striking fact is, rather, that out of the long list of aspirants who failed to gain the prizes all fell short in one way or another of the essential qualifications required by the position. There are thousands of young men in the railroad offices and great commercial houses of Chicago to-day who are face to face with the opportunities necessary to a final mastery of those details of traffic management which are the stock in trade as it were of the \$10,000 official. Some, a few of them will graduate into the high places, but a vast majority of them will become discouraged, will dissipate their native talents, or permit some trifling habit to mar by degrees the bright certainty of success which lies ahead of them.

There is nothing occult, intricate, or specially difficult about the qualifications necessary to fill these two positions, which literally went begging for an occupant, but simple and easy as they seem, comparatively few men combine them. The first essential required was a practical and general knowledge of railway affairs specialized in the direction of freight rates, classifications, tonnage, and mileage, tariffs, or, in a word, freight traffic management.

Perhaps the next most requisite quality was the possession of proved executive ability. Many men who possessed all of the technical knowledge of freight traffic management lacked that invaluable gift of being able to do or cause to be done with celerity, accuracy, and decision those multitudinous transactions which they understood perfectly and which constitute the actual business of a

traffic bureau. Here, as must happen in all the affairs of life, it was made apparent to unsuccessful applicants that knowledge without execution is but a fine weapon without ammunition.

There are a few men who undoubtedly possess every technical equipment and the executive genius in a high order, who have demonstrated their standing as managerial practitioners, but who destroyed their careers by some moral obliquity, or obscured their merits by mental or physical slovenliness. Some of these finely endowed men have passed middle life without accomplishing any permanent success. Some of them are still anchored in the \$5,000 class with the ebb tide of their fortunes gradually leaving them high and dry on the mud flats of mediocrity and final failure.

A breath reeking of whisky proved a bad introduction for one aspirant, who pointed with pride to his past successes, and who carried with him the indorsement even of those who had discharged him. He had the knowledge. He had the experience, the executive gift, the captivating personality, the poise, the aplomb which go to make up the ideal, and yet all of his fine qualifications were sicklied over by so paltry a weakness as intemperance.

Untidy habits of dress and person, trivial as such failings seem to their victims, stood here as they may often stand between some capable man and the \$10,000 position. Diffidence, an unhappy, awkward, unconvincing manner debarred others from even a consideration of their claims, for the executive head of a large enterprise must be self-reliant, at ease, impressive, adaptable, comely, and with a measure of that personal finish which characterizes good tools, good weapons, and good officials. It is for such men that these two \$10,000 jobs waited in vain for a considerable time.

An edifying feature of this remarkable situation is the simple, almost elemental, nature of the qualities required. Thus, knowledge of an exact and fascinating business, ability to energize this knowledge, self-confidence, a good address, a convincing presence and delivery, proved habits of integrity, sobriety, and order. Written down they seem so commonplace that the wonder grows so few men possess them. Certainly, except in the few instances in which temperamental or physical failings interfere, they seem to be well within the possibilities of any intelligent boy or young man who might set himself to encompass them.

The executive genius may be inherited, but it can also be cultivated and even copied with success, but there are many men who possess it in a high degree who, by lack of experiment or practice, never bring it into advantageous play. The mastery of traffic affairs is a simpler matter, requiring, according to the successful managers themselves, only intelligence, industry, and unceasing patience. Opportunities in the railroad business are not wanting to those who excel, and it is a striking fact that the great manufacturers and large mer-

cantile establishments of the United States are continually seeking to enlist the services of "good railroad men." A good railroad executive is considered a prize, and the best evidence of it is that the railway chiefs of departments of the United States are the highest salaried group of business executives in the world.

H. E. Pierpont, Assistant General Freight Agent of the Milwaukee road is one of those who were offered one of these \$10,000 positions, and E. B. Boyd, General Freight Agent of the Rock Island system, is another. Such offers, coming from the outside, were promptly counteracted by the railroads, who preferred to raise the salaries of their officials rather than lose them. Of half a dozen others similarly approached, some are already earning the salary offered and others are doing better. Jerome Clark.

Home competition is worse than foreign competition.

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

Make Your Own Gas

From Gasoline
one quart lasts 18 hours giving
100 candle power light in our
BRILLIANT Gas Lamps

Anyone can use them. Are better than kerosene, electricity or gas and can be run for less than half the expense. 15 cents a month is the average cost. Write for our M. T. Catalogue. Every lamp guaranteed.

Brilliant Gas Lamp Co.

42 State St., Chicago, Ill.

100 Candle Power



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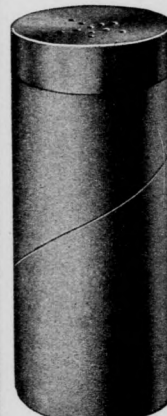
We make you your first profit by saving you money.

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

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



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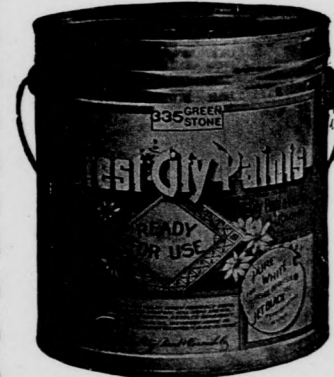
gives the dealer more profit with less trouble than any other brand of Paint.

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

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

It's an Eye-opener.

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



FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

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PELOUZE SCALES

ARE THE STANDARD FOR

ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP

BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE

NO. E 90 AS SHOWN 24 LBS.

NO. T 90 WITH TIN SCOOP.

NO. D 2 1/2 BRASS DIAL, TILE TOP.

PELOUZE SCALE & MFG. CO.

CATALOGUE, 35 STYLES. CHICAGO.



SPRING DRESS GOODS.

Novelties in Linens Indicate Their Continued Popularity.

It is the current belief in linen sections that suiting materials of the etamine and canvas order with small knotty effects will continue in favor another season, and importers show their faith by their sample lines. There is evidence of a reaction against fine Irish and butcher's linens, because of their tendency to wrinkle and lose their fresh appearance sooner than many other wash fabrics, but this is only a repetition of what has occurred at the end of the past two summers and which seems always to be forgotten in the season of preparation for the next year, as linens of the kind have and probably will keep a firm position.

Importers are showing distinct novelties in linens and linen and cotton mixtures. Linens of canvassy weave are embroidered in double raindrop designs in two-tone effects; for example, on an ecru ground there are double drops in pale pink and in spring green, in blue and white and other darker combinations.

Large plaid effects composed of quarter-inch lines of heavier weave on grounds of open canvassy nature are a novelty. On grounds of pale ecru there are plaids in pale pink, pale blue, Nile and champagne.

These and handkerchief linens have had an increase of fashionable favor for very fine waists, lingerie, neckwear and children's and infants' frocks. They are, however, articles de luxe, and, the prices prohibitive to the general trade. It is, therefore, probable that, like all goods in the exclusive category, their advance in the estimation of the fashionable few will not appreciably enhance their value as business proposition.

There are many mercerized fabrics of attractive appearance with specific names given by their manufacturers, some of which resemble pongees, others taffetas, others silk batistes and all claim to bear the tubbing process without losing a particle of their luster. In these as well as similar fabrics in colors, small jacquard dots and designs appear which in most instances add much to their appearance and value.

Crepon lawn with jacquard designs is a new feature with bright promise; also jacquard poplins with a satin figure thrown up in the weave, and a similar fabric called rep suiting is worthy of attention. In fact, all of the silk-and-wool goods of popular weave are closely imitated in mercerized cottons as well as the all-silk materials which belong to the sheer goods category. Cotton crepes de chine, colinnes, gauzes and chiffons, which come in colors as well, all find a representation in white goods lines.

Most attractive patterns in damasse sateens come in wide variety and in stripes of different widths as well as checks of all sizes. There are also very thin, light-weight, fine, plain sateens, which, on a cursory glance, could easily be taken for mesaline

satin, so soft and dainty is the fabric and so brilliant the luster. These goods deserve to lead in waists and suits of the better class, as nothing is handsomer or more all-around satisfactory. Being independent of starch they are easily laundered and keep an unsoiled appearance longer than any other material. A close second to these are the mercerized madrasses, which reappear in the season's showing with renewed claim to admiration of the beauty and variety of their designs.

The sovereignty of King Cotton is extending. This is evident in the surpassing variety of cotton dress fabrics in this season's showing. The weave of almost every kind of textile of wool, worsted, silk, linen or mohair yarns is imitated in cotton and there are others quite new or belonging legitimately to cotton alone. Some of the effects brought about by the mercerizing process or a commingling of mercerized yarns in the weave are simply marvelous and a steady improvement in the finish of these products is obvious. It is even stated in some cases that the silken luster, which is their own charm, is not only lasting, but is improved by laundering in the ordinary way.

Scotch tweeds and homespun are very cleverly imitated in cotton weaves with mixture yarns, and the nub effects in the modest form now prescribed by fashion are also introduced, sometimes in small overplaids or stripped effects. These are in a mixture of white, one neutral color only, but the illuminated effects are also imitated by printing, and by this means nearly all of the wide variety of Scotch suitings are reproduced with such remarkable fidelity that, without close inspection, even an expert can be deceived.

Pongees, colinnes, poplinettes, batistes, organdies and gingham and innumerable fancy effects in stripes or overplaids, many of which have Frenchified names, are in the season's showing, and most of them irresistibly attractive in their dainty sheerness and soft delicate color schemes. The Lorraine bareges are a shining example in more than one sense. They have the exact weave of the recently revived old-time favorite, silk and wool barege, and over them are non-descript printed designs in Persian or Pompadour colorings, which bear a striking resemblance to warp-print effects.

Lace insets are a feature of spring goods which appear in high-class silks for fall, and the idea has been applied to wool, linen and cotton goods of the voile or etamine order for spring. Designs of various forms in white lace of the Venetian type are inserted a jour in goods of pale colors. They are framed in embroidery, which fixes them securely, and the effect is extremely novel and attractive.

A volume of respectable size could be printed about these alone. The cleverest of water-color artists make the designs, which are perfectly reproduced in the printing, and the beauty of form and color shading in the flowers of natural size makes a strong appeal to aesthetic perception.



It is easy to sell goods which are stylish and right-priced.

It is easy to continue to sell them, season after season, if the qualities are right.

The "Palmer Garment" offers you, on these grounds, the easiest-selling and best trade-keeping women's-garment opportunity in the market.

Percival B. Palmer & Co.

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

The "Quality First" Line

Chicago



Absence of Freaks and Absurdities in Neckwear.

This season has been exceptionally free from so-called freaks and absurdities in men's neckwear, and now that the season is practically over, retail dealers will have less merchandise in this line to carry over or to dispose of at what is usually a great loss.

The last six months' business has not proven a great paying one, but the goods that have been sold have yielded a good profit, and whatever will have to be carried over will not have to be sacrificed, but can be sold with new fall goods at regular prices.

The shapes for fall are practically the same as those of last spring, with the exception that they are somewhat larger, yet the demand for narrow shapes will continue well into the fall season.

Now that manufacturers have already had a two months' business, it is easy to see definitely what this season's styles will be, and buyers who have not yet placed their orders should have no hesitancy in following the directions and advice of any of the conventional and reliable houses.

Aside from what the general demand may be, there is often a local demand for certain things which a buyer cannot afford to ignore, for instance, lined four-in-hands in all qualities of silks have been largely ordered in some sections. It may be claimed that people will not wear lined scarfs, except in very cheap goods, but must have either the Fench or the reversible. The buyers from such sections will unfortunately find it quite difficult to satisfy that demand, as they will have trouble to find manufacturers who will furnish a 2¼ and 2½-inch four-in-hand for the same price as the 1¾-inch. The sooner these dealers educate their customers to the change the better for them, as they will experience less trouble to furnish the goods.

It stands to reason, if a 1½ and 1¾-inch reversible scarf is worth and has sold for \$4.50 per dozen in a certain quality, that a 2¼ and 2½-inch article of the same quality must cost more. Either the material must be of a cheaper grade or the price must be higher, or the scarf must be lined instead of being the "all-round" (French) or reversible. Almost universally the lined have been accepted, and, after all, there is a good deal in the methods used in educating the public as to what is correct and what they should buy.

The demand for squares is not as great as it was and the regular Ascot, both lined and reversible, is enquired for more frequently. The popular width in the latter is 3¼-inch, and where price is not an object, 3½ and even 4 inches is not too wide.

There is a marked increase in the sale of puffs, which is owing to the fact that standing collars are expected to have a better sale than for some years and puffs can easily be worn with them. Tecks seem to have correspondingly decreased, probably be-

cause everybody now understands how to tie a four-in-hand.

The broad batwing tie is selling well and aside from the old standby, the club, it will be one of the features in this season's styles.

In all qualities plain colors are more popular than ever, and in addition to all the different shades of tans and browns, several new colors are shown, such as dark mulberry, a new rich shade of dark green and a new shade of blue on the order of cornflowers but slightly on the Nile tint. The rep weave seems to be the favorite at present in all plain colors and the fine wale is generally preferred.

Multi-colored effects are quite popular. The possibilities in this quiet but very rich weave are great, as so many combinations can be made. These are shown in a large variety and the same with sharp, medium-sized figures. The tints are from the darkest up to light medium effects, sages, drabs, olives and soft tans being particularly sought for.

Another new weave, at least new in many combinations of colors, is granite in plain effects, and the same with clean, sharp white and contrasting colored figures. They might be called conservative, but they look well made up in all shapes.—Clothier and Furnisher.

Browns and Grays Will Be Popular.

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

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

The Female and the Mail Fee.

"No, I'm not going to the Fair," said the sweet girl. "Railroad fares cost so. I often wish I might just lick a stamp on my forehead and go anywhere in the United States for two cents. Wouldn't that be lovely?" "No," replied the gallant man, "you would be mail then."



99/50
—OUR—
NEW OVERALL
\$4.50

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



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.

We Are Distributing Agents for Northwestern Michigan for

John W. Masury & Son's

Paints, Varnishes and Colors

and

Jobbers of Painters' Supplies

We solicit your orders. Prompt shipments

Harvey & Seymour Co.

GRAND RAPIDS, MICHIGAN

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

The Old National Bank

GRAND RAPIDS, MICHIGAN

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

3%

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

The Largest Bank in Western Michigan

Assets, \$6,646,322.40

What Men Will Wear in Coming Seasons.

Purchasing in fall neckwear is being done on a very liberal basis. Band four-in-hands are selling exceedingly well. Neckwear novelties of the campaign order are being grabbed up at a rapid rate. Their reception by the popular priced trade has been phenomenal. Neckwear styles which promise to be most successful during the holiday season include a wide variety of bright and dark color schemes in many combinations. The liveliest color schemes are taking best. It is very likely that Persian silks will be more popular far this fall than they were for two seasons back. This Oriental is found in the popular priced lines, as well as in the high-class displays. The colors, however, will be a little more subdued than they were two years ago.

Brown, dark purple, green, in combination with other colors, golden brown, moleskin, between gray and gun-metal, and kindred shades, are much approved. There are some new ties with fringed ends for wear with the wing collar, but, broadly considered, the sales of ties promise to be limited. Grey is losing its hold and is not favored except in distinctly new shades. Brown keeps up wonderfully well and yields beautiful effects when blended with black and other contrasting colors. Stripes, bias and straight, are shown in many lines, as are also plaids in the quieter treatments. There ought to be an opening for stripes, since the changes have been rung on the figures so long that people are getting a bit tired of them. Black, white and turquoise; black, scarlet and black; white and canary and black, myrtle and white are some effective combinations put forth in autumn goods.

Signs point to a brisk business in fine goods this season, and all the manufacturers of high-class cravats have enlarged their lines and filled them with special weaves of the most luxurious quality. While the standard seller, as heretofore, will be the half dollar article, there is, nevertheless, a well-defined demand for cravats selling from a dollar upward. Mufflers have been brought out in black, white and fancies. The big unstitched square, 27 to 36 inches, in plain and self blacks and with plain bordered ends is preferred in fine goods, while the made-up mufflers and protectors will figure in cheap goods. So-called reefers will be much in request.

Midgerts, which enjoyed a wide sale in the cheap trade for the last two years, have fallen into disfavor, and they are no longer in appreciable demand even in the South. More puffs and tecks, and, in fact, made-up cravats generally are sought this season than at any time during the last five years. This is traceable to the bigness of cravat forms and the difficulty that unskilled fingers experience in knotting four-in-hands, ascots and squares. Of course, the madeup cravat has no standing and is generally sold in low-grade goods.

Shirt lines for next spring are complete, or near it, and will soon

be shown by the salesmen on their early trips. One fact seems clear—that it is not to be a season of great changes either in fabrics or patterns. There is plenty that is both bright and pretty in weave and design, but this is rather a variation of things gone before, a reassembling of familiar colors and patterns into new and pleasant combinations. Of colors, tans promise to hold their place, greys are well established in favor, corn and biscuit shades are to be handled gingerly and pinks and helios are, of course, merely experiments. Grey may be regarded as a staple color, little subject to season changes.

In designs there are some novel Persian effects, intermittent stripes, clipped figures and jacquards, besides the usual showing of stripes, detached units and groups. Light and dark grounds are shown in almost equal proportion with a slight preponderance in favor of the light. Opinions differ curiously in respect to this, some dealers endorsing light, others leaning toward dark, and vice versa. A feature of spring buying will undoubtedly be the demand for soft collar and soft cuff shirts, in flannels, pongees and silks. Flannels are very strong in fine goods, and this really admirable fabric seems destined to another season of general favor. The coat-shirt is conspicuous in every high-class line, both in plain and pleated garments. Its convenience commends it to nine men out of every ten.

The collar and cuff factories have been undergoing their annual cleaning and repairing. Preparations are in order for new fall styles, although it is not thought that there will be any very radical change from the summer or last fall.

Among the novelties now being shown the market buyer are many new and interesting creations in the light furnishing line. Probably the most original handkerchief creation is the Persian pattern with the dark two-inch border. These kerchiefs are to be worn in the outside vest pocket of the coat.

The latest sweater creation has no cross seam in the neck where the collar is usually joined. The old-time seam is done away with and the body and neck are knit continuously. The shoulder is concave and is so knit that all sagging and drawing of the shoulders are obviated. This sweater has the desired broad shoulder effect.

Slow Trains in Spain.

Trains in Spain are certainly slow. A rate of ten or twelve miles an hour is considered a good average of speed for everyday travelers. When the Spanish officials wish to show visiting foreigners what they really can accomplish in the way of rapidity they offer express trains which dash madly across the landscape at an average rate of fifteen or eighteen miles an hour. In one way this proves an advantage, for the traveler sees a great deal more scenery for his money than if he were rushed past it swiftly.

"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.

The William Connor Co.

WHOLESALE CLOTHING MANUFACTURERS

The Largest Establishment in the State

28 and 30 South Ionia Street, Grand Rapids, Michigan

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

Spring and Summer Clothing on hand ready for
Immediate Delivery

Mail orders promptly shipped.

Bell Phone, Main, 1282

Citizens' 1957

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

you look
at my
clothing.
Tom



Custom Shoes Have Gone Out of Existence.

There is no reason why any factory can not have a department where strictly hand made custom work is produced if they are disposed to do so, and if experienced custom men direct that part of the work custom work is the result. But right here let me say that such cases are very rare although almost every factory making so-called fine goods makes some claim to having a custom department.

The fact is that such a department amounts to little except that goods are hurried out at a certain time, and also some changes are frequently made in the lasts to try to give a better fit. Such shoes are essentially factory made; the innersoles are channeled by machine, welted by machine, usually stitched by machine, heeled by machine, and in fact everything is done by machinery except possibly the finish is slightly changed to give it the appearance of custom work.

Now wherein does this shoe differ from the regular factory shoe?

Possibly the single pair edge-trimmer gives it a little different shape as his eye suggests, that is all, in so far as the workmanship is concerned. But the bill will show an additional cost to the retailer of from 25 to 50 cents, and the retailer puts on another 50 cents or possibly \$1, and the consumer gets a factory shoe at a high cost and thinks he has a custom shoe at a low cost. But the average American likes to be humbugged, and he usually gets what he likes.

Again, if we were to take say five hundred of our leading shoe factories, not necessarily the biggest ones, making wholly or in part for the retail trade and could look over their orders any day during their busy season, we would find them making from one to one hundred, or more, single pairs daily; or suppose we allow an average of ten pairs each, this will give a total of five thousand daily, or in other words, with all our boasted skill, and our multiplicity of styles and leathers and endless variety of designs we still have five thousand customers daily that can not be suited from the goods carried by our retail shoe dealers. And the number set is one-half too low, as it is not a fair way to estimate from the factory records, as there are many dealers carrying on a mail order business and their goods are mainly sent to purchasers within easy reach of shoe stores.

Through liberal use of printers' ink they are getting some special attention and the boy that picks their size out of the case sends along with them enough skillfully worded stuff to make the credulous believe that the factory in question is equipped and run for their special benefit.

This is skillful advertising, good

salesmanship and, usually, blamed for shoemaking. The public likes to be humbugged.

The facts of the case are that the gulf between the "custom shoe" and the "factory shoe" is wider than it has ever been, and the increasing multitude of dissatisfied customers proclaim this truth, but they do not know where to turn for relief as custom makers are growing very scarce and, besides, the custom boot of to-day is not equal to the custom boot of ten years ago. Most of the younger custom workmen have gone into the factories where there is more life and the older ones are becoming scarcer every year.

The custom business has not only not kept up with the procession, it has dropped out. The writer believes that the time is ripe for a genuinely made custom boot, at a moderate price. The public is rapidly learning that style is not enduring, and the myriads of people who are lame and in some cases crippled for life as a result of wearing cheap shoes that looked well is proof sufficient that something is needed to bring relief.

The custom looking article, with its cut-off vamp, leather board heel and cardboard shank will have to give place to the genuine article. This latter grade will have to be made under improved conditions and better management than heretofore, but it will be welcomed nevertheless if rightly presented.

It is no exaggeration to state that if all who apply to our foot specialists for relief, and all who are wearing some kind of foot supports, were to patronize a custom maker, he would have a large business right in Boston, and I am persuaded that Boston is no exception. Some of our doctors have called this an epidemic of foot disease, but they are entirely wrong.

It is an epidemic of poor shoe-making, trying to satisfy the demands for a cheap shoe, endeavoring to fit the eye and suit the pocketbook at the same time. So long as our present mode of city life continues, with our hard pavements, climbing stairs, jumping off cars, and the general strain and jar to which our feet are subjected, just so long will the epidemic exist and increase, unless something is produced to protect the feet and aid them in supporting the body. --A. C. E. in American Shoemaking.

Circumventing Fate.

The palmist again studied the lines in the young man's hand.

"You will have a long life, sir," she said.

"Well, that's some comfort."

"Yes," she went on; "your line of life, as we call it, has a break in it, about the middle, but I can see that you have repaired it for my inspection by creasing it with your finger nail, or the back of a knifeblade, or something of the kind. A man that will do that will be shrewd enough to cheat death in some way or other when his time comes. Fifty cents, please."

Meekness is not mushiness.

Business Opportunity

For Sale—The stock and good will of a prosperous, well-established wholesale shoe business of highest reputation, in one of the best cities of the west. Parties wishing to consider such an opening will please address C. C., care of this paper, when full details and an opportunity to investigate will be given. Capital required, about \$100,000.

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.

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.

Mr. Fitem's Opinions on Fits in a Shoe Store.

Dear Epileptics—I call you that because of your liability to fits. I used to know a fellow in the shoe business who really did have fits, but he could always tell when they were coming on, and right in the middle of a sale he would suddenly ask to be excused, sneak into the back room, have a fit, and be back before the customer had decided whether the broad or the narrow toes were preferable, a little dopey but still able to get a good profit on the sale.

Old Skinley, his name was, and he certainly was the sort of a shoe dealer who had a right to the name. His fits were a sort of standing joke among his customers, and they used to have a joke about his high prices and say that he might have fits, but they were certainly not "falling" fits. He never would come down on prices.

One time he was waiting on an "old maid" customer who was surely a hard one. Old Skinley was a sure enough good salesman, and he was right on his metal that day, but it looked very much as though he were going to lose her and he was putting in good hard licks.

The spinster wasn't getting much of a fit, but Old Skinley felt one coming on. He hated to leave her to go back into the office and have his connoisseur for fear she'd get away while he was gone, so he took chances and delayed a little too long, and the first thing Miss Spinster knew down he plumped right in front of her with one of his choicest fits.

Old Skinley's fits were strictly business. Short and sharp, and no waste time. About all he did was to fall on his back, squirm around a little, snap his teeth a few times, and come to. Everything would have been all right if Miss Spinster hadn't been in her stocking feet, because her shoes would probably have protected her. She couldn't tell, herself, how it happened, but somehow he happened to fall just right and snap just right with his teeth, and he bit her foot—right through her home knits and onto the end of her boss toe.

It looked for a second or so as though he would bite off something like half a size, and fix it so's Miss Spinster could wear fives, but she let a yell out of her that brought the old man out of his trance quicker than scat, and there was his customer hopping around on one foot with the other held in both hands and pretty near as mad as she was scared.

Old Skinley didn't know what he'd done, and she was too flustered to tell him, and things were certainly mixed for awhile. After a time she got settled enough to tell him she was going to have him arrested and sue him besides, and a whole lot of other things, and the old man was scared to death. Then she began to cry and the old fellow tried to comfort her, and just when the minister came in he had her head on his shoulder, and that cooked Skinley's goose.

The easiest way out of the whole

business was to court her and marry her, and that's exactly what happened.

All of which should prove a lesson to us. A good fit is all right, but it has to be in the right place, and the right place is on the right foot.

That makes me think. Do you remember when women's laced shoes first came in? How hard it was to convince a woman that the shoes ought not to lace together in front at first? I bet I've spent hours and hours in the old days convincing women that they couldn't afford to have the shoes lace together in front, because if they did when they were new and they stretched any, as they certainly must, the shoe would be too loose. I never expected laced shoes would be so popular with women as they have become, because it proved impossible to use the lacing hooks satisfactorily on account of their catching in skirts. But there's one beautiful thing about women's shoes. If a style of anything, shoes or anything else, is fashionable, they'll stand for them, no matter how much bother it is. Men won't do that. Without the hooks you couldn't have made laced shoes for men popular in a hundred years.

Some manufacturers are foxy about this when it comes to low shoes and other laced goods without hooks in putting in good big eyelets, as big as a pencil, and when you come to think of it, why not? What was the use in the old days of holes so small that if the tip of the shoe string got a little stretched it was too big to lace at all. In the humble opinion of the corps of hot salesmen in this store every laced shoe for men or women which isn't provided with hooks, ought to have good, big, strong, heavy eyelets with a hole large enough to let a slate pencil through. Why not? And yet we got a lot of patent leather oxfords for women the other day to sell at \$5 the pair, and the lacing holes are not large enough to admit a self-respecting match that hadn't been starved to death.

I asked George Stark about it when he was along here, and he said that so far as the women's shoes were concerned, the reason they didn't always put in large eyelets was because unless ribbon laces were used the ordinary string filled up only a portion of the space, and made the hole look like a continuous house during the supper turn, but that explanation doesn't explain.

We are getting ready now for the opening of school trade, and we have laid in the finest stock of children's shoes that I ever saw. I don't know how it is in other sections, but with us a heavier line is in demand for both boys and girls. A few years ago, you remember, "Beatrice really couldn't wear anything as heavy as that," but quite a change has come in recent years, which is very marked this season. The styles and weights of children's shoes are going to be much more sensible this year.

Poor old man Laster is having a

great time with the laced goods. His eyesight isn't as good as it used to be, even when he has his double gogs on, and he has a pretty tough time of it fitting on the women's laced shoes, and that's one reason he joins in a big holler for larger string holes.

It looks as if trade was going to be pretty good here this fall in spite of the presidential election.

We are going to have a nice run on women's fine felt goods in the slipper line, and we have put in a big stock of fancy Romeos, fur trimmed and plain, in black and colors. We had a line of fur trimmed, quilt-

ed satin goods last year, but we've had enough of them, thank you, and shall stick to fancy felts and kid for house shoes this year.—Ike N. Fitem in Boot and Shoe Recorder.

A Bit of Realism.

Alexis came home one night with his clothes full of holes.

"What has happened to you?" exclaimed his mother.

"Oh, we've been playing shop ever since school closed," Alexis replied.

"Shop?" echoed his mother.

"Yes. We opened a grocery, and everybody was something," Alexis replied. "I was the cheese."

Comfort



Comfort in shoes is very important to the man who works.

Cripple his feet and you destroy his usefulness.

Sell him shoes that not only wear but are perfectly easy and you hold his trade and that of his entire family.

Our make guarantees comfort.

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

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

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

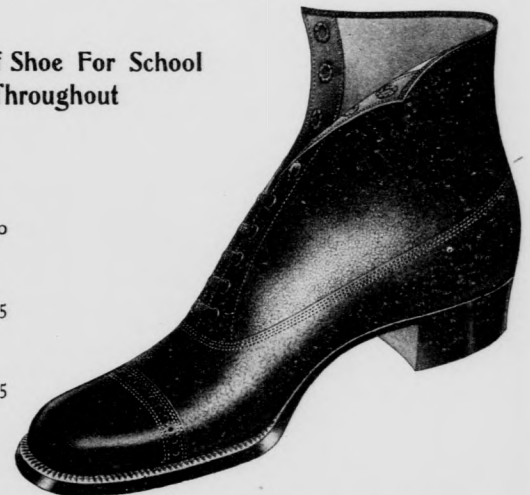
A Genuine Box Calf Shoe For School
Boys—Solid Throughout

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.

How To Achieve Success in Shoe Selling.

Advice is plentiful and frequently obnoxious. Much of the stuff that is printed about success and prosperity only awakens skepticism and incredulity. But every reader of these lines desires to better his condition and may be aided in his ambitions by the timely words of others.

There is no royal road to prosperity, neither can the secret of success be gathered from a newspaper paragraph. And yet desire lapses and energy abates if they have nothing to subsist upon.

On the average the people who attain are those who attempt. Intense desire to achieve is the propulsive power that, properly guided and controlled, will win the prize. Self-satisfaction, indolence, pessimism and ill health are the greatest obstacles to success. Many men in the shoe trade "lay the flattering unction to their souls" that the causes of their failure are not within, but without. This is the solace, the opiate of the incompetent.

The beginning of success is in the development of discontent with present conditions which should engender courage and determination to advance to a higher plane.

If profits are small, competition keen and the environment unfavorable, and these things can not be changed, the ambitious man should look within himself for the means of advancement. At such a time an ounce of introspection is better than a pound of egotism. Self-analysis will reveal mistakes committed, opportunities lost, time frittered away. There never was a greater fallacy than that all men are created equal. Before our law perhaps, but not in intrinsic qualities of brain and brawn, of intelligence and health. But the world is full of compensating forces.

Brilliant men are erratic and lack continuity of purpose, while a robust physique is often the abode of idleness.

A capacity for hard and continuous work week after week, year after year, is after all most likely to grasp and wear the laurels of success.

One can do without genius, inspiration and a university sheepskin, but success almost invariably demands humbler attributes of frugality, industry, patience and continuity. Of course if one is so fortunate as to possess unusual intellectual attainments in addition to the humbler qualities we have named his progress will be more swift and sure.

The shoe retailer who sits supinely in his store wondering and complaining because customers do not come should fill in the dull hours by getting up letters, circulars and literature to the people of his neighborhood. What is called the follow-up system has doubled many a wholesale business and there is no reason why it would not do the same for a retail merchant.

In many lines of trade possible customers are comparatively few and scattered, but every man, woman and child must have shoes. This is an

age of solicitation and trade goes where it is drawn.

In wholesale and manufacturing lines where the follow-up system is in use at least four circular letters are sent to a prospective customer before deciding that you can not get his trade, and even then the bombardment is renewed at a later date. This system demands hard, persistent, methodical work, but, as we have said, hard work is the prerequisite of success.

There are many ways in which the patient plodder in the shoe business can outstrip his perhaps more ornamental and showy competitors. He can take time and pains to learn the kinds of shoes the people are buying who live within a twenty-mile radius of his store. Perhaps they are sending to one of the large cities for shoes that they are unable to buy nearer home. The plodder will know enough under these circumstances to put in a full line and get out a special letter announcing the fact. It is easier to swim with than against the current, and for the same reason it is better to offer the shoes the people want rather than to attempt to force them to buy what you have selected for them. It would seem the part of wisdom to study the wants of the vicinity and then to cater to those wants. But it is frequently a mistake to assume too hastily that certain goods will not sell.

If there is a special industry in your town in which many people are employed it requires no wonderful genius to study what particular sort of shoe would give the best service. Having found a manufacturer who makes just the right shoe, there should be no difficulty in getting and holding the trade.

It is possible to underestimate the ability and willingness of the people to buy shoes. They are so low in price and the styles are so many that almost every person could be induced to buy several pairs. Persons of moderate means can afford to own shoes for evening as well as business wear. There are, however, hundreds of thousands of people who will never buy new shoes before the old ones wear out if some one does not solicit their orders. The advantages of having several pairs of shoes are so many and the cost is so little that literature along this line should be productive of good results to the retail shoe dealer who is enterprising enough to do a little extra thinking and working.

One of the most certain indications of an inert, unprogressive shoe retailer is a dirty and poorly trimmed window. The show window is the face of the store and no one respects the man who is too lazy to wash his face. There is no excuse for dusty windows, and the dealer who says he has no taste or natural ability for window trimming should hustle until he learns. You probably use your right hand to hold the fork when eating, but if you will notice you will see that one-armed men don't go hungry. As a matter of fact a man can learn to do almost anything if he goes at it and sticks to it.--Shoe Trade Journal.

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.

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

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The Telephone is no longer ranked as a luxury but an actual, every-day NECESSITY. Progress demands that YOU recognize this fact.

GET IN LINE

The telephone that supplies your every requirement is the telephone you NEED and MUST HAVE.

Over 67,000 subscribers and more than one thousand towns in Michigan reached over our long-distance lines.

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

For \$4.00

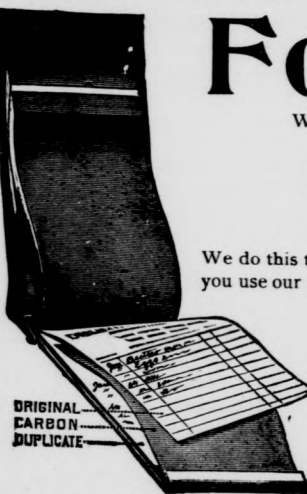
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5,000 Duplicates
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We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

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105 Ottawa Street,
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CARBON
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Cash and Package Carriers

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

AIR LINE CARRIER CO.

200 Monroe Street, CHICAGO

DRESS GOODS PRICES.

Manufacturers May Advance Cost of Spring Lines.

An important subject for the consideration of dress goods buyers is the price condition of the market at the present time and the probable appreciation of all dress goods during the next few months. In the face of declared opinions regarding a lower market the opposite is now more probable. Manufacturers of dress goods, both foreign and American, are showing a spirit of independence regarding their prices that at first was somewhat of a surprise to buyers. This firmness in prices is due primarily to the condition of the market in raw materials. That the wool market is firmer is evident. There have been some contradictory opinions regarding raw material. These opinions have been held by the manufacturers and the wool agents from whom the manufacturers secure their supplies. Manufacturers have held to the opinion that they were in a safe position regarding their stock of wool. They have reported that they had a sufficient amount of old clips on hand. This statement was disputed by the wool people from whom the manufacturers must buy their wool. The manufacturers further declared that the prices of wool would decline when the new clip was ready for the market. Up to date these contentions of the manufacturers have not been realized, but on the other hand the market has been steadily advancing. The prices of wool at interior points are higher than at some sea board cities. New wool has been taken quickly at higher prices, some say at record prices. This has caused hesitation on the part of manufacturers about making prices for their future output. They now desire to know if the present firmness of prices in wool is going to be maintained. If it is, they say they must make higher prices on their manufactured products.

The future of cotton is a problem that perplexes nearly all the dry goods trade. Just now the price of cotton is stationary and it has been for some weeks past. Spot cotton has held around 11 cents for a longer period than was expected, and the fluctuations have been fewer than were earlier anticipated by most of the dry goods people. Even with the excellent condition of the cotton crop the dry goods market does not seem to be affected unfavorably. The general belief is now that cotton is not going far below 10 cents. Somewhere between 9 and 10 cents is the range fixed by some very good authorities. This must mean the maintenance of present prices in most instances, and in some cases it will mean an advance. The above conditions exist not alone on this side, but also in Europe. No instances are reported of the manufacturers making concessions in their prices, but the feeling of the trade is that an advance is not improbable. Indeed some manufacturers are said to be asking an advance on their reorders.

Although the season is pretty well advanced the cloak people are not fully decided what garment is going to sell best. It is pretty risky to venture into the field of cloaks, as dress fabrics are difficult enough to take care of without encroaching on another line, but this year it is almost necessary to do so. It is not unlikely that the general trade will take a staple garment of 27-inch length. But whether it does or not, some of the trade must have more of a novelty and that class of trade which is not satisfied with cloaks of staple length will, doubtless, look to the ulster. At the present time, the ulster coat is being favorably considered by the best trade. The city and large town merchants are favorably inclined to the ulster from present reports. For these the chief material is the English tourist cloth. This fabric is exceedingly heavy. Effort was made to learn the exact weight of some of these cloths being offered, but the exact weight was not known. It is at least two to three times as heavy as the ordinary chevion.

In appearance the English tourist cloth is very coarse. Indeed, this is one of the necessary qualities of the cloth. The coarse and heavy qualities of the cloth will appeal to the exclusive shopper. Such a statement seems to be almost a paradox, but it is true nevertheless. The ordinary shopper will hardly stop to consider this cloth, because of its coarseness and great weight. That will leave the cloth for the ultra trade. This tourist cloth is shown in the best stocks as a high novelty of the coming season. It is not always that a material possesses style and qualities of service, but it is doubtful if a better wearing material can be found in the dress goods stocks than the tourist cloth will prove to be. The cloth, however, will be selected because it possesses wearing quality.

In the suiting shown for next winter, the herringbone is very conspicuous. Early in the present season, and indeed last spring the Tradesman called attention to the probable prominence of herringbone weaves for the coming winter. In the English tourist cloth just referred to the first pattern shown is herringbone. The tourist cloths also have patterns, as invisible stripes, checks and plaids. The broken checks and plaid designs are plentiful. These fabrics, while designated as English cloths, are not made by English mills only. Many American mills produce acceptable cloths of the same character. The prices placed on English tourist cloths on the counters of the city stores are \$2.50 to \$5 a yard. Four to five yards are sold for an ulster.

For trade desiring cheaper fabrics a close imitation is supplied in Scotch suitings. The bon-ton trade will call for tourist cloth, while the less critical whose pocketbooks are smaller will concern themselves with similar effects in lighter weights and at more popular prices. The range of Scotch mixtures is very large this season and affords an available line for ulster

materials. These Scotch mixtures range in prices from \$1.50 to \$2 a yard and are both American and foreign make. The ulster is practically for all the trade and may be accepted by the general trade to quite a degree.

In addition to Scotch suitings there are two other weaves which are not unlikely to appeal to the trade. They are worsted suitings and cravenettes or waterproof fabrics. The worsted suitings with mannish effects are conspicuous in all the lines this season and it will not be difficult to secure desirable patterns in these goods. Cravenettes are shown in greater variety than for some time and for the ulster they should be entirely acceptable to the trade. Indeed the ulster coat should increase very strongly the sale of cravenettes and all waterproof materials.

Cheerfulness of Home.

A man's home should be on the hill-top of cheerfulness and serenity, so high that no shadows rest upon it, and where the morning comes so early and the evening tarries so late that the day has twice as many golden hours as those of other men. He is to be pitied whose house is in some valley of grief between the hills, with the longest night and the shortest day. Home should be the center of joy, equatorial and tropical.

When you write Tradesman advertisers be sure to mention that you saw the advertisement in the Tradesman.

Bob the Blacksmith



Bob the blacksmith is hearty and hale,
Makes shoes for horses that never fail,
Wears shoes that are shoes upon his feet,
That don't set him crazy on account of
the heat.

They are made by a firm who calls them
HARD-PAN
And they are never bunched with the
"Also Ran."

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

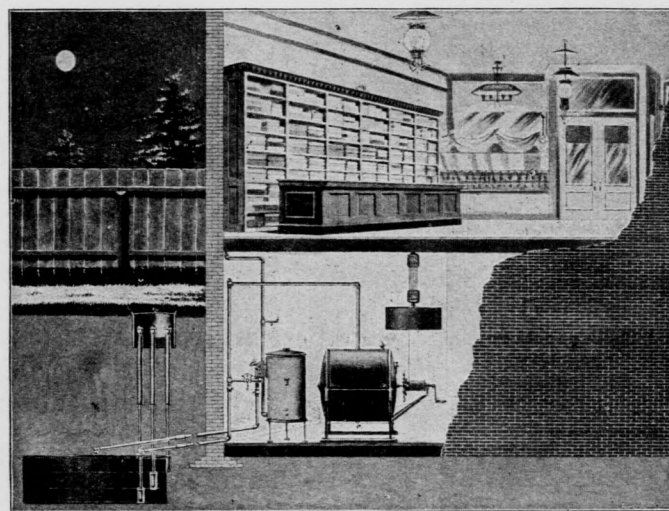
Write us for reasons why.

Herold-Bertsch Shoe Co.

Makers of Shoes Grand Rapids, Mich.

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.

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

LOVE HAS WINGS.

The Little God Knows How to Use Them.

Faithful love, which is also of the undying variety, is as rare as radium, and when desired and desirable, is, or ought to be, even more precious. For when two people are thoroughly in love with one another, each caring more for the other than for one's self, each finding life's chief joy and interest in the other, so that toil for that other is not hardship but delight, when happiness is to be found merely in serving and seeking the welfare of that dearer self, then come what may fate can not harm them so long as they have each other. This is the victory which overcometh the world; nothing save the "peace which passeth understanding" can so lift one's heart and mind above the fret and worries of the world and its many cares. Given this and the crust, however hard, is palatable, sugarless tea ceases to be bitter, and the dinner of herbs is satisfying and nutritious. A true and unselfish love between man and woman is the best earthly gift to mankind; self-cheering and self-supporting, it fortifies its possessors against most of the ills which flesh is heir to, and helps them to bear the rest with patience.

However, fortunately or unfortunately, as the case may be, all genuine, permanent love is not mutual. Mental affinities are not invariably reciprocal, and men, and women more frequently, have sometimes died for love which was wholly on one side. In chemistry the willingness

to combine or the refusal to do so is always reciprocal, but a mental affinity is by no means certain to arouse a corresponding inclination in the desired object. Nay, there may even be repulsion upon the other side; and the world is full of people who have made shipwrecks of their lives for the sole reason that they have persevered in a misplaced attachment, striving vainly to establish affinity where no affinity could be. True, it occasionally happens that affinity, or at least a fair substitute for it, may be cultivated when there is no actual repulsion to be overcome, while it is the rule rather than the exception that unreturned affection dies for lack of sustenance.

Fire goes out for lack of fuel, plants, even air plants, demand sunshine and moisture, gems of the rarest do not shine in the dark, and love, although its death may be slow and hard, leaving desolation behind it, perishes, sooner or later, when neither love nor care take thought of its existence. It is not enough to win love; to call it into being; one must keep it or lose it, and the truest, tenderest affection is often that which suffers most cruelly from coldness and neglect.

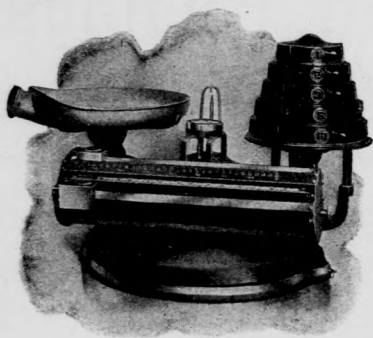
Oftentimes love is strong enough to survive cruel stabs, heavy blows, but rarely or never is it proof against slow starvation. It can live upon little, but something in the shape of sustenance it must have or die. Somebody has said, and truly, that love between husband and wife should be new every morning. The truth is

one which men are, alas, too prone to forget, in the belief that, having married a wife, they have given ample proof of devotion, and settled the question once for all. Many a young wife has cried her eyes sore the first time her husband forgot, in his hurry to get to his business downtown, to kiss her before leaving; the while the man never dreamed that his haste had cost her a single tear. It was such a little thing to him! But "trifles make up the sum of human life," and a single drop of oil may save infinite wear and tear as well as much friction, in love as well as mechanics. The child who allows its canary bird to die for lack of seed and water is not wantonly cruel, only thoughtless. It weeps bitterly when the bird is dead, but no tears can bring back the life which a few moments' care would have preserved.

There are, also, loves which hold in themselves the seed of death; loves which no amount of care and tenderness may keep alive; loves which wither away for lack of depth of root. There are many differing kinds of love, even as in plant life the oak endures for ages, while the flower of the grass "to-day is, and to-morrow is cast into the oven." Davenport Adams, a recognized English authority upon the subject, cautions Benedict and Beatrice, as they value their life's happiness, to be particular in their choice of a life partner; not to show less care in the selection than is commonly exercised in the choice of a coat. "Love at first sight," says he, "may be an indispen-

sable ingredient for dramas and romances, and in the heyday dreams of youth will always figure as the one special element of happiness; but as few of us possess an intuitive faculty of reading off-hand the character and disposition of a person whom we have never seen before, it must be pronounced injudicious." It is not to be denied that there have been and are cases when "spirit rushed to spirit," where the soul instinctively feels that, according to the Platonic theory, it has met its other self; but far more numerous are the instances where the hasty passion opens the door to a lifelong repentance.

It is merely prudence of the most necessary sort to make oneself acquainted with the temper, disposition, mental and moral qualifications, tastes and tendencies of the one man or woman who is to become to us for the rest of our lives more than any other man or woman, with whom we are to live in the closest intimacy, and upon whom, in spite of ourselves, the good or ill fortune of our future career must mainly depend. All of us are cognizant of marriages in which the happiness of the contracting parties is set upon a hazard; marriages between men and women who know as little of each other's real self as if they had never met. "No true and enduring love," says Fichte, "can exist without mutual esteem; every other draws regret after it and is unworthy of a noble human soul." This esteem is the true foundation of enduring love, a bond which no pressure of untoward circumstance, no



No. 76 Weightless. Even-Balance

40 per cent. Gain Over Last Year

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

MONEYWEIGHT SCALES

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

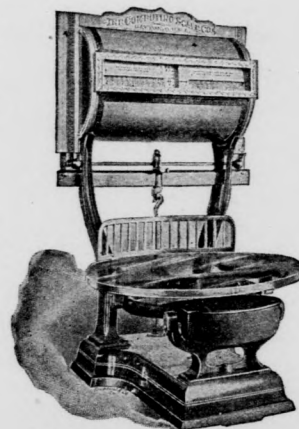
We build scales on all the known principles: Even Balance, Automatic Spring, Beam and Pendulum, all of which will

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

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No. 63 Boston. Automatic Spring

malignant influence of time, can weaken or break.

However well assorted a married couple may be, it still behooves them both to take as much pains to please each other after marriage as before. "To have and to hold" is the old formula which no one can afford to forget. Many a precious treasure has been lost beyond recovery, let slip through careless fingers. One counts a thing all one's own and leaves it unguarded, to come back and find it gone. When the lover is metamorphosed into the inattentive or overbearing and tyrannical spouse; when the dainty, charming sweetheart changes into the fretful and untidy wife, what marvel that the affection which was lavished upon the original refuses its tribute to the changeling? Many a woman has hardened and grown cold under indifference, which was perhaps unintentional; many a man, fairly fond of his wife to begin with, has found his devotion strangled by elf locks, or smothered in the wrinkles of a soiled wrapper. Home, it should always be remembered, is the shrine of love; its lights should be kept trimmed and burning, it should be always a haven of rest and peace. If, through carelessness, the lamps grow dim, if dust gathers on its window panes, and love finds no rest within its threshold, who shall blame the little god if he remembers that he has wings and uses them?

Helen Oldfield.

Effect of the Business Office Over the Pulpit.

Written for the Tradesman.

With no desire of uplifting the one and putting down the other, it is simple justice to say that whenever the business office makes up its mind to widen its world and take a hand in straightening things out in matters not considered peculiarly its own, the matters are straightened out and the world at large is vastly improved thereby.

For reasons which remain unfathomed the pulpit is losing its grip upon the pew end where sits the man of the household, and as the years go by and the boys grow up they take after their fathers as fast as the waning control of the apron-string permits, and like them hear but heed not the bell that calls to church. It is the old story of like seeking like, the boy follows the man in things spiritual as well as mental and physical and in too many instances long before the threshold of manhood is reached and stepped over the church bell and all that belongs to it are to the boy with his life before him "like the idle wind which he respects not." He begins, as his father began, with the smoke behind the barn or just back in the alley. He emphasizes his talk with the same explosives his father used and uses; he is not chewing gum half the time he says he is; his beverage is not confined to "soft" drinks and, following in the footsteps of his sire, betting is the most convincing argument his world of reasoning knows. Right under the eyes of the pulpit these things are going on, preached

against but not checked, until at last the business office, finding its keenest ventures failures from influences supposed to be beyond its control, "takes a whirl" as a reformer, straightens things out and the world at large, thus unceremoniously made better, goes on its way thankful and rejoicing.

The insurance business office is the latest industry concluding that it has had enough of this kind of impediment. For some reason or other the ledger has not been telling the right kind of story. The official, turning the leaves of journal and day-book, has shut the account books with a bang and, with a look announcing the fact that something is going to be done about it and done now, has called in his stenographer. This is what he dictates:

"For reasons that seem proper to the officials of the company, you are hereby notified that your presence on a race track, in a pool room or in future to be seen in company with persons whose business it is to place bets on horse races, will be counted sufficient excuse on which to request your resignation from the affairs of the company."

A thunderbolt out of the cloudless blue could not have created greater consternation. With not even a hint of what voteless young manhood delights to designate as "poppy cock," the "boss" has uttered his decree and it stands. Reform? No. That belongs to the pulpit. The order is in line with purely business interests. The company has determined to protect its own interests and those of the numerous policy holders who look to it for sound insurance. It has discovered that its employees have been "playing the horses" in "a way it despises," and while this is a free country it still concludes

that the order in no way interferes with the independence for which our forefathers fought and died. The decree has gone forth. It will stand. The men, young or old, in its service who want to gamble can. In that way they may assert their rights as American citizens, but the company with the same underlying law before its eyes insists upon its inalienable right to discharge the man who does. That is all there is to it. The world, moral and immoral, draws a long breath, the pulpit rejoices over a condition of things long prayed for and society, nodding its hearty approval, wonders if business office and pulpit have not both mistaken their calling.

It will take some time for the "hit" and their sympathizing friends to adapt themselves to this new business move. Those who "can't see why" will see in time, there will be some few discharged, there will be others who will have an occasional "buck" on the sly, then there will be a general falling in with the idea that it is for the best and gambling will receive the setback that it ought to have received long ago. Looked at from the business point of view, the vice will become first unpopular and then disreputable. That draws the line and then the general betterment will begin. There will be a fading interest in what horse wins. The element that dresses in big plaids and delights in big diamonds in finger rings and shirt fronts will sink by its natural gravity to its natural level; with its passing and sinking will pass and sink its language and nomenclature; social upptendom will find for its leading amusement some less reprehensible form of dissipation; youth, bearded and wanting to be bearded, in playing cards without "chips" will no longer think it smart

to express wonder and delight at the poker hands they hold. This point gained the rest naturally and easily follows. The ten-year-old will find no particular fun in playing marbles for keeps, "What'll you bet?" will no longer be the leading question in all colloquialism, high or low, rich or poor, and even the pessimist is willing to admit that the time may come when the man with the carving knife and fork and the woman behind the coffee urn may try to banish from the breakfast table and the home circle the language of the race course and the gambling hall. It is safe to say that "the beginning has begun" and it is equally safe to say that the hoped-for result when it does come will be the outcome of the business office and not of the pulpit.

R. M. Streeter.

Of Course Not.

A judge of one of the United States Circuit Courts has a five-year-old niece of whom he is very proud. A few days ago she came to him and said with a very serious air:

"Uncle, there is a question about law I want to ask you."

"Well, dear, what is it?" patiently enquired the judge.

"Uncle, if a man had a peacock and it went into another man's yard and laid an egg, who would the egg belong to?"

The judge smiled indulgently and replied:

"Why, the egg would belong to the man who owned the peacock, but he could be prosecuted for trespassing if he went on other's property to get it."

The child seemed very much interested in the explanation, and then observed innocently:

"Uncle, did it ever occur to you that a peacock couldn't lay an egg?"

**YOU ARE ALWAYS SURE of a sale
and a profit if you stock SAPOLIO.
You can increase your trade and the
comfort of your customers by stocking
HAND SAPOLIO
at once. It will sell and satisfy.**

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

CARE OF THE HAIR.**Simple Rules of Health for Its Preservation.**

Numerous as are the formulas for tonics and lotions for the scalp, and, good as they may be, "an ounce of prevention is worth a pound of cure" in scalp as well as other matters.

Recipes for tonics and ointments for ailments of the scalp can be found in any book on the hair or procured from scalp specialists and are not given here. The simple lotions mentioned are such as the writer has seen used many times, and for periods of time, and found to be efficacious as well as simple, and all are adapted to the slimmest purse.

Perhaps even less care is received by the scalp than the complexion during the summer, and people, whether in the country or the city, are woefully apt to neglect their hair in warm weather and to attempt when winter comes to repair the damage entailed by their previous inaction.

The condition of the scalp and hair is affected by that of the body, and, except in certain ailments, glossy, healthy appearing hair indicates a good physical condition, and the reverse the opposite. There are, of course, cases where luxuriant hair grows on the heads of those far from well, and in which it takes from the body the strength the latter needs, but these cases are not common and are subjects for the physician.

There is a vast amount of misinformation afloat concerning the hair and scalp and a thousand preparations for treating them to one line of advice as to the prevention of the conditions these recipes are put forth as curing or alleviating.

The glossiness of some hair is due to superabundant oil, which, instead of being retained by the scalp to nourish the hair, leaks out on the scalp, glossing the surface of the hair, but leaving an insufficient amount in the glands to nourish the hair and keep it healthy. Hair should be glossy without being greasy.

The scalp may be entirely free from dandruff or surface oiliness, and yet the circulation may be so poor and the scalp so tight that the hair is either falling out or getting into a condition where it will.

As one grows older the scalp requires more attention, if people would keep their locks thick and healthy, and especially if they have any objection to gray or white hair, for a too tight scalp and a lack of circulation will bring about a change of color quite as soon if not more quickly than age, although white hair is often hereditary and occurs where both hair and scalp are healthy. Great grief, severe illness, much worry, and many other causes contribute to the early loss of color, and while white and gray hair are almost universally admired, especially if their owners be young, it is a well-known fact that the possessors thereof regard it as a misfortune.

One essential to the health of the hair is that it should be thoroughly aired several hours out of the twenty-four, and whenever possible it should be shaken out and left loose. It should never be done up at night. If it can be left entirely free so much the better, and unless one is a restless sleeper, if after lying down, the hair is lifted out and up away from the neck and spread out over the pillow it will air well. If, however, one objects to this, let her part the hair from the center of the forehead to the nape of the neck, comb each side out straight, but toward the back, and make two or four loose braids. This parting allows the air to reach the scalp along lines it can not get at at all during the day, when the hair is dressed.

The heads of some people perspire, and if the hair is heavy, and especially if it is oily, it becomes what some term "musty." The scalp usually requires treatment from specialists in such cases, if the condition continues, but where this treatment is impracticable the victim can at least prevent the odor.

To begin with, the hair should be thoroughly shampooed with a pure soap; the square, white soap used by physicians and surgeons is excellent. The hair should be thoroughly rinsed and a little alcohol added to the last water or witch hazel used for rinsing. A teaspoonful of witch hazel with a tablespoonful of alcohol and a teaspoonful of tincture of rosemary added is a capital thing to pour carefully over the scalp after it has been well rinsed and some of the water squeezed out by towels; it stimulates

the scalp and enables it to dry much quicker. The hair should be crisply dry before it is put up; it is best to let it hang for two hours after one thinks it quite dry, and if it can be washed in the late afternoon and not done up until the next morning so much the better. Dry by fanning and shaking, and when possible in the open air. Of course one dries the hair as much as possible with towels before proceeding with the fanning or other method. To shake it dry the hair should be parted from forehead to nape of neck, and each section combed straight to its own side of the head, then grasp the hair firmly, half in each hand, six inches from the ends and shake it vigorously 100 times, then drop and straighten with the comb and repeat. It is rather hard on the arms, and also warming, and it is better to rest several minutes, even five, between each shaking than to get in a perspiration and thus start the scalp perspiring. When the hair is dressed it should be done loosely and drawn well away from the spots where the perspiration is worst. Even if dressing the hair high is unbecoming it should be adopted if it assists in counteracting the activity of the sweat glands.

If the scalp shows dandruff it should be soaked with vaseline the night before washing, or, at least, for several hours. The dandruff is absorbed by the grease, and when the latter is washed out the dandruff goes with it.

If, following this, the scalp per-

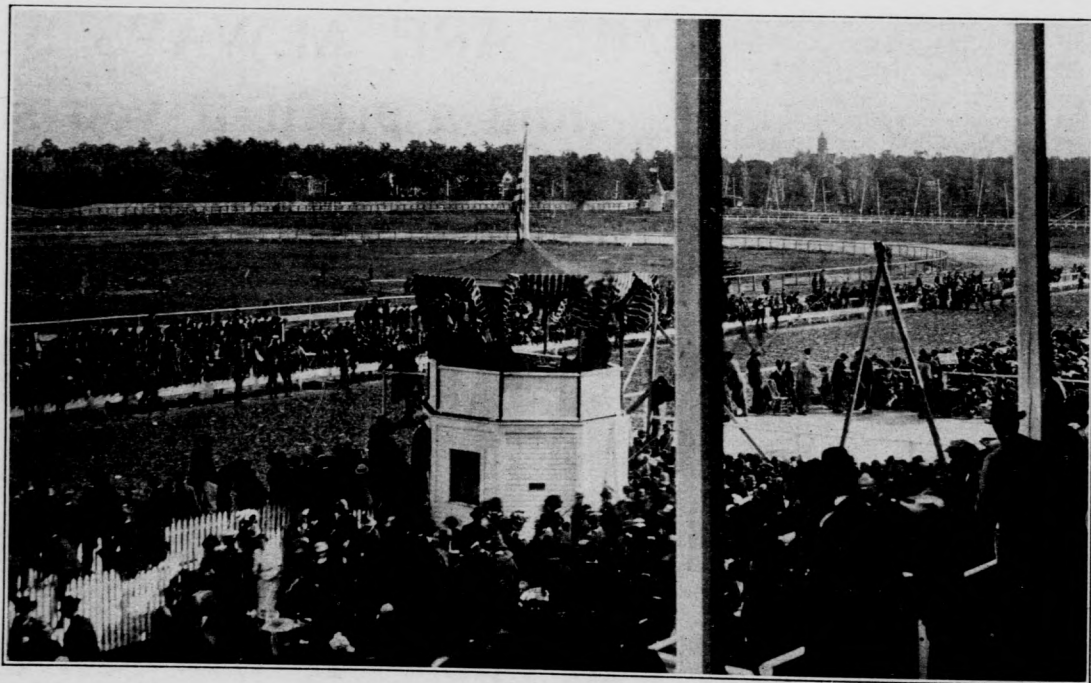
spires, the hair should be taken down at intervals and shaken out, as described in the directions for drying, and fanned until dry before it is put up. The hair should be washed once a week at least while the condition continues.

If the scalp perspires all the time, and, as it does in some cases, it seems impossible to get it dry or keep it free from mustiness, and a specialist can not be reached, get 10 cents' worth of boracic acid and dust enough of it through the hair and on the scalp to thoroughly powder it; do this at night, and after shaking out the superfluous powder, let the rest remain in until morning, when all that shows brushes out very easily. The boracic acid is antiseptic, stopping the odor, and absorbs all the moisture, leaving the hair dry. It can be used every day or so, or every day, and not show at all, save that it dims the luster of the hair a little, and its application has been known to cure dandruff as well as remove the obnoxious moisture and odor. It is a wise plan to get the boracic acid by the quarter of a pound, and not to be sparing in its use, as, so far as known, it proves perfectly harmless, even if used right through the hot season.

Among remedies and specifics for the hair never seen in print, but which practice has proved efficacious, if not dainty, is the use of onion juice for oiliness and dandruff. It is best to get onions of small size, cut off one end, and rub the cut portion on the

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scalp, parting the hair first. As soon as the juice disappears from the onion top cut off a thin slice and proceed as before until the onion has all been cut away. Two good-sized onions will do the scalp of thick-haired persons. The odor soon disappears, being usually gone by the next day. The person using onions usually imagines she can smell them all the time, but it is very seldom that any one else, not knowing the user's habit, discerns any onion odor.

One of the best of hair tonics is made from the garden sage, and the fresher it is the better. If one can not get the fresh, that put up in packages and sold at the drug store will do, but if one is in the country it is easily procured fresh. Make a strong infusion by pouring a cupful of boiling water on plenty of the sage and letting it remain on a hot part of the stove, but do not let it boil. When it is cold add a tablespoonful of brandy or a teaspoonful of alcohol and apply it daily to the scalp. In hot weather it should be made fresh every two or three days.

The best way of applying liquids to the scalp is, perhaps, with antiseptic cotton. A very tiny bit should be wadded up, dipped in the liquid, partially squeezed out, and then rubbed on the scalp, the dipping being frequent. The hair should be parted with a comb, not with the fingers, from the forehead to the nape and after the part is thoroughly dampened one should proceed around the head from the back, always parting the side partings from the center part, and taking only a small section at a time, so that the scalp may be completely covered. If the scalp is rubbed in circles from the bottom up and from the front to the back, it will stimulate the circulation and tend to loosen the scalp.

Whether one rubs the scalp or not, as soon as the liquid is applied the hair should be straightened out, divided, and shaken as described in the drying process, and the shaking should be repeated every five minutes for half an hour or so, and, as often as convenient until the hair is dry. This treatment is specially adapted for the summer, when one is in the country and can procure the fresh sage. This sage lotion will remove scalp irritations, stop the hair falling, and make it grow. The plain infusion without the brandy or alcohol is better for dry scalps and thin, brittle hair.

If one is at the seashore, wetting the hair should be avoided while bathing, as the ocean water dries the scalp and makes the hair stiff, lusterless and brittle.

No oily lotion or ointment, should be used on the hair while it is damp, as it renders the hair pasty and sticky, and this condition can not be overcome except by shampooing the hair.

Ointments are often recommended for dandruff and for certain varieties of that trouble it is an essential for a time, but the advice given above should always be followed.

A good shampoo is made of two

eggs, beaten with a teacupful of water and rubbed thoroughly into the scalp, and then thoroughly rinsed out. The egg has a peculiar affinity for oil, and it is also nourishing.

Soda and ammonia in small quantities, just enough to make the water a bit smoother, are good for light hair, but care must be taken not to have it too strong.

In shampooing, the hair should be braided in four braids before starting in. By the time the shampoo is over the hair will have come out of the braids, but will not be tangled, as it stays braided long enough to avoid that. As soon as the hair is dry after a shampoo is the ideal time to apply hair tonics.

Care must be taken not to wash the scalp too often. Once a month is usually quite enough for thin, dry hair, and once a week for the heaviest, oilest hair. Of course, if the scalp is being treated and ointments are being used, the hair must be washed oftener, the ointment being applied as soon as it is dry.

Care should be exercised in the purchase of hairbrushes. Brushes are made to straighten the hair and to remove dust, and not to scrape the scalp. Should the scalp require rubbing it must be done with the soft tips of the fingers. The best brush for use—silver-backed ones can lie on the toilet table for beauty—are small ones having natural wood backs and fine, moderately long unbleached bristles. They can be procured for from \$1.25 up at the dry goods stores. Small brushes not over two inches wide at the end and an inch and a half wide at the handle are the most convenient and best adapted for practical service, especially for thick hair. These brushes may and should be washed every day after the hair has its morning brushing. No one can expect to have healthy, handsome, and clean hair who uses soiled brushes and combs, and it is for this reason that the hardwood brushes are recommended, as they will stand any amount of washing if of good quality.

When a brush has been used as it should be it will be found to have more or less fuzz sticking to the bristles and to be slightly discolored by dust. Before washing it should be struck smartly a dozen times or more, bristles down, on a hard surface, when the fuzz and dust will be seen flying in all directions. Then hold the brush under the cold water faucet until wet, bristles up, of course, then rub on a cake of naphtha soap until plenty of the soap is seen on the bristles. Next hold the face bristles up, and at intervals sideways, under the cold water faucet. It may be combed or rubbed to facilitate the removal of the soap. As soon as the soap is out the brush will be perfectly clean and may be wiped with a towel, after which it should be turned bristles down in the air to dry. The cold water and cold water soap do not remove the polish from the wood; the writer has a brush that has been washed every day, as above, for three months, and

the bristles are as stiff and the back as highly polished as the day it was bought.

If the hair is kept clean, well brushed, well aired, a simple tonic used several times a week, and the scalp is gently massaged, or rubbed with a rotary movement with the tips of the fingers five or ten minutes every day, and this is kept up through the summer, there will be no necessity with the advent of colder weather to rush to a specialist for treatment for faded, brittle locks or too oily hair or scalp.

A. J. Cassatt, President of the Pennsylvania Railroad, has told this story on himself. He was riding on the lines of his own road from Philadelphia to New York when the conductor of the train, who recognized him, passed by without asking to see his pass. Mr. Cassatt called the man back and read him a lecture. "Even if you know who I am," he said, "you should always ask to see my pass, for how do you know that I have it, and I am only entitled to ride free when I have a pass?" The conductor, a little roiled, asked for the pass. "That's right," said the President of the road; and then he began to hunt for the pass. He looked through all his pockets in vain. "Why-er, I-er, I must have left it in my office," he finally exclaimed. "Then you'll have to pay your fare," said the conductor, hardly able to suppress a grin. "And I did," added the storyteller.

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Kind of Man a Woman Ought To Marry.

Written for the Tradesman.

Marriage is a sort of confidence game we enter into with some agreeable stranger whom we happen to meet on the journey of life. The marvel is, not that we lose so often, but that we win at all. Girls, who would not be permitted to select a frock by themselves, are trusted to choose a husband. Callow youths, whose judgment is so immature their property is held in trust for them until they arrive at years of discretion, are considered to have mind enough to pick out a wife.

Yet marriage, for woman at least, is the great event of life. Compared to it, being born is a mere incident, and dying a mere episode. True, the divorce courts nowadays make it a little less permanent arrangement than dying, but no legislation has ever done away with the unhappiness, the bitterness and heartburning caused by an unfortunate marriage.

Men say women are poor card players because they always play their own hand without reference to anyone else's. And that is the way we play the game of matrimony. We look at our own hands. We say "we love" and we forget it is not a simple game when we can call for our partner's best and go it alone.

The trouble is, you see, that there are so many rules to the game, and so many exceptions, and one only learns when it is best to bluff, and better to hedge, after one has been playing it a very long time, and then it is too late. One of the great troubles is that experience comes at the wrong end of life. Then we have made all our decisions, we have played out the game, and we have no need of the dearly bought knowledge. When we make our fatal matrimonial choice we need all the worldly wisdom, the keen insight into character, the broad experience of a life time. And what do we have? Nothing on earth but unlimited ignorance, utter inexperience, and stupendous credulity. The cruelty of the thing is appalling.

Did you ever think there are two times in a woman's life when she is liable to marry anybody who asks her? This is when she is 17 and 27, but between these ages she picks and chooses, and if she commits matrimony it is a case of meeting her ideal or outside influence.

If a debutante does not marry the first man who asks her it is because her guardian angel is attending strictly to business and shoos off the danger. It is not the girl's fault. To a girl the thought that she has inspired affection in a man's heart is so unutterably flattering, and she feels so grateful to him for singling her out from the balance of her sex

that she easily persuades herself she is in love.

She is full of the romance and poetry she has been reading all of her life, and this is her first opportunity to expend it on a live object. She is playing Juliet off her own balcony, and the game intoxicates her with its excitement. Besides, she has not yet learned that love is seldom a fatal complaint with men, and it makes her shudder to think of breaking a heart and wrecking a life. Consequently she is apt to say "yes," only too often to find out, if she marries, that love's young dream is a nightmare.

By the time she is 19 it is no longer ANY man. It is SOME man. She has begun to have an ideal. He must be tall, and dark, and passionate looking, with a mysterious past. Preferably his faith should have been shaken in his kind and he should take desperate and pessimistic views of life. Until he met her his heart was ashes, but her purity and innocence restored his tottering belief in humanity, and turned existence once more into an Eden. It is at this time that a girl is attacked with acute missionary fever, and is liable to marry a drunkard to reform him.

At 20 her ideal has changed. It is more practical and less romantic. She cuts out the looks and the hard luck story, and adores strength and earnestness and a lofty way of looking at things. She becomes a hero worshipper and burns incense before matinee idols and social settlement workers, and discovers unappreciated geniuses in newspaper scribblers and long haired poets. This is the time when the curate and the Angora fraternity generally have their innings, and when, unless she has somebody to save her life, a girl is apt to marry a poet or elope with her music teacher.

Twenty-two is a time of comparative safety. She has begun to enjoy herself and achieve a certain philosophy. She still looks forward to matrimony as she does to heaven as the reward of the blest, but she is in no hurry to enter into it. She is having too good a time as it is, and she hesitates to exchange the violets and candy of many admirers for the bread and butter of one. This is the time when a girl uses her head as well as her heart when she selects a life partner, and when she is most apt to make a wise choice.

At 27 all the danger signals ought to be set. At that age a woman gets into a panic. She sees that all the girls who were her contemporaries are married and perceives suddenly that she has been pushed aside by the younger set. She is asked to chaperon parties instead of dance at them. A few gray hairs have made their appearance. Old maidenhood is staring her in the face and her nerve deserts her. She plunges wildly and takes the first thing that offers. This is the time when a woman is almost sure to make a foolish match. She marries the old beau who has been hanging on for years, or the widower with seven small children, and spends

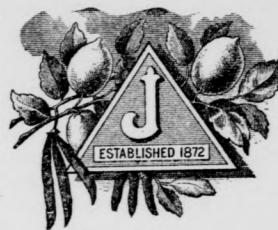
the balance of her life wondering what made her do it.

At 35 if she has passed safely over the panic period, she begins to perceive that spinsterhood has much to recommend it. She has grown a little cynical about love from having seen so much of it that gave out under the first stress of matrimony, and if she marries she is pretty sure to have a weather eye upon an establishment.

At 40 the old maid is hopelessly addicted to her latch key and her own pocketbook, and her matrimonial chances are nil. Some few widows, who have acquired the habit of having a master, and are lost without one, marry after that, but the spinster rarely does. When she does, however, she throws judgment and reason to the winds and marries to please her fancy and she is just as liable to marry a boy young enough to be her son, as any other way.

But from any point of view it is wonderful the recklessness with which women rush into matrimony. They do not even take a man's business into consideration, and the business determines the man. For instance, a woman who is marrying a clergyman should ask herself before she takes the fatal step whether she is meek and lowly enough in spirit to wear made over dresses and last year's bird nests for bonnets, because the congregation hold that good clothes are sinful in the minister's wife. She should also reflect that a preacher is saturated with adoration, and that

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it will be up to her to give her husband a double distilled brand of flattery if she keeps in the running. No jealous woman who can not distinguish between a spiritual interest in a sister soul and a bodily interest in her heart should marry a preacher unless she is starting out to hunt for trouble.

If a doctor proposes—a real doctor, who does his duty—a woman should take into consideration whether she would rather have a homeopathic dose of his society than an allopathic dose of a business man's. She would know that he will have no time for society and little for his family. His hours, when not office hours, are spent in study or visiting patients. He never keeps engagements with his wife, and life with him is a waiting game, where she is always on the ragged edge of uncertainty. For the methodical woman matrimony with a doctor is a bad risk.

The curious woman should never marry a lawyer. If he is successful divorcing couples who have gone astray or shielding the guilty who ought to be punished, he is bound to have secrets from his little tootsie wootsie wife that she is dying to find out, and a husband who knows the warm facts in a scandal and won't tell them is an aggravation that is enough to drive any woman into the divorce court herself.

The woman who contemplates marrying an author must ask herself if she can bear the inevitable comparison with the inimitable perfections of the heroines her husband creates. It must be a little trying to a sawed-off woman, with a dumpy figure and hay colored hair, to read the description of a gorgeous creature six feet high, with a rose leaf skin and golden locks, and know that she is the ideal of feminine pulchritude her husband cherishes in his secret soul.

The woman who marries an actor must consider if she can stand to see the man she loves make love to another woman and throw enough ginger in the scene to make it go, without wanting to tear the stage heroine's hair and read the riot act to Romeo when he gets home. Many women have tried this. Few have succeeded. Hence the brevity of stage marriages.

A politician's wife is either his

hoodoo or his mascot. Men may overlook his grabs and grafts and forget his past record, but the barkeeper whose wife his wife snubbed knifes him in the primaries. No woman should marry a politician unless nature has gifted her with the glad hand, and who is not willing to put the red plush offering of the 'Steenth Ward in the front parlor. Furthermore, she must reflect that her husband must give the best of himself to the public, and that his smiles and diplomacy are too valuable for home consumption.

Musicians are almost always nervous and irritable, and the woman who marries one may look out for discord. Any woman who undertakes to be a high C affinity to a musical artist should examine herself closely and ascertain if she has the temper of an angel and is thoroughly inoculated against the tendency to talk back. Thus may she save herself the expense of a divorce suit.

The journalist's wife must smash the clock and burn up the time table; the student's wife must be prepared to run things for her unworldly spouse, while the artist's wife must subscribe to the theory that her husband's admiration of a pretty model is a case of art for art's sake.

On the whole, though, the business men is about the safest matrimonial chance. He is used to charging things up to "profit and loss," and he not only generally strikes a good average of domesticity, but makes the best of his wife's faults and foibles. Dorothy Dix.

Let Not Your Mirror Become Your Tyrant.

To a great many women the time they devote before the mirror becomes in a way a period of supreme torture. Whether long or short, this time spent in peering into her glass and searching there for signs of age, care or worry in her face is not only time wasted, but put to the worst possible use.

I have in mind a woman of thirty odd in the heyday of her beauty who daily scans her mirror for traces of the first wrinkle or the first grey hair. The day when she makes the discovery—and it will be long before any one else does—will be a day of misery for her, for she firmly believes that youth, beauty and hap-

piness are bound up in the preservation of an unlined brow and raven hair.

Her apprehension is so great and she worries so that age should take her unawares that she is really incapable of fully enjoying her youth and good looks.

No one can get the best out of life who lives in constant dread of what the mirror will reflect. Every woman wants to be as pretty as possible, and every woman should do all in her power to preserve her charms. But to make a tyrant of the mirror is to give it a power and influence which do not rightly belong to it.

We see in others what we wish to see in them, and this is particularly true of the reflections in the looking-glass.

If we scan it for traces of oncoming years, for wrinkles and lusterless eyes, we see, or think we see, the signs of age approaching. If one looks at it convinced that it will reflect the vigor and splendid maturity which one feels there will be no disappointment.

A wrinkle, a grey hair does not mean age. The handsomest woman I know is a grandmother, and the years may possibly point to 49, but when she looks into the glass she does so fearlessly, knowing that she will see there the image of a face full of charm, good cheer and sympathy, and she is never disappointed.

She uses many outward means of preserving her looks and attends to

her hair and complexion persistently, but she has learned the secret that it is her spirit and not the lotion that keeps her looking and feeling young.

She does not think of herself as old, nor speak of the approaching years with dread. Her mind is filled with interest for all things, her heart with sympathy for all people, and she has found the secret of youth.

Insects Flee From Burning Sandalwood.

London women have discovered an agreeable way of ridding their homes of flies and mosquitoes.

They burn sandalwood in the house, an idea imported from the Orient.

In London it is possible to get wood prepared for the purpose. In America it is to be had at almost any Turkish or Japanese importing house. It is then prepared for burning by being first cut into small pieces one-half inch thick and three inches long.

Then it is baked or dried out in a slow oven twenty-four hours. A piece of the wood is put into a metal urn, lighted and allowed to burn until well aflame, when the flame is extinguished and the redhot ember left to smolder until the wood is consumed and nothing is left but a heap of fine gray ashes.

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WAR ON MOSQUITOES.

Uprising of Mankind to Fight These Tormentors.

Civilized man has declared war on the mosquito. The pestiferous insect is to be endured no longer. From the equator as far North and South as the mosquito will live the human race is avenging itself for the millenniums of misery which it has endured from the stings of these blood-thirsty insects. The crusade is thoroughly organized. Local, state and national governments are contributing public funds for the expense. Individuals are acting, and local associations are springing up everywhere. There has already been held in this country a national conference for the extermination of the mosquito, at which learned and practical papers were read by distinguished men from all walks of life, and by next year there will doubtless be organized an international society. Professional gentlemen are already announcing themselves as "mosquito engineers," and there is generally such an uprising among men as has hardly been seen since the days of Peter the Hermit. The literature of the subject is already voluminous and largely official, and if any one is ignorant of the best methods of exterminating the pests it is entirely his own fault, for documents giving explicit directions for conducting the warfare can be had for the asking. In the United States the storm center seems to be the State of New Jersey, where thirty-three kinds of mosquitoes have been "identified" at the cost of the State treasury and State appropriations have been made to bring about their extermination.

The immediate occasion of the outbreak of these organized hostilities was the demonstration not only that mosquitoes are the carriers of infectious disease, but that as to some deadly diseases they are virtually the only agents by which the disease is disseminated. Yellow fever, it is thought, will cease to claim human victims whenever the particular species of mosquito which carries it can be exterminated from the earth. It is easy to understand why that disease dies out at the approach of cold weather. It is because these mosquitoes cease to breed. One of the first steps toward the construction of the Panama canal will be to reclaim the breeding places of the mosquito. It is coming to be believed that this insect is the principal purveyor of malarial disease, and it is this which is, in the United States, the main reason assigned for expending public money for its extermination.

Where there is no standing water there can be no mosquitoes, for they breed only there, and one period of their life history is passed entirely in the water. This is sufficiently near the truth for the purposes of this article, although among the many species there are some which appear to breed in damp ground. Moisture and warmth, at any rate, are essential to the propagation of all species. The life history of the

mosquito is brief and full of evil. In the case of the species which cause most trouble the female deposits her eggs in clusters on the surface of a stagnant pool. Within twenty-four hours, if the weather is warm enough, the larvae emerge and become the "wigglers" with whose appearance all are familiar. While in this form they live entirely in the water, and yet, being air-breathing insects, they must come often to the surface to breathe. This makes it easy to destroy them by placing a small amount of crude oil or kerosene on the water, which forms a film on the surface and kills by contact. A little later they change to the pupa form, when they float upon the surface, taking no food. From the pupa there emerges the perfect winged insect to torment mankind for a few days, reproduce itself and die—often, as we all know, by violence. The entire cycle, from living egg to dead mosquito, may be completed in two weeks, more or less, according to the temperature.

While mosquitoes may be killed by mineral oils, in the nature of the case the extermination is seldom complete. If a pond must be kept it can be covered with oil during warm weather and most of the pests will be killed. Some will get away. Sure and permanent relief can be had only by draining or filling the ponds and marshes. It is this method which is being followed in New Jersey, on Long Island, in India and Hawaii, on the Isthmus of Panama, and wherever throughout the world there is a resolute intent to exterminate the pests. At the recent mosquito conference in New York there were wise papers read concerning what part the Nation, the state and the community should respectively bear in this warfare. The general opinion seems to be that the State and Nation should investigate and publish, and the community should do the work. Extermination of the mosquito is a problem of local drainage or filling. The work of investigation is said to be fairly well advanced. It appears that while all mosquitoes bite, they do not all carry disease. The species which has been caught carrying malaria is anopheles. If a community is in doubt as to whether their particular mosquitoes are disease-bearing, the State may well furnish the entomologist to decide the question of fact. If he finds the disease-carrying insect, the local Board of Health may act in the public interest as in any other case of protection of the public health. If he finds them harmful only for the discomfort which they cause it becomes simply a question whether the people will endure the discomfort or drain their lands. But the chances are that wherever there are mosquitoes the disease-bearing species will be among them, and it is best for a community to give itself the benefit of the doubt and suppress the nuisance.

There is something wrong with a man when all his nerves are in his pocket.

BLACK PEPPER.

Its Varieties and the Process of Manufacture.

While an active trade is carried on the year round in the various grades of pepper, it is seldom that the average grocer who buys pepper in small quantities from the jobber knows where the ground spice comes from and how it grows. All he knows is that it is black, white, or red, and has sufficient strength to agreeably season the food on which it is used.

Pepper is a native of the forests of Western and Southern India, but has long been cultivated in Sumatra, Java, Ceylon, Borneo, Siam, the Malay Peninsula, and in various other tropical countries. The vine grows to a height of eight to twelve feet, and is usually supported by poles or by trees planted for that purpose. The fruit is a small round berry, which grows in loosely packed clusters, each cluster containing from twenty to thirty of these berries, closely attached to a common pendulous fruit stalk, pieces of which may often be found in samples of whole black pepper. To obtain black pepper the berries are gathered as soon as one or two of the cluster commence to turn red. After being removed from the stem they are dried in the sun or near a mild fire.

The commercial grades of black pepper are Singapore, Allepey, Tellicherry, Trang and Acheen, named from the province or port from which they are shipped. Singapore pepper is grown in the Malay Peninsula, principally in the southern portion, known as the State of Johore. It constitutes a good portion of all the pepper raised, and by reason of its dark color and fairly uniform quality is a good-looking pepper. The only objection to Singapore pepper for grinding purposes is its smoky odor, which it retains to a considerable extent even after it has reached the powdered state, this being one of the tests by which the pepper merchant can determine whether or not a given sample is genuine Singapore pepper. The smoky odor is due to the fact that the pepper and gambier plantations of Johore are usually under one management, and in boiling down the gambier to make the vegetable extract mats are suspended over the kettle, and on these are placed quantities of the pepper. The smoke from the furnace dries and at the same time blackens and gives the unmistakable smoky smell.

As to the other grades of black pepper, the Allepey and Tellicherry varieties are from British India, are of a light brown color, and are sun-dried. Trang pepper is grown in either Java or Sumatra and is shipped from Penang. Lampong is grown on the east end of the Island of Sumatra, near the Straits of Sunda. This pepper is less uniform in size than the other varieties of black pepper and is of a lighter color. It is sun-dried and its surface shows considerable dirt. Acheen, Sumatra, or West Coast are names applied to the pepper obtained from Acheen, the western extremity of the Island of Sumatra. The pepper is designated,

according to its specific gravity, as A, B, C or D grades, the former designation of East and West Coast having been discarded. The A grade does not come to this country, as it is sought after by manufacturers of Penang white pepper.

The manufacture of white pepper is a separate and distinct business, and is not always done at the plantations. The shell or pericarp of the pepper berry is removed by friction after soaking the berries in water, and berries which have been allowed to ripen before picking are generally used, as they are more easily decorticated. The corn are often bleached and otherwise treated to improve their appearance. There are several varieties of white pepper on the market corresponding in a general way with black peppers.

Decorticated white pepper is the name applied to a variety which has the seed coats entirely removed, forming hard kernels. There are various qualities, depending on the extent to which the pearling process has been carried. Other varieties of white pepper have only the first or dark shell part removed.

English Gaining in Size.

With the view of ascertaining whether the race is deteriorating or otherwise, so far as physique is concerned, a large woolen firm at Leeds, England, recently undertook the task of comparing the measurements made in its woolen department at the present time with those in similar classes of goods manufactured a couple of generations ago. The result announced is greatly in favor of present day conditions. The average chest and hip measurements work out at fully 3 per cent. increase.

This rule applies practically to all parts of the country, with the exception of a few isolated towns. Coming at a time when so much is being heard of the deterioration of the race, this announcement affords a welcome surprise, and effectively demolishes the theory that the race is deteriorating. The English giants are apparently to be found in the North. Workingmen, it is said, in the shipyards on Tyneside and district are very much bigger than was the case fifty or sixty years ago.

Taking the whole of the country, the biggest framed men appear to be in the lime-stone districts of Northwest Yorkshire, Westmoreland and Cumberland, while the hilly counties of the North of Ireland can also lay claim to this distinction.

The investigation had also elicited the interesting fact that in the Oldham district are to be found England's dwarfs. Here, and in the Batley locality, the factory operatives are the most diminutive in the country.

The Natural Result.

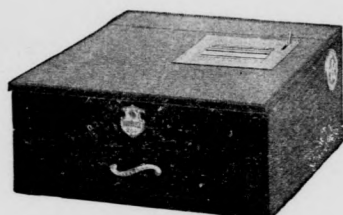
"He's always at his post."

"Yes, that's the reason, I suppose, that all the girls call him such a stick."

When you write Tradesman advertisers be sure to mention that you saw the advertisement in the Tradesman.

DO YOU WANT A CHEAP CASH REGISTER?

HERE IS A PAGE OF THEM



PRICE \$10



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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.

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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.

HISTORY REPEATS ITSELF.

The Development and Degeneration of Nations.

In view of the fact that a scientific commission is engaged in an investigation of the charge that the British race is deteriorating or degenerating and that the matter is being extensively discussed, it is worth while to give the subject some little attention, because it involves problems that affect every branch of the human family.

The population of the British Isles is one of the most remarkable race mixtures. Prior to the historic period the islands were inhabited by several different branches of the Celtic race. The Britons, who covered the greatest part of England; the Welsh, the Cornishmen, the Erse, or Irish, and the Scottish Highlanders, were all members of the same great family of peoples, but possessing many provincial or tribal differences and distinctions. It is known that Phoenician ships from Tyre, Carthage and Cadiz were in the habit of trading in the islands.

Julius Caesar, at the head of a Roman army, invaded and conquered a large part of Britain in the year 55, B. C., and the Romans held the country until 418, A. D., a period of 473 years, and in that time the Roman garrison was composed of Spaniards, Italians and troops from other parts of Europe and from Asia. The Romans always garrisoned a conquered province with soldiers from other countries, and sent to those countries the men recruited in such provinces or colonies, so that there would be no revolutionary collusion between the soldiers and the citizens.

After the retirement of the Romans to defend the "Eternal City" itself against the attacks of the Huns and the Vandals, Britain was invaded by the Angles, the Saxons, the Jutes, the Northmen and the Danes, and each body of invaders gained more or less of a foothold in the islands and thus people of many of the white races were amalgamated with the native races of the islands. This extraordinary mingling of the strongest, the most vigorous and enterprising races in the world has resulted in the creation of a people who have long stood at the head of the modern nations for their achievements in war, in commerce, in manufacturing and in intellectual accomplishments.

This sort of mingling of the superior races has brought forth in every age the master nations of the world. Rome, at the height of its greatness, was possessed by a people made up of many races, and succeeding the British, the American Republic is the grandest example of race mixtures as it is the latest. The chief cause of the degeneration of nations is the destruction of the bravest, the most vigorous and enterprising of their men in wars. Rome poured out the blood of her best and bravest on all the battle fields of Europe, North Africa and Western Asia, while the cowards, the indolent, the self-indulgent, the idlers and loafers remained at home to become the fathers of successive generations. Rome lived as a nation

about a thousand years from the founding of the Republic to the fall of the Western Empire. In that vast period of almost incessant wars her best men were slaughtered year after year, while the camp followers and stragglers returning from the foreign wars brought back with them to Rome every vice and all the moral depravity they had learned in their wanderings, and in the course of years the Roman race became too feeble, too much demoralized to defend the country against the vigorous and fierce barbarians, and so the empire that had for at least five centuries ruled the world lost all semblance of power and retained only the ruins of its once great city, the world's greatest.

It would be too rash to say that the British race has passed the zenith of its power, but if there are any evidences of decline in it, as its own people have changed, it must be from the destruction of its bravest and most heroic men on the plains and mountains of Europe, Asia, Africa and America. There is no quarter of the globe, no land upon its face, that has not been watered with British blood, and such an incessant drain of its most precious lifeblood must work to the degeneration of a race that is constantly losing its manliest men.

France and Spain had their best blood drained from them in centuries of war down to the end of the Napoleonic dynasty, and Germany has suffered as seriously. Russia is still a young country, not long enough in existence to have amalgamated its many races into one type of people nor to have reached the culmination of its power, while Germany has still an opportunity to assemble all the Teutonic peoples of Europe into a single nationality to work out her destiny.

But the mightiest future is in store for the American Republic. It is a combination of all the great races, and of those of them that possessed the daring and the enterprise to cross oceans and seek their fortunes in a

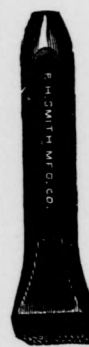
new and, to many, an unknown world. The nation is young and so full of energy, vigor and virile power that it is already being recognized as the primate among the world powers of the twentieth century. Of course, it will rise to some grand height of destiny, and having culminated, it will begin to decline, but that time may be still far away.

In the meantime it must be remembered that the degeneration of the human race is going on to-day at a vastly increased rate, because there are at work destructive influences that have only been known for a few centuries, and from which the Romans were free. For instance, tobacco was brought into Europe and Asia from America, and this dates only from the beginning of the sixteenth century. Spirituous or distilled liquors were not in use until the sixteenth century. Up to the time of their introduction as a beverage people drank wine, beer and cider, all fermented liquors and with small intoxicating power. While opium was known in Asia from the earliest times, morphine, cocaine and other such nerve poisons started in the nineteenth century, and thus it is that many demoralizing drugs which were unknown to the ancients are now exerting a frightful effect in debauching

and destroying the minds and bodies of the people of the twentieth century. There was nothing like them in the times when nations subsisted as such for a thousand years. From this day on a century or two will be all the time required to test and exhaust the possibilities of a people or race.

Otto Von Platen.

The secrets of success are three—work, watch, save. Either without the other two will not avail.

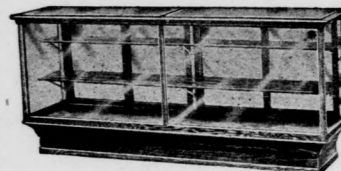


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Are what we offer you at prices no higher than you would have to pay for inferior work. You take no chances on our line. Write us.

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New York Office 724 Broadway

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

Golden Essence of Corn

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

Karo

CORN SYRUP

The Great Spread for Daily Bread.

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

CORN PRODUCTS CO., New York and Chicago.

Japs Are Great Chemists.

Probably no Eastern nation is more strongly represented than are the Japanese in the English annals of science and more particularly in literature and chemistry. They possess an undoubtedly strong faculty for original research and they combine this factor with a sharp-sightedness as to the possibilities of practical application of the fruits of research. The Japanese chemist, in fact, unites the power of originality of the English chemist and the practical intuition of the German. At the University of Tokio practical study is much favored and splendid facilities for work are provided in the laboratories and workshops.

There are several distinguished Japanese chemists who are fellows of the English Chemical Society and who were elected to the fellowship on account of the excellence of their contributions to original science. Many elaborate papers involving long and patient laboratory investigations are printed in full in the transactions of the society. The Japanese chemists discuss with a freedom which astonishes the Western chemists all the modern abstruse theories bearing upon anatomic theory, the constitution of matter, the theory of dissociation, and so forth. They write powerful dissertations on the views already advanced by such esteemed thinkers as Ostwald, Arrhenius, Kelvia, Thomson, Lodge, Crookes and Ramyas, and have offered valuable criticisms on the methods of systematizing and

compiling atomic weights adopted by Western chemists.

Chemistry, of course, is a powerful weapon in war and there can be little doubt that among other things which have so far contributed to Japanese successes is a sound knowledge of explosives, their composition, action and behavior under a variety of conditions. When there is no longer any need for the implements of battle, and may that soon be, the same subtle insight which is so marked a feature of the Japanese intellect may turn with equal success to the application of science to peace pursuits.

Buying and Selling an Art.

Being a good buyer does not always make a successful merchant. In fact a real good crack-a-jack buyer is seldom a good salesman. To make a good merchant there should be a combination of buyer and salesman.

Especially is this true in a small retail business. Large houses can afford to have specialists as buyers and specialists as salesmen. The small retailer not having resources sufficient for this must to be successful combine the two forces in his own person. The writer believes that salesmanship is a gift, and unless a man has it "in him" it is a hard job to learn it. The same with buying. But a man can take what he has and cultivate it until he accomplishes something.

Of the two we should class the art of selling as the more important.

It is possible for a good salesman

to overcome the difficulties of buying, for in these 20th century days buying is much easier than it used to be.

Prices are more stable. The house salesman has an interest in taking care of his customer, and this being the case there are fewer pit-falls for the feet of the unwary buyer. Keeping quiet and looking wise sometimes gives a man more reputation as a buyer than by being mouthy and knowing it all.

Retailers who have learned that there is a distinction between taking orders and selling goods have done much for themselves in understanding that selling is an art. Customers nowadays expect not only to get what they ask for but to be sold something else. It is a poor salesman who can not add an item or two to a customer's list.

Your good salesman always has something in his mind for each especial customer and unobtrusively and without undue persistence can usually sell what he wants to sell.

Customers like this attention.—Grocers' Review.

Told by the Furniture Salesman.

A Grand Rapids furniture drummer just back from a Far Western trip brings home this "tale of the road." Half a dozen traveling men, he says, were waiting in an Iowa town station the other evening for a train for Chicago. A fierce storm was raging.

"This is a sorry night to be on the road," remarked the shoe drummer.

"Yes," said the cigar man, "and it was just such a night as this last summer when a train on the road struck a bad place four miles east of here and the next instant ran off the bridge. I was the only passenger on the train to escape with his life."

"What month was that in?" he was asked.

"Latter part of July."

"I fail to recall that wreck," said one of the crowd.

"So do I," said another.

"How many did you say were killed?" asked the shoe drummer.

"Didn't say any one was killed," replied the cigar man.

"You didn't, eh? You said you were the only passenger who escaped with his life."

"Certainly. That's easily accounted for," explained the cigar man, looking innocent. "I was the only passenger on the train."

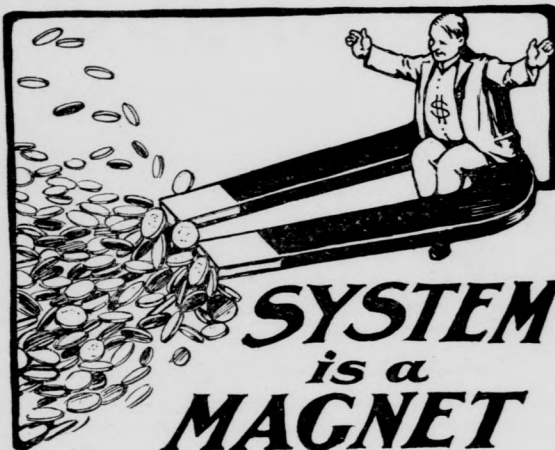
"Aha! That's your game, is it?" said the shoe drummer.

"Hold on, there!" said the only one in the party who had not spoken up to this time, as he hustled up in front of the cigar man. "You said the train struck a bad place in the road."

"So it did, but it got over it all right."

"It did, eh? But how about running off the bridge?"

"That's all right. We ran off after we had crossed it. The story is all right, boys. You can't find any flaw in it."



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

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

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

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

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

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

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

Lamson Consolidated Store Service Co.

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



Cause of Advance in Price of Shellac.

In response to letters recently received from consumers of shellac asking the cause or causes of the advance in prices, I submit the following facts: Lac is produced in almost every province in India, but principally in the Central Provinces, Bengal and Assam, from which the largest amounts exported are obtained. That produced in other districts is chiefly consumed in local manufacturers of bracelets, rings, beads, and other trinkets worn as ornaments by the women of the poorer classes, and in the manufacture of wood lacquer work, which seems to have been begun in very remote times. Some very artistic work is now done in this line. Lac is the incrustation deposited by the lac insects on the branches of certain trees, and is collected, as a rule, by the jungle tribes, who break off the branches on which it is deposited. In this state it is called stick lac, and sold by the gatherers to local dealers, who sell it to the manufacturers of shellac or button lac, who put it through various processes until it becomes the lac of commerce. The United States and the United Kingdom furnish the principal markets for lac, taking by far the larger part of all that is produced. Smaller quantities are exported to continental Europe. Nearly all is shipped from Calcutta. During the last fifteen years there have been remarkable fluctuations in the amount exported. Since 1895 there had been a gradual reduction in prices, but during the past two years the product has been comparatively small, while the demand has largely increased. This increased demand is mainly due to the use of shellac in electrical works and in a minor degree for making gramophone records. This increased demand, the small production of the past two years, and the scarcity of stock have attracted speculators, which no doubt has tended to further advance prices. Another reason for the recent advance in prices is the fact that the lac dye, which formerly represented the manufacturer's profits, has been replaced by aniline dyes, and the price of the lac has been increased to make up for the losses due to this falling off in the demand for dye. The present high prices may stimulate production and reduce the prices, or the increasing demand may cause a further advance in prices.

Increasing Usefulness of Asbestos.

In the important work of protecting life and property from fire, says an exchange, there is a growing appreciation of the value of asbestos and a constant increase in its use. It has a combination of properties unlike that of any other substance found in nature. No other product as yet

discovered could take its place. It has been called mineral wool, and also the connecting link between the mineral and the vegetable kingdoms. After the fibers of asbestos have been separated from their mother rock they have a fluffy softness and whiteness much like that of wool or cotton, and by a process very similar to that of ordinary weaving they are converted into cloth. It is a cloth, however, which, owing to its mineral origin, is impervious to fire, and herein lies its value. It is more and more extensively used in this country for fire-proof curtains, for firemen's helmets, jackets and leggings, and for gloves and shields for men working at the mouths of furnaces. The texture of the fabric resembles that of canvas, so it is too coarse, as now manufactured, for such delicate materials as those of lace curtains and women's dresses, for which its use has been suggested, but an interesting way in which it is now utilized is in the work of surgeons in making splints and dressing wounds. Cotton and wool must be specially treated to be rendered absolutely clean and antiseptic, while asbestos is naturally so.

Even Sad Irons Wear Out.

I have a word of comfort for the sad-iron maker, that is to say, the manufacturer of sad irons. Hitherto that individual has had the sympathy of most of us because of the limitations with which his trade is invested. Sad-irons, for instance, are not subject to change of fashion nor do they readily wear out; "age does not wither" them nor "custom stale." Hence it is not a bit of good piling them into the window and labeling them "last season's stock" or "sweeping reductions," or anything of that kind; nor is it any use offering them at thirteen to the dozen. People will not rush to buy them. One flat iron at a time is enough for most people, and too many for some. An American experimentalist has discovered, however, that when iron is heated to a high temperature repeatedly it increases permanently in bulk and becomes porous. If that is so, it is evident that when a sad-iron has been in use for some time and has become expanded, and consequently porous, its capacity for acquiring and retaining heat must diminish considerably; hence, although the housewife may not as yet be aware of it, her sad iron is steadily losing tone—growing old, in fact—and if she would get the best economic results from her labors, it ought to be renewed.—Vulcan in Ironmonger.

The leather goods man has many a clever novelty to show the up-to-date buyer, and the buyer who can not work up enthusiasm over some of the new goods this season is utterly lacking in business perception. The bag field is a broad one and is one which every buyer should carefully investigate before placing his order, for there is a great number of new models on the market all more or less meritorious.

Rubber Tire

We make a specialty of putting on Rubber Tire. We can put on new Channel and Rubber Tire, or re-rubber the old channels. We do not mar the wheels.

We use only the Best Rubber

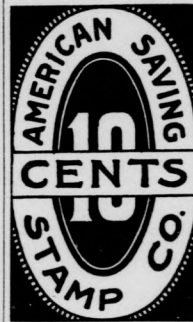
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This Stamp



Stands
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Integrity
Reliability
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Redeemable
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**American
Saving Stamp Co.**

90 Wabash Ave., Chicago, Ill.

Buy Glass Now

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

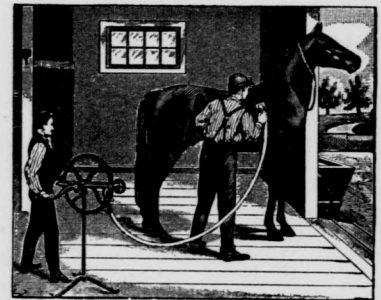
Grand Rapids Glass & Bending Co.

Grand Rapids, Mich.

Factory and Warehouse Kent and Newberry Streets

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

Horse Clippers



20th Century, List \$5.00.

1902 Clipper, List \$10.75.

Clip Your Neighbor's Horses and Make Money.

FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

The Merchant and the Trade Paper.

Trade papers have for many years played an important part in the development of American business, and every year finds them more widely read than ever before. This is as it should be, only it is to be hoped that men in all lines of business will realize the possibilities to be derived from the careful reading of literature of this kind, and that they will give it the attention and support it so richly merits. When one considers what an immense amount of good trade papers have done, it is only surprising that so very few business men, comparatively, avail themselves of the many advantages and privileges placed at their disposal so generously and at such a reasonable price. While there are, of course, and always will be, papers of little or no value, there are, on the other hand, a number which are really good and helpful.

As a matter of fact, no business man can really afford to be without several good trade papers. It would, indeed, be well for him to subscribe for at least half a dozen just as soon as he will learn to discriminate between as he can afford to do so, for then he will learn to discriminate between those which are good and those which are not, and the money which he spends thereafter for the purpose of keeping in touch with the methods and doings of those in other as well as in similar lines will be more likely to be invested wisely.

One can not, however, acquire wisdom or knowledge by simply enclosing a check for the amount of the subscription. If this were the case, all men would quickly find themselves on an equal footing, business would be a continual joy, and trade papers would in very short order be nothing more or less than insurers of business success at premiums ridiculously low. Which, interpreted, means that trade papers point the way, if one will only devote a small part of his time to reading them.

Few men are so busy that they have no time to read trade papers. The evenings at home can not be spent to better advantage by him who wishes to achieve the greatest possible success, than in reading one or more in an understanding way. Right here comes the rub—in an understanding way. And it is because a great many men do not know how to read a trade paper, that they do not read them at all. They look for something which will fit their particular case, and if it does not immediately appear, they come to the conclusion that the paper is not worth while, and lay it down, to their own direct loss.

Now, the right way to read a trade paper or any other kind of paper, for that matter, is to place one's self in a state of mind which may be termed both perceptive and receptive. By doing so, one will perceive that which is of value and store it away where it may readily be found when wanted, instead of reading the articles as if they were just so much reading matter which must be read somehow or other. Then, that which

may be read between the lines, so to speak, is often of much greater value than that which is printed, and the reader should always be on the alert to see and feel such things. Because an article is supposed to interest, primarily, retailers, is that any reason why a mail order man should not read it? Hardly, for it may contain a suggestion worth dollars upon dollars to him. To offset this, it frequently happens that retailers can learn much from what was intended in the first place for mail order men.

So it is in all lines. Everywhere pointers abound. One need only train his powers of discrimination and all the wealth of thought from far and near is at one's service at a nominal price. And this wealth of information can not possibly be otherwise than of decided benefit, properly used.—Printers Ink.

Table Knives in England.

Seeing how extensively American ideas are copied in this country, surprise has been expressed that the American style of table-knife has never "caught on" here, writes a contributor to the Ironmonger. In most of the hotels, and to a considerable extent in the homes of the middle and upper classes in the United States, the table-knives used have electro-plated blades, whereas in this country such blades are scarcely ever seen. Not only the most wealthy classes, but even the British Royal family, are content with ordinary unplated steel blades. Americans say that they prefer plated blades because they look nicer and are easier to clean than are plain ones. When asked why they do not offer similar cutlery in the home market, Sheffield cutlery manufacturers reply that British people would never buy it or use it. So far as we are aware, however, this point has never been put to the test, for the British public have no opportunity of trying plated knives. It is notable that British and European people who settle in the United States soon fall into the way of using plated knives, and an obvious explanation of this circumstance is that they see such knives in use and on sale. If they were pushed for sale vigorously who can say that they would not gain a certain amount of popularity here?—Ironmonger.

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.

You must keep books if you would keep business.

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

\$500 Given Away

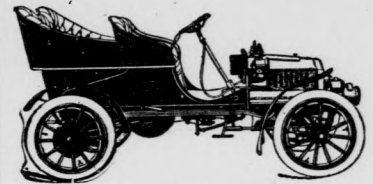
To a certain number of consumers buying ALABASTINE and sending us before October 15, 1904, the closest estimates on the popular vote for the next President. Write us or ask a dealer in Alabastine for the easy conditions imposed in this contest, which is open to all.

ALABASTINE

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.

Sample Card Free. Mention this paper. ALABASTINE CO., Grand Rapids, Mich. or 105 Water St., New York City.

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.

Freight Receipts

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

BARLOW BROS., Grand Rapids

Built Like a Battleship

STRONG AND STAUNCH

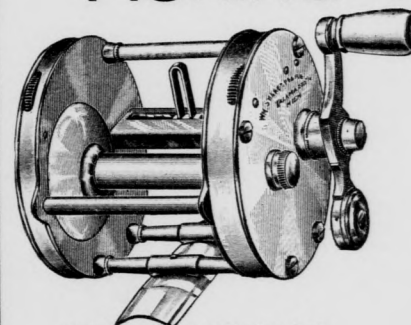
Always Neat And Hold Their Shape



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

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FISHING TACKLE



Shakespeare's Level Winding Reel.

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

Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.

Michigan Agents for

Warren Mixed Paints, "White Seal" Lead, Ohio Varnish Co.'s "Chi-Name!" at wholesale

THE MAKING OF PERFUME.

The Art Likened To That of the Cook.

A perfume has been defined as "a caress to the nostril;" an odor is an undue familiarity. Caresses and perfumes are matters of taste. Some like them soft and some want them strong. One is satisfied with a delicate touch, another craves a hearty slap. One responds to an impress that another does not notice, and the vigorous taste of the second is abhorrent to the first.

The perfumer must meet all tastes, and satisfy them as far as he can. And since there is much in a name, he is expected to satisfy a variety of tastes with perfumes of the same name. One can see this illustrated in the variety of "violet" extracts that contrast with each other in the market.

There is no standard in taste that applies widely, and there is no standard in perfumes that is generally acceptable, even for a single kind of perfume.

Take a rose perfume, for instance. There are extracts to be obtained that imitate the soft odor of a Jacqueminot rose fairly closely, and there are those that are pungent and more nearly resemble the geranium. But the verity of the one does not hurt the popularity of the other.

Nor is price any indication of delicacy or trueness, for there is as wide a range of tastes among the rich as among the poor. A perfumer must satisfy the buyer, whatever may be the cost; and really fine and delicate perfumes can be made to sell at a low price. Price, indeed, is scarcely an indication of taste, but appeals to other qualities in the buyer.

The art of the perfumer is very similar to the art of the cook. It is very largely a matter of seasoning. Odors, like foods, have to be seasoned to make them appeal. The cook knows that beef needs plenty of salt and a little butter; that pork is relished better with a mild sour, like apple sauce; that fish needs a sharp sour—pickles or lemon; that lamb wants a spicy sour—mint sauce; and that desserts must be flavored and sweetened right if they are to be palatable.

And similarly the perfumer must know the needs of his odors to develop their characters and make them appeal. He knows that rose must have some spice; that violet requires a little "pickling;" that heliotrope must be sweetened, etc. But the cook has this advantage—that the man who prefers Worcestershire sauce on his beef knows what he wants and suits his own taste; that he who likes the sharp Tabasco sauce on his fish will use it; and that all will employ pepper, salt, vinegar, and sugar ad libitum.

But the perfumer must do all the seasoning for his customers, and his success will depend upon how accurately he gauges their tastes. He can not explain to them that some will like more spice in their rose than others, that a delicate violet may be sharpened to suit any taste,

and that seasoning can be added to odors as to foods, to please all. For there are many more varieties of spices in perfumes than in cooking; there are a large number of sweet odors, and there are several of the sharper odors. And in perfumes a proper choice must be made, and then only time can "cook it in."

Broadly speaking, the art of the perfumer lies in a proper use of the seasoning odors that may be likened to the pepper, salt, sugar and vinegar of cooking. The perfumer knows his odors much as the cook knows his seasoning.

The fundamental odor of a perfume is a simple matter. For instance, oil of rose is the basis of a rose perfume. But every druggist knows that oil of rose and alcohol will not make a perfume. It would be flat, like an unseasoned meat. First it needs "salt." Here come in the things that impart stability and develop flavor or odor. Such substances as musk, civet, benzoin, copaiba, Peru balsam, ambergris, cinnamon, etc., are in this category. They "fix" the odor and hold it. They must, like salt, not be prominent of themselves, but their effect on the perfume must be marked. Most perfumes must be well "salted," and some to a delicate taste are disagreeably "salty," but others like them the better for this quality.

Then a rose perfume needs a little "pepper"—used sparingly, of course. There are a variety of spicy odors that permit of a selection: clove, mint, vetiver, patchouli, camphor, geranium, guaiac wood, wintergreen, and a host of the aromatic odors. The results here will depend more upon a proper proportion of the one selected than upon a fine discrimination in selecting, although the latter will be apparent also.

Finally, a dash of "vinegar" will brighten the whole and make it a charm to the nostrils. Here again a selection is to be made from such odors as almond, sandalwood, cedar, hyacinth, heliotrope, lavender, ligna-loc, terpineol, etc. The perfume must not be "pickled," but enough of one or more of these is needed to brighten the whole.

Rose, being a sweet odor in itself, needs no sweetening, but some odors would need more of the "sugar" and less or more of the pepper or vinegar, to develop them into acceptable perfumes.

So the perfumer must know his seasonings and how to select them, as the cook knows his. He must know their qualities, their application and their power. But his art is far more complicated than the cook's, for not only has he a much larger variety of agents to choose from, but time is his only test of judgment.

Soft odors develop on standing; the "pepper and vinegar" odors grow mellow, and may disappear; the "salt" blends and loses its individuality; but all this takes time—weeks and months. Then, after standing for several months, if the perfumer is not satisfied, he must decide whether

an error has been made in the selection of some ingredient, or in the proportions used.

Familiarity with odors enables him to judge pretty accurately whether he has too much pepper in his combination, or the wrong kind of spice is present; whether it needs more vinegar, or is already pickled too much; and whether he has enough salt in it to blend well, or whether it is lacking in these qualities.

It is easy to spoil a perfume by a wrong selection of seasoning, or an unbalanced combination. Even to the consumer that likes everything highly seasoned, only a proper blending of salt, spice and vinegar will appeal. And in perfumes, a single erroneous selection may spoil an entire combination, and puzzle the perfumer for a time to learn where the trouble is. Odors may neutralize each other, or a dull or heavy odor may smother a soft and delicate one, whereas a brighter and stronger, perhaps even a ranker odor, may develop the delicate one. The perfumer may not hit the most effective of some class of seasoning in a combination, and yet may succeed with the public to a good degree; but if he happens upon a "salt" that smothers the pleasanter qualities in the combination, the public will be quick to reject the product.

The secrets of perfumery, then, lie in the proper seasoning of odors. The development of synthetic and artificial floral odors in recent years makes the fundamental odors a very simple matter. Every one knows that oil of rose is the basis of a rose perfume; ionone or oil of orris of a violet perfume; heliotropin of a heliotrope perfume; terpineol of a lilac, etc. But these of themselves are flat. They need just the proper seasoning to make them tasteful. And the "strength" of the perfume will not depend upon the quantity of the basal odor used, but upon its development by the seasoning odors.

Much that is misleading has been written about perfumes—about special facilities for getting basal odors, extreme precautions in qualities, and special facilities for combining or for ripening perfumes.

Quality counts in perfumes just as it does in foods. The best is inimitable, but the public is often content to take secondary grades. Whatever quality they may choose, the seasoning is imperative. And the higher seasonings, the more pungent or "stronger" effects, cover the finest qualities and make them less necessary. The more delicate the odor, the finer must be the qualities of all the ingredients. But whether the public really wants delicate or vigorous odors is a matter of observation.

And as soon as some qualified writer shall analyze the effects of the seasoning odors, and shall establish some simple rules to govern their selection and use, the retail pharmacist will be in a position to make satisfactory perfumes for himself.—Wilbur L. Scoville in Bulletin of Pharmacy.

THE NOTION PEDDLER.

He Has Practically Disappeared from the Cities.

The wandering peddler who, with his wonderful pack of wonderfully assorted goods, used to come around to homes in the residence portions of the cities, has in the last few years diminished rapidly in numbers until he is now almost, if not quite, extinct except in the country towns and rural districts. Occasionally there comes to the back door a woman or girl or even an old man selling matches or needles or some other small articles, but the real peddler—he who spread out his pack and showed an assortment of goods ranging from a bar of tar soap to a small melodeon—is seldom seen.

Department stores, it is alleged, are the force that has driven the wandering merchants out of business in the city. The gradual cheapening of small goods and notions, extensive advertisement of the same and the establishment of innumerable small general stores throughout the city have all helped to make the peddler's vocation unprofitable here. But the peddler is still at his trade. Deprived of the opportunity to make a livelihood by following it in the city, he has not abandoned it and gone into something else, as do many. He has taken himself and his pack away from the influence of hostile stores and now does his peddling in the country.

Where before his district was limited by streets it is now measured by counties and even states. He knows that the city housewives will have none of him because of the bargains that may be had at the department stores, but he knows also that the farmer's wife, out in the country where department stores are unknown, is ready and even anxious to look at his stock and, being a thorough business man in all instances, the peddler wastes no time in the city, but goes countryward when his pack is complete.

The amount that the prospective peddler is forced to invest before he has sufficient stock to take the road varies with what he intends to sell, the country he is going into, and the state of his finance. There are peddlers' stocks in which the average cost of the items contained is only 1 cent apiece. The variety that obtains in this stock will surprise the layman, and its cost is sometimes as low as \$5. To prove the shrewdness and business capacity of the men who take out these small packs an outfitter said it was not infrequent for one of them to be gone one month and come back with \$50 to show that he had disposed of his stock profitably.

From the \$5 packs, which are seldom taken out unless as a side line, the peddlers' investments run up to \$200 and \$300; but when one of them goes out with such a stock he has a wagon and generally a helper to assist him in his work. These peddlers are the aristocrats of the profession and the envy of all those who have not yet attained to the dignity of a horse and wagon. They leave

the city with their stock generally in the spring and if they go to the North, or in the states adjoining, they stay out until snow and inclement weather actually drive man and beast back to the city for the winter. If they go South they sometimes stay out a full year and reach far down into Louisiana and other Southern States in their travels. When they return it is sometimes with a store of money taken from the rural districts that many a small storekeeper in the city might envy.

The peddler who reaches to the height of owning his horse and wagon and stock is in reality a wandering storekeeper. His stock is as complete as many small general stores, sometimes even including a small stock of clothing of all kinds. But there are comparatively few who do this. The great majority of the peddlers who go into the surrounding country invest from \$5 to \$30 in their stocks. This gives them an assortment as large as they can conveniently carry, and when they wish to replenish any part of it the same can be shipped to wherever they may be along the road.

Not all peddlers who go out pay for their own stocks. Each of the houses who outfit peddlers has in its employ several peddlers who sell goods from house to house, much after the manner of traveling salesmen. They receive a commission, and it is in this way that the peddler generally enters the business when his capital is depleted. Sometimes their earnings would be considered good wages by most workers; again they come home with only a few dollars to their credit. So far as profits on the goods sold go, it is doubtful if there is any business that pays the percentage that the peddler's does. A paper of assorted needles bought for 25 cents a dozen sells for 10 cents each. This is a little more than the average profits of the peddler, for in the sections of the country adjacent to large cities the price on all articles is cut lower than it is in the sparsely settled regions.

The percentage which the "commission peddler" receives is all that is left after he has returned for the goods at the outfitter's price. The outfitter fixes a price to the peddler, and this he must return on all goods sold. The rest is his own. This makes his percentage of profit entirely dependent upon the prices he will charge, and the peddler is never weak hearted when it comes to a question of profits. The advantage in this kind of peddling lies in the fact that the outfitter will take back such goods as are unsold, provided they are returned in good condition, the peddler not losing by taking out a large stock.

The peddler of this year is merchant of next. Nearly all of them save money and go into business in a more stable form. These wanderers generally find the best fields for their endeavors when they decide to quit the road in the small country town. The town recently founded in a new country attracts them, and they betake themselves and their families there. Harry B. Eldridge.

Hardware Price Current

AMMUNITION				
Caps				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads				
Black edge, Nos. 11 & 12 U. M. C.	60			
Black edge, Nos. 9 & 10, per m.	70			
Black edge, No. 7, per m.	80			
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of	oz. of	Size	Per
Powder	Shot	Shot	Gauge	100
120	4	1 1/2	10	\$2 90
129	4	1 1/2	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/2	1 1/2	5	2 95
154	4 1/2	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/2	1 1/2	6	2 65
265	3 1/2	1 1/2	5	2 70
264	3 1/2	1 1/2	4	2 70
Discount 40 per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60			
Shot				
In sacks containing 35 lbs.				
Drop, all sizes smaller than B.	1 75			
Augurs and Bits				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. Steel	7 00			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad	15 00			
Garden	33 00			
Bolts				
Stove	70			
Carriage, new list	70			
Plow	50			
Buckets				
Well, plain	4 50			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought Narrow	60			
Chain				
Common	1/4 in. 5-16 in. 3/8 in. 1/2 in.			
BB	7 c. 6 c. 6 c. 4 c.			
BBB	8 1/2 c. 7 1/2 c. 6 1/2 c. 5 c.			
Crowbars				
Cast Steel, per lb.	5			
Chisels				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
Elbows				
Com. 4 piece, 6 in., per doz.	net 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40 10			
Expansive Bits				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
Files—New List				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List 12 13 14 15 16 17				
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s	60 & 10			
Glass				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the Light	dis. 90			
Hammers				
Maydole & Co.'s, new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
Hinges				
Gate, Clark's 1, 2, 3	dis. 60 & 10			
Hollow Ware				
Pots	50 & 10			
Kettles	50 & 10			
Spiders	50 & 10			
Horse Nails				
Au Sable	dis. 40 & 10			
House Furnishing Goods				
Stamped Tinware, new list	70			
Japanned Tinware	30 & 10			

Iron		2 25 c rates
Bar Iron	Light Band	3 c rates
Nobs—New List		
Door, mineral, jap. trimmings	75	
Door, porcelain, jap. trimmings	85	
Levels		
Stanley Rule and Level Co.'s	dis	
Metals—Zinc		
600 pound casks	7 1/2	
Per pound	8	
Miscellaneous		
Bird Cages	40	
Pumps, Cistern	75	
Screws, New List	85	
Casters, Bed and Plate	50 & 10 & 10	
Dampers, American	50	
Molasses Gates		
Stebbin's Pattern	60 & 10	
Enterprise, self-measuring	30	
Pans		
Fry, Acme	60 & 10 & 10	
Common, polished	70 & 10	
Patent Planished Iron		
"A" Wood's pat. plan'd, No. 24-27	10 80	
"B" Wood's pat. plan'd, No. 25-27	9 80	
Broken packages 1/4 c per lb. extra		
Planes		
Ohio Tool Co.'s fancy	40	
Sciota Bench	40	
Sandusky Tool Co.'s fancy	40	
Bench, first quality	45	
Nails		
Advance over base, on both Steel & Wire		
Steel nails, base	2 75	
Wire nails, base	2 30	
20 to 60 advance	Base	
10 to 16 advance	5	
8 advance	10	
6 advance	20	
4 advance	30	
3 advance	45	
2 advance	70	
Fine 3 advance	50	
Casing 10 advance	15	
Casing 8 advance	25	
Casing 6 advance	35	
Finish 10 advance	25	
Finish 8 advance	35	
Finish 6 advance	45	
Barrel 1/2 advance	85	
Rivets		
Iron and Tinned	50	
Copper Rivets and Burs	45	
Roofing Plates		
14x20 IC, Charcoal, Dean	7 50	
20x28 IC, Charcoal, Dean	9 00	
14x20 IC, Charcoal, Allaway Grade	15 00	
14x20 IC, Charcoal, Allaway Grade	9 00	
20x28 IC, Charcoal, Allaway Grade	15 00	
20x28 IC, Charcoal, Allaway Grade	18 00	
Ropes		
Sisal, 1/4 inch and larger	10	
Sand Paper		
List acct. 19, '86	dis 50	
Sash Weights		
Solid Eyes, per ton	30 00	
Sheet Iron		
Nos. 10 to 14	\$3 60	
Nos. 15 to 17	3 70	
Nos. 18 to 21	3 90	
Nos. 22 to 24	4 10	
Nos. 25 to 26	4 20	
No. 27	4 30	
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.		
Shovels and Spades		
First Grade, Doz.	6 00	
Second Grade, Doz.	5 50	
1/4 @ 1/2	21	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
Squares		
Steel and Iron	60-10-5	
Tin—Melyn Grade		
10x14 IC, Charcoal	\$10 50	
14x20 IC, Charcoal	10 50	
10x14 IX, Charcoal	12 00	
Each additional X on this grade, \$1.25.		
Tin—Allaway Grade		
10x14 IC, Charcoal	\$ 9 00	
14x20 IC, Charcoal	9 00	
10x14 IX, Charcoal	10 50	
14x20 IX, Charcoal	10 50	
Each additional X on this grade, \$1.50.		
Boiler Size Tin Plate		
14x56 IX, for No. 8 & 9 boilers, per lb.	13	
Traps		
Steel, Game	75	
Oneida Community, Newhouse's	40 & 10	
Oneida Com'y, Hawley & Norton's	65	
Mouse, choker, per doz.	15	
Mouse, delusion, per doz.	1 25	
Wire		
Bright Market	60	
Annealed Market	60	
Coppered Market	50 & 10	
Tinned Market	50 & 10	
Coppered Spring Steel	40	
Barbed Fence, Galvanized	3 00	
Barbed Fence, Painted	2 70	
Wire Goods		
Bright	80-10	
Screw Eyes	80-10	
Hooks	80-10	
Gate Hooks and Eyes	80-10	
Wrenches		
Baxter's Adjustable, Nicked	30	
Coe's Genuine	40	
Coe's Patent Agricultural, Wrought	70 & 10	

Crockery and Glassware

STONEWARE		
Butters		
1/2 gal. per doz.	48	
1 to 6 gal. per doz.	6	
8 gal. each	62	
10 gal. each	66	
12 gal. each	78	
15 gal. meat tubs, each	1 20	
20 gal. meat tubs, each	1 60	
25 gal. meat tubs, each	2 25	
30 gal. meat tubs, each	2 70	
Churns		
2 to 6 gal., per gal.	6 1/2	
Churn Dashers, per doz.	84	
Milkpans		
1/2 gal. flat or round bottom, per doz.	48	
1 gal. flat or round bottom, each	6	
Fine Glazed Milkpans		
1/2 gal. flat or round bottom, per doz.	60	
1 gal. flat or round bottom, each	6	
Stewpans		
1/2 gal. fireproof, ball, per doz.	85	
1 gal. fireproof, ball per doz.	1 10	
Jugs		
1/2 gal. per doz.	60	
1/4 gal. per doz.	45	
1 to 5 gal., per gal.	7 1/2	
Sealing Wax		
5 lbs. in package, per lb.	2	
LAMP BURNERS		
No. 0 Sun	35	
No. 1 Sun	38	
No. 2 Sun	50	
No. 3 Sun	85	
Tubular	50	
Nutmeg	50	
MASON FRUIT JARS		
With Porcelain Lined Caps		
Pints	Per Gross.	
1	4 00	
Quarts	4 50	
1/2 Gallon	6 25	
Fruit Jars packed 1 dozen in box.		
LAMP CHIMNEYS—Seconds		
Per box of 6 doz.		
No. 0 Sun	1 60	
No. 1 Sun	1 72	
No. 2 Sun	2 54	
Anchor Carton Chimneys		
Each chimney in corrugated carton		
No. 0 Crimp	1 80	
No. 1 Crimp	1 78	
No. 2 Crimp	2 78	
First Quality		
No. 0 Sun, crimp top, wrapped & lab.	1 91	
No. 1 Sun, crimp top, wrapped & lab.	2 00	
No. 2 Sun, crimp top, wrapped & lab.	3 00	
XXX Flint		
No. 1 Sun, crimp top, wrapped & lab.	3 25	
No. 2 Sun, crimp top, wrapped & lab.	4 10	
No. 2 Sun, hinge, wrapped & labeled.	4 25	
Pearl Top		
No. 1 Sun, wrapped and labeled	4 60	
No. 2 Sun, wrapped and labeled	5 30	
No. 2 hinge, wrapped and labeled	5 10	
No. 2 Sun, "small bulb," globe lamps.	80	
La Bastie		
No. 1 Sun, plain bulb, per doz.	1 00	
No. 2 Sun, plain bulb, per doz.	1 25	
No. 1 Crimp, per doz.	1 35	
No. 2 Crimp, per doz.	1 60	
Rochester		
No. 1 Lime (65c doz.)	3 50	
No. 2 Lime (75c doz.)	4 00	
No. 2 Flint (80c doz.)	4 60	
Electric		
No. 2 Lime (70c doz.)	4 00	
No. 2 Flint (80c doz.)	4 60	

LEATHER GOODS.

Prevailing Fads and Fancies of the Season.

It is still rather early to show the leather lines, there being few buyers in town, and those few not being particularly anxious to buy so early in the season. The manufacturers have been busy getting ready for this fall trade, and it may confidently be asserted that the offerings are good value, and some of the novelties noticeable for their merits.

The fall and holiday lines are now ready and the visiting buyers are glancing over them in a critical manner. Although the manufacturer is largely fashion's creator, the effect of the buyers' opinions is very strong, and while the manufacturer may think that a certain novelty is especially worthy he will be likely to modify and change it, if it receives unfavorable comment from buyers upon its initial showing.

Judging from the lines now ready and selling it seems as if it were possible to tell with a certain degree of accuracy what will be the prevailing fads and fancies of the season. Leathers will be the staples, such as seal, walrus, sea lion and some fancy grain effects. Shapes are greatly modified, with a return to the smaller and medium sizes in handbags and leather goods in general. The extremes of last season are conspicuous by their absence, although there are several novelties of the season which are eccentric in their way and are sure to attract attention from discriminating buyers.

In bags it is said that the most favored shape will be the long narrow bag. In this class the envelope and the Vanity and in fact most of the new bags of the season appear with decided variations.

Retailers are not making the immense profits in tourists goods which they confidently expected to early in the year. Many of the stores which do not ordinarily carry goods of this class, this year have laid in good stocks and are selling them at low prices, so as to keep them moving. The prices are lower for this reason than it was expected, and there are fewer of the goods sold than was expected. People are not rushing to the Fair in such numbers as they might do, and this rather helps in the general depression.

Coque de Roche is the name of the line shown by a prominent manufacturer in town. The goods show up beautifully and are sure to attract attention everywhere they are exhibited. All the season's novelties are made in this finish and the novelty and exquisite coloring of the leather is something which every woman of taste will readily appreciate.

The cost of natural grain calf is considerably less than seal, a fact which is of vast importance this season in view of the rumored rise in the price of seal.

At the present time there are strong indications of considerable activity in Japanese leather, including a slight revival of the netsuke. This is accentuated by a remarkable price inducement for genuine native goods.

It is reported that these goods are offered the trade at less than half the former prices, whole dozens going for less than one article in former times.

Fitted bags seem to be the vogue this season, and some of the latest models are shown with such a multiplicity of fittings that only a woman could find the article desired among such a superfluity of silver and cut glass.

One fitted bag of original construction is the "Renew." It is modeled somewhat on the order of the "Envelope," without the triangle flap, but more like a large card-case or bill-book. Double straps are attached by means of rings to each corner, making a double handle, and serving to keep the bag closed when carrying. It comes in all leathers, and contains mirror, scissors, file, powder puff, etc.

A rather bizarre novelty in the shiny leather class is "Spotted Ecrusee," a fanciful effect in enameled calf of all colors, with spots in gold or silver irregularly covering the surface. It has a dainty Parisian air, and is likely to take its place among the extremes of the season.

Collar and cuff sets have not met with the approval expected. Perhaps they were introduced at the wrong season, as they were not well adapted to hot weather wear, having too heavy an effect, besides the leather is apt to steam from perspiration and this does not improve its appearance. It is expected that they will be popular for fall wear, however.

The newest styles in initials is seen in the application of a circular gilt metal plate on the front of the bag, usually in one corner. The purchaser's initials or monogram is engraved on this by the dealer. It is claimed that this innovation is simply the outcome of the enameled medalion effects so popular recently.

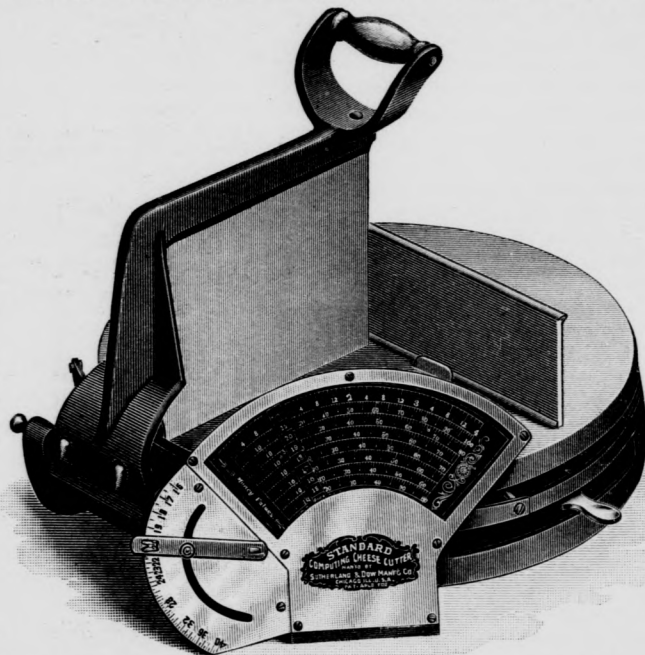
Leather covered frames with both lock and snap fastenings and leather handles of the braided sort and strap handles will be the prevailing styles in the bag world.

The button trade has not enjoyed the phenomenal prosperity any more than some of the other branches of the fancy goods and notion business. People are bound to use a certain amount of buttons every year, and this year has proved no exception in this. Early in the year it was considered dubious concerning the fate of the novelties brought over from the other side, but later it was fully demonstrated that the American people want good quality and are willing to pay for it. The Pompadour buttons are perhaps the newest things in the button line, and have met with the approval of buyers and discriminating people generally. These come in all sizes.

Dress shields, which had a poor season earlier in the year, are now selling briskly, for buyers must make a good showing for their fall and winter trade, and the only manner in which they can do this is to lay in a good clean stock of desirable goods.

You Have Said There Is No Money In Cutting Cheese

You were no doubt correct, but there is money in cutting cheese if you use a



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"Where Quality is Paramount"

201 East Water St., MILWAUKEE, WIS.

Try "Our One Day Mail Order Department" for service.

DOLLS AND TOYS.

Novelties Now in Readiness for the Holidays.

The idea of the "Whirl-a-mobile" seems to be an entire new novelty. These little automobiles are equipped with wheels on wires from which the autos hang. They run very rapidly down a wire curved around a pole, and have wheels to run on the floor when they reach the end of their spiral course. These come in four sizes to retail for 10, 25 and 50 cents, and one large one to retail for \$1.

The shoo-flies in the form of domestic animals made big hits when they appeared, and buyers are looking for first-class goods made so well that they can guarantee them for a certain time. The time of cheap goods like those formerly so popular has passed, and the toy store or department which is now able to supply the demand for high-grade articles is the one which is doing the business. While many buyers object to paying good prices for fine shoo-flies, still more and more of them are beginning to understand the increase of the demand for fine goods.

In the lines of odd furniture for children perhaps none are quite as eccentric as the rustic designs. These pieces are made of wood, with the bark on, and the designs are in the oddest patterns imaginable. Quaint little settees and chairs, which look as if they might have come over in the Mayflower are among the offerings in this line.

The recent endurance contests should inspire every child with the desire to own a first-class touring car of his own. Thanks to the ingenuity of the manufacturers of children's automobiles, it is now possible to secure machines which are perfect miniatures of the larger vehicles, and which are geared so that pretty respectable time can be made. This auto-touring car is equipped with baskets and all the modern fittings and, in addition, has lamps with the flaring fronts "just like big folks." The seats are finely upholstered and altogether a fine article is manufactured to stand good wear and which will please children.

The Japanese tea house is a new number in the domestic line, and is made on the same lines as the most approved tea houses from that progressive land of the Orient. These houses show up well when the little sets of Japanese furniture are placed on the wide verandas and the little Japanese dolls would not go amiss, helping to carry out the Japanese idea. Novel houses like this one keep a stock up-to-date, and oftentimes help very materially in the sale of the staple goods. This house has the roof in the Japanese fashion, which is characteristic, and as Japanese goods are going so well this season, this should prove a ready seller.

A musical toy in the shape of a street organ can be retailed for a dollar and a half. The music resembles the far-famed music of that in-

strument, and children should find great pleasure with this toy. It has straps to go over the shoulders and turns with a handle in the same manner as the real article.

A pipe organ is also to be found in the toy line this season. It is made up to resemble the shape of a pipe organ, and has good tone. It has keys, and in fact puts up a very good bluff for a toy.

One of the most novel musical toys ever invented is brought out this year in the form of the "Musical Rattle Drum." All tunes which can be played by an experienced drummer on any drum can be played on this instrument without sticks with but little practice by any one. A child can play it and produce better results than most people could on an ordinary drum with sticks. Instructions are printed on each drum, as follows: "Any tune can be played by drawing out the cord, more or less, and allowing it to return, fast or slow, according to the notes desired." This should prove a winner as a 50-cent proposition. It is neatly gotten out in one size, metal shell, seven and one-half inches in diameter and decorated with the national colors. The heads are of sheepskin. Buyers in search of a distinct novelty should not pass this, as it is bound to sell for campaign and holiday trade.

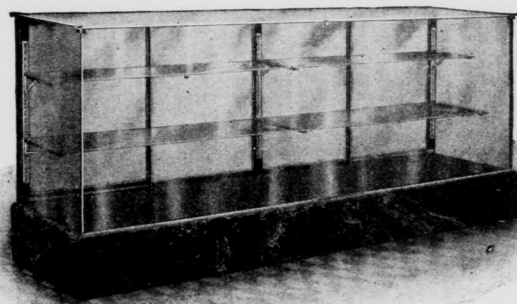
The newest things that have appeared in doll's underwear are the union suits of knit goods just like those made for grown-up people. It looks very amusing to see a little baby doll dressed in one of these suits. It is claimed to be a perfectly new idea, and it is certainly worked out very cleverly. They are intended to retail from 50 cents to \$1, and come in seven sizes.

The toy season is now well under way and dealers are jubilant over the prospects. In the first place there were a greater number of desirable novelties upon the market than for some years, and the buyers this season bought well and largely. Wooden toys have been improved and altered until they would hardly be recognized as the toys of a few years past. There has been a radical innovation in the line of children's automobiles, and the prices run anywhere within and out of reason. Some of the finest pieces imaginable come for comparatively low prices, and the buyer who passes this line will suffer for it during the holiday season.

The belt world has been wondering all summer what course the styles would take this fall, and that question is not settled as yet. One thing is sure, and that is that fabric belts will have a good year, and that buyers will stock largely with them.

The fancy goods business is looking forward to the fall season to recuperate from the spring. It is confidently expected that there will be big business done, and from present indications there is nothing to dispute it.

A Few Suggestions



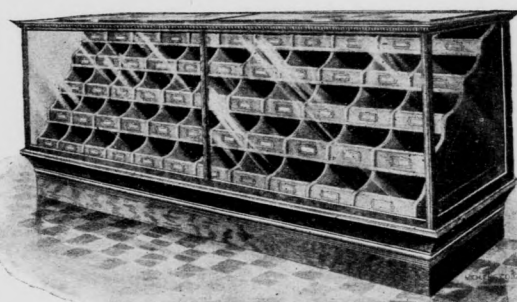
OUR AMERICAN BEAUTY ALL PLATE CASE--Patented.

The Problem Solved at Last! No holes bored in the glass, thereby eliminating all possible risk of the glass cracking where the holes are bored, which frequently occurs, making bored cases totally impracticable.

Our CASE is conceded to be the most practical, substantial and beautiful all-glass case ever placed on the market, and at a more reasonable price.

It is shipped "knocked down" taking only a first-class freight rate. We guarantee safe delivery. It is easily set up and as rigid as a stone wall. Only the finest material in every particular used—Crystal French Plate glass throughout. German mirror doors on ball bearings and metal tracks. Polished plate glass shelves, supported on the latest improved nickel plated, key hole, adjustable brackets. Bottom of case lined with felt. Handsome marble base. Dimensions 42 in. high by 26 in. wide, any lengths.

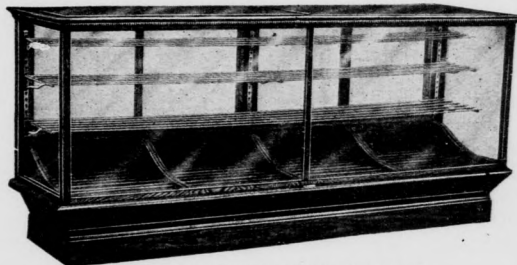
The Price won't hurt you.



NOTIONS AND SMALL WARES CASE No. 30.

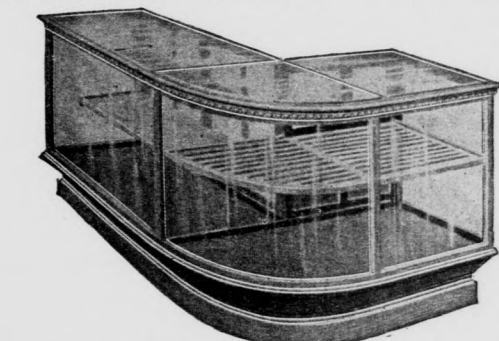
42 inches high; 26 inches wide. Depth of trays about 5 inches; width according to length of case, usually 7 1/2 to 9 3/4, 16 inches.

Matches our Crackerjack No. 25.



GLASS DRESS GOODS COUNTER No. 33.

This is an enormous seller. 34 inches high; 28 inches wide. Plate glass top inlaid flush on felt. D. S. A. front, ends and doors. Matches our Crackerjack No. 25. This case takes the place of a wooden counter.



ROUND CORNER DISPLAY CASE No. 135.

42 inches high; 26 inches wide. Material, etc. same as in our Crackerjack No. 25.

WRITE FOR CATALOGUE

GRAND RAPIDS SHOW CASE CO., Grand Rapids, Mich.

New York Office 718 Broadway, same floor as Frankel Display Fixture Co.
Boston Office, 30 Kingston St.

THE LARGEST SHOW CASE PLANT IN THE WORLD



Michigan Knights of the Grip
President, Michael Howarn, Detroit;
Secretary, Chas. J. Lewis, Flint; Treasurer, H. E. Bradner, Lansing.

United Commercial Travelers of Michigan
Grand Counselor, L. Williams, Detroit;
Grand Secretary, W. F. Tracy, Flint.

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

The Only Secrets of Selling on the Road.

One of the misbeliefs that does great mischief in business is the notion that a salesman is "born." Born he is, of course; but not born a salesman any more than a good penman, or a fast runner. Yet I have known young men who had an instinctive knack for acquiring the sort of information a salesman makes his stock in trade, who would assure me they could never sell goods because it was not born in them. I have converted several such, however, by first assuring them that salesmanship is a matter of brains and manners, and then asserting that they had neither brains nor manners to learn the art. They were thereby put on their mettle, and succeeded—which was the chief end in view.

I presume the queer notion that a salesman is "born" arises from the popular conception of the traveling "drummer." In the comic papers he is depicted as a flashily dressed person, loud of voice, with an uncontrollable guffaw; and it is commonly thought that his ability to sell goods rests largely on a knack for telling broad stories. In other words, salesmanship is regarded as a species of hypnotism, and the salesman per se as one who can sell merchandise to the shrewdest merchant even against his needs or wishes.

Now, the "drummer" type of salesman may have existed once. But he exists no longer. The road salesman of to-day is a different person, quite, and by setting forth some of his qualifications and certain principles of his art I hope to demonstrate to many a capable young fellow that salesmanship of the highest order is wholly within his abilities.

The road salesman, stripped of all mystery, is simply a convenience to the retail merchant—the personality of the manufacturing or jobbing house he represents. The more personality he has, and the better service he can render the retail merchant, the greater his success. How can he render service to the retail haberdasher?

Why, by helping him make money—by bringing him goods that will sell to his trade, and knowledge that will help sell them, and news of the trade that will enable the merchant to plan for the season six months and a year ahead. The most valuable asset of the road salesman is a knowledge of his goods, both from his own standpoint and that of the retailer. He must also know how the public regards this new article, and that, and the other. He must be a reader of trade papers, an intelligent observer of people in every walk of life, a thinker who forms opinions of his own, a man quick to see a subtle point affecting his trade and as quick to put it to practical use.

Next to knowledge the most desirable quality is tact and a pleasing personality. And next to that the greatest advantage is to represent a good house—an alert, aggressive firm that gives him the very latest and best to sell, at right prices, and one so ably managed that he can place in his employers all the confidence in the world. These three qualifications, with an intuitive knowledge of human nature, are all the road salesman needs for success. The hardest season he puts in on the road is the first, when he is getting acquainted. The next season he goes over ground more or less familiar, and after that he is practically among friends, with here and there, of course, the odd merchant upon whom he has as yet made no impression.

The road salesman of to-day, far from being the typical "drummer" of our pioneer era, is extremely quiet in demeanor—sometimes even shy to outward appearances. But he is thoroughly grounded in his trade and goods, and his first few words with a shrewd merchant show that he is a man worth talking to, and from whom something is to be learned. He is never over-dressed, yet dress is an important detail in his equipment. Business men have confidence neither in the underdressed man nor the fop. The impression given by a capable road salesman is not anxiety to sell, but anxiety to interest in his goods, and to maintain the good name of his house. He bears in mind that a first sale is easily made, and that by trick work it is possible to unload anything upon a merchant. The second sale—the third, fourth, tenth, twentieth—these are the ones that count in business, so his sole effort is to establish permanent relations.

Every retail merchant has his "troubles." These the salesman must listen to, not with assumed interest, but with genuine desire to offer sug-

gestions and remedies. Like the traveling tinker of olden times, he sees many men and many methods. A retailer in the town he visited yesterday may have solved just the problem that is worrying his customer of to-day. He must have enthusiasm, and be full of his subject, yet I do not believe that he should be a voluble talker. In fact, the talkative man usually makes a poor salesman. His conversation is wordy, diluted, unconvincing. The man who says little, in so far as words are concerned, but much in purport—he it is who wins confidence and listeners. A skillful salesman rather likes to hear his customer talk, and can draw him out deftly. It is not the man who talks who learns, but he who listens.

I think the test of the road salesman is not so much in the quantity of goods he can sell as how well he can sell them. Goods well sold are those fitted to the retailer's particular clientele. They move off his shelves quickly, creating a demand for more. The road salesman's knowledge of people, picked up on his wide circuit through many towns and states, soon teaches him to prescribe for the retailer, as it were, the kind of goods that will best please his customers. On the outside and the inside of his shop, on the people who come in, on the merchant himself, are written indications that are very plain to the experienced traveler. He knows when to prescribe ten-cent collars, and when to urge quarter goods.

These are the only secrets of sell-

ing on the road. I hope I have made it clear that the successful salesman has no inborn advantages. The knowledge of goods and of the haberdashery trade essential to the calling are lying dormant in many an earnest retailer's clerk. Be interested in what you work at, and the gathering of knowledge is instinctive, and a pleasure. Tact is nothing in the world but confidence in one's self, and a gentlemanly respect for others—the will to win them over by the quiet force of courtesy and self-possession. Tact is sincerity—never flattery. It is the ability to take a rebuff gracefully, to bear no malice, and eventually to make one's point. It is good temper, not only when the sun shines, but under discouragement. It takes advantage of all things and it quietly wins its point.—Haberdasher.

LIVINGSTON HOTEL



The steady improvement of the Livingston with its new and unique writing room unequaled in Mich., its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton & Division Sts., Grand Rapids, Mich.

LaVerdo
King
of all Havana Cigars

3 for 25c; 10c straight; 2 for 25c
could not be better if you paid a dollar

Verdon Cigar Co.
Kalamazoo, Mich.

TRY
THEM
NOW

S.C.W.

5c
Cigar

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

Gripsack Brigade.

Jackson Citizen: Edwin H. Snow has gone to Worcester, Mass., where he has engaged to travel for the Case Shoe Manufacturing Co.

Lansing Republican: W. W. Armstrong, who for three years has held a position in Jewett & Knapp's dry goods store, has accepted a position on the road with the McGee Shirt Co., of Jackson.

Edwin T. Gillette, who has represented the Moser Paper Co. in this territory for the past ten years, has transferred himself to the Pilcher-Hamilton Co., jobbers of paper at Chicago. He will continue to cover the same territory as before.

Ionia Standard: A. O. Freeman, who has been having a quiet time at home for two months, started out on a trade trip this morning. The Lowell Specialty Co., in which he is a principal stockholder, is now manufacturing a new fire extinguisher.

Frank J. Durling, formerly district manager for the H-O Company, the Force Food Co. for Michigan, Ohio, Indiana, Kentucky and Tennessee, is now Assistant Treasurer and General Manager of the Cadillac Grain Co., which handles oats, corn, hay, straw, horse, dairy, poultry and breakfast foods.

Detroit Free Press: A. B. Love, traveling salesman, who was run down by a runaway horse Saturday evening, is dead at Emergency Hospital. He never regained consciousness. Mr. Love was 60 years of age and for over twenty-five years he had traveled through Michigan in the interests of the Oliver China Co., of Sebring, Ohio.

Hillsdale Standard: Saturday evening President and Mrs. J. W. Mauck entertained the traveling men of this city with their wives. About fifty were present and a thoroughly enjoyable evening was spent. One object of the reception was to interest the traveling men in the college and urge them to use their influence to help the college. There is no one who can do so much for an institution like this as the "boys" and, if they start out in earnest to help, there will be a great deal of good done for the college.

Kalamazoo Gazette: If there is one class of men who more than another dread a national campaign it is the traveling men, the "drummers." They hear enough of political argument and butt into enough political animosity on the road to make them heartily sick of it long before election day. It is not so easy to sell goods, either, when a campaign is on. The distractions of politics cut into business to a considerable extent and it is a difficult task for the knight of the grip to preserve a sunny disposition through it all. "You can put it down that I favor a six year term for the President," said one Kazoo traveler. "When the campaign is once on I fairly dread to go out on my trips. There is confusion in business, merchants plead fear of unsettled conditions and their orders are small, and then on top of this are the torchlight parades and shouting and speechmaking every-

where, to say nothing of trips on trains with coaches full of noisy paraders carrying ill-smelling torches. I get my fill of it quickly and I am interested in politics, too. The days of our troubles will soon be here and it is a great big sigh of relief that comes from me when the curtain is dropped on the eloquence and the fireworks."

Successor to Grand Rapids Veneered Door Co.

The Lindner Interior Manufacturing Co. has been organized to succeed to the plant and business of the Grand Rapids Veneered Door Co., Ltd. The capital stock is \$150,000, one-half preferred and one-half common. All of the common stock is held by Chas. A. Lindner, who retires from the management of the Ocker & Ford Manufacturing Co. to assume the management of the new corporation. The holders of the preferred stock, so far as it has been subscribed, is as follows:

Clark H. Gleason, trustee.	..\$15,000
Clay H. Hollister.	9,000
Charles A. Lindner.	7,500
Charles H. Berkey.	3,000
Lee M. Hutchins.	1,500
E. A. Stowe.	1,500
Richard M. Schornstein.	1,500
Frank Chickering.	1,500

At the first meeting of the stockholders held Monday forenoon at the Old National Bank, Clay H. Hollister, Charles A. Lindner, Clark H. Gleason, Chas. H. Berkey and Lee M. Hutchins were elected directors. The latter subsequently elected the following officers:

President—Clay H. Hollister.
Vice-President—Chas. H. Berkey.
Secretary and Treasurer—Chas. A. Lindner.

Mr. Lindner has made a remarkable record with the Ocker & Ford Manufacturing Co., and it is expected that he will repeat it with the new company.

Second Bargain Day at Manistee.

Manistee, Aug. 31—To-day has been the second Bargain Day, and it has been such a rousing success as to stimulate the hopes of all concerned, and convince the most skeptical of the feasibility of the idea. All day River street has been crowded, looking quite like a fair.

The M. & N. E. excursion was most successful, although many people came by other routes. This illustrates the cumulative force of the advertising employed. The country traversed by the M. & N. E. has been twice placarded. The people there have had one opportunity before to try Bargain Day. The Northeastern excursion train brought in 206 passengers, and the P. M. 142. A number came on the Dewar and many farmers drove to the city.

The success of Bargain Days, and more practically of the means employed this time to insure low excursion rates, is strongly exemplified and arrangements for the Third Bargain Day will go forward with confidence.

Big words are of little worth in business.

Proposition To Disband the Association.

Port Huron, Sept. 6—A resolution to disband the Merchants and Manufacturers' Association was fathered by L. A. McCarthar at the last regular meeting. He stated that the attendance was falling off and that many grocers did not dare admit that they were members of the Association, on account of the feeling against it being so strong among customers.

President Canham, L. B. Rice, W. D. Brown and others made short speeches opposing the motion.

"The Association," said President Canham, "is not in the best of condition at present. If all the members could be induced to come and take part in the meetings, and I think they can be, we will soon be on a solid footing again. The Association has spent hundreds of dollars for the good of the city and has been influential in bringing several factories here. It would be a shame to disband, because there is a slight falling off in interest."

After consideration, Mr. McCarthar withdrew his resolution for a few weeks.

Frank C. Woods, chairman of the Excursion Committee, made his report on the recent excursion. The sum of \$638.60 was received for tickets. After all expenses were paid over \$100 was left in the treasury.

A vote of thanks was extended to the Committee for the good work done, to the business men in the city who closed on the day of the excursion and to Saunders & Co. for furnishing the badges.

The Comfort Produce Co., having produce houses in different parts of the country, is desirous of locating a warehouse in Port Huron. The company contemplates buying the land lying between Court and Wall streets and Third and Second streets. Its officers want a permit from the Common Council to run a branch track from the Grand Trunk yards across Court street and along the east side of Third street. As such a plant will be of much benefit to the city and farmers, the M. & M. will send a resolution to the Council asking that the company be allowed this concession.

Portland Business Men Propose To Touch Elbows.

Portland, Sept. 6—Local business men have taken the preliminary steps looking to the material advancement of the village and have organized a business men's association, whose duty it shall be to induce manufacturing and other various businesses to locate here; a move that will no doubt prove beneficial to Portland, for there are many which will locate here with proper inducements, and it is hoped to be able to offer these if the plans of the committee can be carried out.

Other places have these organizations and they have been successful and have accomplished much for their towns, any of which have not near the natural advantages Portland has. With the exception of railroad facilities there are very few towns in Michigan which offer as many advan-

tages for business and as a place of residence as our own village.

There are many industries which, for one reason and another, are seeking new locations; and with what Portland has to offer them in the way of water power, cheap lights and water, low taxes, etc., there is no reason why, with proper and united effort, we may not get our share of them.

The meeting was attended by the largest representation of business men ever called together for a similar purpose, and this in itself is a good sign. The gathering was presided over by D. Kennedy, and F. C. Hathaway was made Secretary. The object of the meeting was stated as being for the advancement of the business interests of the village, and a general discussion of plans and ways and means was had, and propositions of various sorts which had been tendered the village were presented.

On motion the temporary officers were made permanent until some further action is taken, and also upon motion the chairman was instructed to appoint seven as an executive committee to forward the movement. Mr. Kennedy named Robert Ramsey, G. W. Allen, Lew F. Cutcheon, O. E. Robinson, Dr. Whitmore, W. D. Crane and M. J. Dehn as such committee, in whose hands the furthering of the scheme will lie until other arrangements are made. A committee, consisting of E. M. Allen, J. L. Sutherland and G. W. Burhans, to draw by-laws was appointed.

It was the sentiment of the meeting that petitions be circulated among the taxpayers of the village asking the village council to call a special election to vote upon the proposition to bond for \$5,000, to be used for public improvements, something which the charter permits. There is no doubt it would carry, for in an indirect way it would benefit all classes. Such a proposition, to be carried, however, must receive a two-thirds vote.

Beware of the Latest Swindling Scheme.

A new fake game has been discovered and is being worked with considerable success in Michigan cities. A man walks into a store and buys \$5 to \$10 worth of goods, tells the storekeeper to keep the goods until he calls for them at a certain date and gives a \$50 to \$75 check on a bank in payment. The check is taken to the bank and returned marked N. G. At the date given the man comes for his goods, and is informed that the check is not honored. He curses the bank but pays for his goods, starts for the door, then walks back and asks for his check. He gets it with the merchant's endorsement. In a few days the merchant is notified by the bank of a check cashed bearing his endorsement. The merchant then weeps.

When you write Tradesman advertisers be sure to mention that you saw the advertisement in the Tradesman.



Michigan Board of Pharmacy.
 President—Henry Helm, Saginaw.
 Secretary—Arthur H. Webber, Cadillac.
 Treasurer—J. D. Muir, Grand Rapids.
 C. B. Stoddard, Monroe.
 Sid A. Erwin, Battle Creek.
 Sessions for 1904.
 Grand Rapids—Nov. 1 and 2.

Michigan State Pharmaceutical Association.

President—W. A. Hall, Detroit.
 Vice-Presidents—W. C. Kirchgessner, Grand Rapids; Charles P. Baker, St. Johns; H. G. Spring, Unionville.
 Secretary—W. H. Burke, Detroit.
 Treasurer—W. E. Russell, Jackson.
 Executive Committee—John D. Muir, Grand Rapids; E. E. Calkins, Ann Arbor; L. A. Seitzer, Detroit; John Wallace, Kalamazoo; D. S. Hallett, Detroit.
 Trade Interest Committee, three-year term—J. M. Lemen, Shepherd and H. Dolson, St. Charles.

How Weightman Laid the Foundation of His Fortunes.

It has long been a matter of common report that the bulk of the late William Weightman's fortune accrued from the profits of Powers & Weightman on the sale of quinine while the civil war was in progress—not alone because of a supposed monopoly of the drug, but also because of profitable contracts with the Federal Government and immense consignments purchased on behalf of the Confederate Army. The Government at the beginning of the war pronounced quinine contraband, so that smuggling was necessary to get the manufactured product over the Mason and Dixon line.

Asked by a Public Ledger representative for an outline of the conditions that rendered the making and marketing of quinine so immensely profitable at the time of the war, the head of a long-established drug manufacturing house said:

"There were then only two concerns in the country engaged in making quinine from the Peruvian bark—Powers & Weightman and Rosengarten & Sons, both Philadelphia houses. They began to manufacture the drug about the same time—in 1823—when the latter firm was known as Zeitler & Rosengarten. It was not until 1820 that the French chemists, Pelletier & Coventon, perfected a process of separating the quinine from the other alkalis and salts of the cinchona bark. Previously, the medicinal benefits of the bark had been obtained by a process of suffusion. So, you see, American enterprise was quick to seize upon an important contribution to materia medica.

"The beginning of the civil war found the two Philadelphia firms without successful rivalry in the manufacture of quinine. The imported drug, in the form of crystals—what we call quinine sulphate—carried a heavy duty. Alcohol, costly because of the internal revenue tax, was then the essential solvent of the bark, so that the duty was necessary for the protection of American-made quinine if it were to compete with what was imported from other countries—principally from Germany—where alcohol was free. The unit of sale then, as now, was an ounce, which in lots

of 100 cost \$2.10 at the breaking out of the war.

"Our Government placed a war duty of 10 per cent. on the bark then brought here by way of London. That, of course, sent the price soaring. The bullish effects of a great civil strife did the rest. The duty then on imported quinine was 45 per cent. So far from giving either Philadelphia firm a blanket order, the Government bought immense quantities abroad for its own use. Of course there was no duty on what was bought by the Government, which thus got its quinine far cheaper than it cost Powers & Weightman or Rosengarten & Sons to make it, bearing as they did the internal revenue tax on alcohol and the war duty on the crude bark.

"But not a grain of quinine left either laboratory through purchases known to be for the Confederacy. Mr. Powers, in exclusive charge of the business of his firm, was an ardent and devoted Unionist, while Adolph G. Rosengarten, a member of his father's firm, enlisted with Anderson's Cavalry, rose to the rank of Major, and was killed at the battle of Murfreesboro. That the South and the Confederacy got their quinine is not to be denied; but it was obtained 'under cover,' so to speak, by agents, sympathizers, and speculators. The last named must have made an immense profit, for there are records of the drug having sold as high as \$15 a nounce below the line. But the highest price in Philadelphia was never above a figure logical and fair in the economy of trade. The two firms of manufacturers here had a monopoly, it is true; but it was a monopoly by virtue of successful business enterprise, and not by reason of favoritism of any kind. Competition was open, but they were without competitors."

"Could such a condition again come to pass?" was asked.

"Hardly. Cinchona was transplanted to Java, Ceylon, and India, and is cultivated so successfully in those lands that the supply is now far in excess of the demand. The war duty on bark was lifted in 1870; in 1872 the duty on the sulphate was reduced to 20 per cent., where it remained until taken off entirely under the Dingley tariff. Moreover, the scientific cultivation of the bark has resulted in doubling the yield of quinine to the pound of cinchona. The quinine of commerce is to-day 21 cents the ounce—just one-tenth of the \$2.10 I quoted you at the beginning of the war."

"Is the process cheaper?"

"Immeasurably. Solvents other than alcohol have been discovered. Fused oil—the first run of alcohol—is one; coal tar is another. The use of these means, of course, is an immense saving in the process. To a French Government experiment, entered upon with a view of making an artificial quinine, we owe the discovery of the aniline or coal tar dyes. So far, however, we continue to make quinine from cinchona bark. You know, I suppose, that it takes its name from a Spanish Countess who was cured of fever in South America by an in-

fusion of the bark made by Indians?"

"And the profits nowadays?"

"Small. The removal of the duty led to a general abandonment of the plans of many to enter into the manufacture of the drug. The two Philadelphia houses survive. There is one other in all the United States—The New York Quinine and Chemical Company."—Philadelphia Public Ledger.

Pine Stumps Yield Oils.

A new proof of the fact that what is wasted one time becomes a valuable material under other circumstances is given in the success of pine tar plants that have been started up near the head of Lake Superior. That the industry is no experiment and of no doubtful value is shown by the fact that the Weyerhaeuser syndicate, the largest lumbering concern in the world, has taken it up, has just bought out the plants already established and is installing more.

All the region about the head of Lake Superior is, or was, covered with pine timber, and when this was cut the stumps remained on the ground. Pine stumps do not rot as do those of hardwoods and the presence of these stumps was a serious obstacle to the spread of farming in the region.

Now comes the pine tar company and offers to clear a farm of all its old stumps or to pay the owner \$3 for every cord of them that he will pull himself. For farmers, throughout thousands of acres, this is an inestimable boon and it will open hundreds of thousands more acres as fast as the stumps are got out.

The company has invented or applied existing processes of destructive distillation of wood to the pine stumps and is securing a combined product of great value. There is a large amount of turpentine in these dry stumps, also a high grade of lubricating oil, tar and, finally, excellent charcoal. The discovery that lubricating oil was to be secured from stumps by carrying the distilled product to its last analysis is quite new, and no machines for producing this have yet been installed, but they are to be put in at once in the company's first plant, a few miles south of Duluth.

Formula for Zinc Ointment.

The Pharmacopoeia directs the ointment of zinc oxide to be made by sifting the bolted zinc oxide upon the surface of the melted lard and stirring until cold. According to the reports of several pharmacists, the powdered zinc oxide is apt to form lumps with the melted lard, which become so distributed that they can not be easily disintegrated. The following method is advised by H. A. B. Dunning for the preparation of the ointment: Rub the powdered zinc oxide in a mortar with sufficient hot melted lard to make a smooth paste; then add the remainder of the melted lard, and allow to stand a short time for any lumps which may form to settle. The upper homogeneous mixture is then passed off into a hot dish, and allowed to stand. The lumpy portion remaining in the mor-

tar is rubbed to a smooth paste with the homogeneous mixture formed from the hot dish. Any lumps remaining in the dish should be treated in the same way as those in the mortar. This procedure may be continued until a perfectly smooth mixture is obtained, when the whole is stirred in the mortar until cold.

The Drug Market.

Opium—Is unchanged.

Morphine—Is steady.

Quinine—The expected advance did not take place, as Amsterdam sale went off at about the same as the last one.

Alcohol—Has advanced 3c per gallon.

Cantharides, Russian—Are steadily advancing.

Menthol—Continues to decline.

Santonine—Has again been advanced on account of higher prices for crude material.

Sassafras Bark—Continues firm at the advance.

Oil Anise—Is advancing.

Roman Chamomile Flowers—Are scarce and have been advanced.

Coriander Seed—Is steadily advancing.

Feonugreek—Is very firm and tending higher.

Canary Seed—Is very scarce and higher.

Pharmacist's Paste.

Some remarks on the making of paste for the pharmacist's use were made by Professor Lowe at a recent meeting of the Philadelphia College of Pharmacy. He recommended a paste consisting of equal parts of the following: Powdered acacia, tragacanth and dextrin. It yielded a paste which, although adhesive, permitted the labels to be easily removed. He also recommended the flour paste, the formula for which is given in Remington's Practice of Pharmacy. He stated that in his store some trouble had been experienced recently in making this paste from some of the commercial flours, as it would not properly thicken, and it was found that Millbourne flour was the most satisfactory for the purpose.

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WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Erechtithos		Tinctures	
Aceticum	6@ 8	Erigeron	4 25@4 50	Aconitum Nap's R	60
Benzolcum, Ger.	70@ 75	Gaultheria	3 00@3 10	Aconitum Nap's F	50
Boracic	17	Geranium	75	Aloes	60
Carbolicum	25@ 23	Gossypii, Sem gal	50@ 60	Aloes & Myrrh	50
Citricum	34@ 40	Hedeoma	1 40@1 50	Arnica	50
Hydrochlor	3@ 5	Junipera	1 40@1 20	Assafoetida	50
Nitrosum	8@ 10	Lavandula	90@2 75	Atropine Belladonna	60
Oxalicum	12@ 14	Limonia	90@1 10	Aurant Cortex	50
Phosphoricum, dil.	12@ 15	Mentha Piper	4 35@4 50	Benzoin	60
Salicylicum	42@ 45	Mentha Verid.	5 00@5 50	Benzoin Co	50
Sulphuricum	14@ 15	Morruhuac, gal.	1 50@2 50	Barosma	50
Tannicum	1 10@1 20	Myrcia	4 00@4 50	Cantharides	75
Tartaricum	38@ 40	Olive	75@3 00	Cardamom	75
Ammonia		Picls Liquida	10@ 12	Cardamon Co	75
Aqua, 18 deg.	4@ 6	Picls Liquida gal.	35	Castor	1 00
Aqua, 20 deg.	6@ 8	Ricina	90@ 94	Catechu	8@ 10
Carbonas	13@ 15	Rosmarini	1 00	Cinchona	50
Chloridum	12@ 14	Rosae, oz	5 00@6 00	Cinchona Co	60
Aniline		Succini	40@ 45	Columba	50
Black	2 90@2 25	Sabina	90@1 00	Cubebae	50
Brown	30@1 00	Santal	2 75@7 00	Cassia Acutifol	50
Red	45@ 50	Sassafras	35@ 40	Cassia Acutifol Co	50
Yellow	2 50@3 00	Sinapis, ess, oz.	65	Digitalis	50
Baccaae		Tigil	1 50@1 60	Ergot	50
Cubebae	22@ 24	Thyme	40@ 50	Ferri Chloridum	50
Juniperus	5@ 6	Thyme, opt	1 60	Gentian	50
Xanthoxylum	30@ 35	Theobromas	15@ 20	Gentian Co	50
Balsamum		Potassum		Gulaca	50
Cubebae	12@ 15	Bi-Carb	15@ 18	Gulaca ammon	50
Peru	1 50	Bichromate	13@ 15	Hyoscyamus	50
Terabin, Canada	60@ 65	Bromide	40@ 45	Iodine	75
Tolutan	45@ 50	Chlorate po 17@19	16@ 18	Iodine, colorless	75
Cortex		Cyanide	84@ 85	Kidney	50
Abies, Canadian	18	Iodide	2 75@2 85	Myrrh	50
Cassiae	12	Potassa, Bitart pr	30@ 32	Nux Vomica	50
Cinchona Flava	18	Potass Nitras opt	7@ 10	Opil	50
Buonymus atro.	30	Potass Nitras	6@ 8	Opil, comphorated	1 50
Myrica Cerifera	20	Prussiate	23@ 26	Opil, deodorized	50
Prunus Virgini	12	Sulphate po	15@ 18	Quassia	50
Quillaja, gr'd.	12	Radix		Rhatany	50
Sassafras	15	Aconitum	20@ 25	Rhel	50
Ulmus	45	Althae	30@ 33	Sanguinaria	50
Extractum		Anchusa	10@ 12	Serpentaria	50
Glycerhiza Gla.	24@ 30	Arum po	25	Stromonium	60
Glycerhiza, po.	28@ 30	Calamus	20@ 40	Tolutan	60
Haematox	11@ 12	Gentiana	12@ 15	Valerian	50
Haematox, 1s.	13@ 14	Glycerhiza pv 15	16@ 18	Veratrum Veride.	50
Haematox, 1/2s.	14@ 15	Hydrastis Can.	2@ 2 75	Zingiber	20
Haematox, 1/4s.	16@ 17	Hellebore, Alba.	12@ 15	Miscellaneous	
Flora		Inula, po	18@ 22	Aether, Spts Nit 3	30@ 35
Carbonate Precip.	2 25	Ipecac, po	2 75@2 80	Aether, Spts Nit 4	34@ 38
Citrate and Quinia	75	Iris plox	35@ 40	Alumen, gr'd po 7	4@ 4
Citrate Soluble	40	Jalapa, pr	25@ 30	Anatto	40@ 50
Ferrocyanidum S.	15	Maranta, 1/2s	25@ 35	Antimoni, po	4@ 5
Solut. Chloride	2	Podophyllum po.	22@ 25	Antimoni et Po T	40@ 50
Sulphate, com'l.	90	Rhel	75@1 00	Antipyrin	25
Sulphate, com'l, by	7	Rhel, cut	75@1 25	Antifebrin	20
bbl, per cwt.	90	Rhel, pv	35@ 38	Argent Nitras, oz	48
Sulphate, pure	7	Spigella	35@ 38	Arsenicum	10@ 12
Folia		Sanguinari, po 24	22	Balm Gilead buds	45@ 50
Arnica	15@ 18	Serpentaria	65@ 70	Bismuth S N	2 20@2 30
Anthemis	22@ 25	Senega	85@ 90	Calcium Chlor, 1s	9
Matricaria	30@ 35	Smilax, off's H	40	Calcium Chlor, 1/2s	9
Folia		Smilax, M	25	Calcium Chlor, 1/4s	12
Barosma	30@ 33	Sellae	10@ 12	Cantharides, Rus.	1 30
Cassia	20@ 25	Symplocarpus	25	Capsic Fruc's af.	20
Tinnevely	25@ 30	Valeriana Eng.	15@ 20	Capsic Fruc's po.	22
Cassia, Acutifol.	25@ 30	Valeriana, Ger	14@ 16	Cap'l Fruc's B po.	15
Salvia officinalis,	12@ 20	Zingiber a	16@ 20	Caryophyllus	25@ 28
1/4s and 1/2s.	8@ 10	Zingiber j	16@ 20	Carmine, No 40.	3 00
Gummi		Semen		Cera Alba	50@ 55
Acacia, 1st pld.	65	Anisum	16	Cera Flava	40@ 42
Acacia, 2d pld.	65	Aplum (gravel's)	13@ 15	Crocus	1 75@1 80
Acacia, 3d pld.	65	Bird, 1s	4@ 6	Cassia Fructus	35
Acacia, sifted sts.	45@ 65	Carul	10@ 11	Centraria	10
Acacia, po.	12@ 14	Cardamon	70@ 90	Cetaceum	45
Aloe, Barb.	25	Coriandrum	10@ 12	Chloroform	55@ 60
Aloe, Cape.	25	Cannabis Sativa	7@ 8	Chloro'm, Squibbs	1 10
Aloe, Socotri	30	Cydonium	75@1 00	Chloral Hyd Crst.	1 35@1 60
Ammoniac	55@ 60	Cheopodium	25@ 30	Chondrus	20@ 25
Assafoetida	35@ 40	Dipterix Odorata	80@1 00	Cinchonidine P-W	30@ 48
Benzoinum	50@ 55	Foeniculum	7@ 18	Cinchonid'e Germ	38@ 48
Catechu, 1s.	13	Foenugreek, po	7@ 8	Cocaine	4 05@4 25
Catechu, 1/2s.	14	Linl	4@ 6	Corks list d p ct.	75
Catechu, 1/4s.	15	Linl, gr'd	3@ 6	Croosotum	45
Camphora	75@ 80	Lobelia	75@ 80	Creta	2
Euphorbium	40	Pharlaris Cana'n.	9@10	Creta, prep	5
Galbanum	1 00	Rapa	5@ 6	Creta, preclp	9@ 11
Gamboge	1 25@1 35	Sinapis Alba	7@ 9	Creta, Rubra	8
Gualacum	35@ 35	Sinapis Nigra	9@ 10	Crocus	1 75@1 80
Kino	75@ 75c	Spiritus		Cudbear	24
Mastic	60	Frumentl W D.	2 00@2 50	Cupri Sulph	6@ 8
Myrrh	50	Frumentl	1 25@1 50	Dextrine	10
Opil	3 00@3 10	Juniperis Co O T	1 65@2 00	Ether Sulph	75@ 82
Shellac	65@ 70	Juniperis Co	1 75@3 50	Emery, all Nos.	9
Shellac, bleached	65@ 70	Saccharum N E	1 90@2 10	Emery, po	6
Tragacanth	70@1 00	Spt Vinl Galll	1 75@6 50	Ergota	85@ 90
Herba		Vinl Oporto	1 25@2 00	Flake White	12@ 15
Absinthium, oz pk	25	Vinl Alba	1 25@2 00	Galla	23
Eupatorium oz pk	20	Sponges		Gambler	8@ 9
Lobelia	20	Florida sheeps' wl	2 50@2 75	Gelatn, Cooper	60
Majorum	28	Nassau sheeps' wl	2 50@2 75	Glassware, ft box	75@ 80
Mentha Pip oz pk	23	Velvet extra shps'	2 50@2 75	Less than box	5
Mentha Vir oz pk	25	wool, carriage	1 50	Glue, brown	11@ 13
Rue	39	Extra yellow shps'	1 25	Glue, white	15@ 25
Tanacetum V.	22	Grass sheeps' wl	1 00	Glycerina	16@ 20
Thymus V	25	carriage	1 25	Grana Paradisi	25
Magnesia		Hard, slate use.	1 00	Humulus	25@ 55
Calcined, Pat.	55@ 60	Yellow Reef, for	1 40	Hydrarg Ch Mt.	90
Carbonate, Pat.	18@ 20	Syrups		Hydrarg Ox Ru'm	1 05
Carbonate K-M.	18@ 20	Acacia	50	Hydrarg Amm'l.	1 15
Carbonate	18@ 20	Aurant Cortex	50	Hydrarg Ungue'm	50@ 60
Oleum		Zingiber	50	Hydrargyrum	75
Absinthium	3 00@3 25	Ipecac	60	Ichthyobolla, Am.	90@1 00
Amygdalae, Dule.	50@ 60	Ferri Iod	50	Indigo	75@1 00
Amygdalae Ama.	8 00@8 25	Rhel Arom	50	Iodide, Resubi	3 85@4 00
Anisi	1 75@1 85	Smilax Off's	50@ 60	Iodoform	4 10@4 20
Aurant Cortex	2 20@2 40	Senega	50	Lupulin	50
Bergamit	2 85@3 25	Sellae	50	Lycopodium	85@ 90
Caliputi	1 10@1 15	Scillae	50	Mace	65@ 70
Caryophylli	1 50@1 60	Tolutan	50	Liquor Arser	25
Cedar	35@ 70	Prunus virg	50	Hydrarg Iod	75
Chenopadi	2 30	Syrups		Liq Potass Arsenit	10@ 12
Cinnamoni	1 10@1 20	Acacia	50	Magnesia, Sulph.	2@ 3
Citronella	40@ 45	Aurant Cortex	50	Magnesia, Sulh bbl	1 1/4
Conium Mac.	80@ 90	Zingiber	50		
Copaiba	1 15@1 25	Ipecac	60		
Cubebae	1 80@1 85	Ferri Iod	50		

Mannia, S F	75@ 80	Sapo, M	10@ 12	Lard, extra	70@ 80
Menthall.	4 50@4 60	Sapo, G	15	Lard, No. 1	60@ 65
Morphia, S P & W	2 35@2 60	Seidlitz Mixture	20@ 22	Linseed, pure raw	24@ 41
Morphia, S N Y Q	2 35@2 60	Sinapis	18	Linseed, boiled	44@ 48
Morphia, Mal	2 35@2 60	Sinapis, opt	30	Putty, w str.	65@ 70
Moschus Canton	40	Snuff, Maccaboy	41	Spts. Turpentine	60@ 65
Myristica, No. 1	38@ 40	De Voes	41	Paints	
Nux Vomica, po 15	10	Snuff, S'h De Vo's	41	Red Venetian	1 1/2@ 2 1/2
Os Sepia	25@ 28	Soda, Boras	9@ 11	Ochre, yel Mars	2@ 4
Pepsin Saac, H &	1 00	Soda, Boras, po.	9@ 11	Ochre, yel Ber	2@ 3
P D Co	1 00	Soda et Pot's Tart	25@ 30	Putty, comm'r'l.	2 1/2@ 3
Picls Liq N N 1/2	2 00	Soda, Carb	1 1/2@ 2	Putty, strictly pr.	2 1/2@ 3
Picls Liq, qts.	1 00	Soda, Bi-Carb	3@ 5	Vermillion, Prime	
Picls Liq, pints.	85	Soda, Ash	3 1/2@ 4	American	13@ 15
Pil Hydrarg	80	Soda, Sulphas	2	Vermillion, Eng.	70@ 75
Piper Nigra	22	Spts, Cologne	50@ 55	Green, Paris	14@ 18
Piper Alba	35	Spts, Ether Co.	2 00	Green, Peninsular	13@ 16
Plix Burgun	7	Spts, Myrcia Dom	2 00	Lead, red	6 1/2@ 7
Plumbi Acet	10@ 12	Spts, Vinl Rect bbl	7	Lead, white	6 1/2@ 7
Pulvis Ip'e et Opil	30@1 50	Spts, VI' Rect 1/2 b	7	Whiting, white S'n	2@ 30
Pyrethrum, bxs H	75	Spts, VI' R't 10 gal	7	Whiting, Gliders	2@ 95
Pyrethrum, pv	25@ 30	Spts, VI' R't 5 gal	7	White, Paris, Am'r	1 25
Quassia	8@ 10	Strychnia, Crystal	90@1 15	Whit'g, Paris, Eng	1 40
Quina, S P & W	23@ 33	Sulphur, Subl	2 1/2@ 4	Universal Prep'd	1 10@1 20
Quina, S Ger.	23@ 33	Sulphur, Roll	2 1/2@ 3 1/2	Varnishes	
Quina, N Y	23@ 33	Tamarinds	8@ 10	No. 1 Turp Coach	1 10@1 20
Rubia Tinctorum	12@ 14	Terebenth Venice	28@ 30	Extra Turp	1 60@1 70
Saccharum La's	22@ 25	Theobromae	44@ 50	Coach Body	2 75@3 00
Salacin	4 50@4 75	Vanilla	9 00@	No. 1 Turp Furn	1 00@1 10
Sanguis Drac's	40@ 50	Zinci Sulph	7@ 8	Extra T Damar	1 55@1 60
Sapo, W	12@ 14	Oils		Jap Dryer No 1 T	70@
		Whale, winter	bbl gal 70@ 70		

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ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
Col		Col	
A		1	
Axle Grease		2	
B		3	
Bath Brick		4	
Brooms		5	
Brushes		6	
Butter Color		7	
C		8	
Confections		9	
Candles		10	
Canned Goods		11	
Carbon Oils		12	
Catsup		13	
Cheese		14	
Chewing Gum		15	
Chocolate		16	
Clothes Lines		17	
Cocoa		18	
Cocoanut		19	
Cocoa Shells		20	
Coffee		21	
Crackers		22	
D		23	
Dried Fruits		24	
E		25	
Farinaceous Goods		26	
Fish and Oysters		27	
Fishing Tackle		28	
Flavoring Extracts		29	
Fly Paper		30	
Fresh Meats		31	
Fruits		32	
G		33	
Gelatin		34	
Grain Bags		35	
Grains and Flour		36	
H		37	
Herbs		38	
Hides and Pelts		39	
I		40	
Indigo		41	
J		42	
Jelly		43	
L		44	
Licorice		45	
Lye		46	
M		47	
Meat Extracts		48	
Molasses		49	
Mustard		50	
N		51	
Nuts		52	
O		53	
Olives		54	
P		55	
Pipes		56	
Pickles		57	
Playing Cards		58	
Potash		59	
Pine		60	
Provisions		61	
R		62	
Rice		63	
S		64	
Salad Dressing		65	
Saleratus		66	
Sal Soda		67	
Salt		68	
Salt Fish		69	
Seeds		70	
Shoe Blacking		71	
Snuff		72	
Soap		73	
Soda		74	
Spices		75	
Starch		76	
Sugar		77	
Syrups		78	
T		79	
Tea		80	
Tobacco		81	
Twine		82	
V		83	
Vinegar		84	
W		85	
Washing Powder		86	
Wicking		87	
Woodenware		88	
Wrapping Paper		89	
Y		90	
Yeast Cake		91	

3		4		5	
60 ft.	1 44	Lemon Biscuit Square. 8		Linen Lines	
70 ft.	1 80	Lemon Water 16		Small 20	
80 ft.	2 00	Lemon Snaps 12		Medium 26	
Cotton Braided		Lemon Gems 10		Large 34	
40 ft.	95	Lem Yen 10		Poles	
50 ft.	1 35	Marshmallow 16		Bamboo, 14 ft., pr dx. 50	
60 ft.	1 65	Marshmallow Cream. 16		Bamboo, 16 ft., pr dx. 65	
Galvanized Wire		Marshmallow Walnut. 16		Bamboo, 18 ft., pr dx. 80	
No. 20, each 100 ft long. 1 90		Mary Ann 8		FLAVORING EXTRACTS	
No. 19, each 100 ft long. 2 10		Malaga 10		Footie & Jenks	
COCOA		Milk Coco F's'd honey. 12		Coleman's Van. Lem.	
Baker's 38		Milk Biscuit 5		2oz. Panel 1 30 75	
Cleveland 41		Mich Frosted Honey. 12		3oz. Taper 2 00 1 50	
Colonial, 1/4s 35		Mixed Picnic 11 1/2		No. 4 Rich. Blake. 2 00 1 50	
Colonial, 1/2s 35		Molasses Cakes, Scl'd 8		Jennings	
Epps 42		Moss Jelly Bar. 12		Terpeneless Lemon	
Huyler 45		Muskegon Branch. Iced 10		No. 2 D. C. pr dx. 75	
Van Houten, 1/4s 12		Newton 12		No. 4 D. C. pr dx. 1 50	
Van Houten, 1/2s 20		Oatmeal Crackers 8		No. 6 D. C. pr dx. 2 00	
Van Houten, 1/4s 20		Orange Slice 16		Taper D. C. pr dx. 1 50	
Van Houten, 1s 72		Orange Gem 8		Mexican Vanilla	
Webb 31		Penny Assorted Cakes 8		No. 2 D. C. pr dx. 1 20	
Wilbur, 1/4s 41		Pilot Bread 7		No. 4 D. C. pr dx. 2 00	
Wilbur, 1/2s 42		Pineapple Honey 15		No. 6 D. C. pr dx. 3 00	
COCOANUT		Ping Pong 9		Taper D. C. pr dx. 2 00	
Dunham's 1/4s 26		Pretzels, hand made 8		GELATINE	
Dunham's 1/2s & 1/4s. 27 1/2		Pretzelettes, hand m'd 8		Knox's Sparkling, dz. 1 20	
Dunham's 1/4s 28		Pretzelettes, mch. m'd 8		Knox's Sparkling, gro. 14 00	
Bulk 12		Rube Sears 8		Knox's Acidu'd, doz. 1 20	
COCOA SHELLS		Scotch Cookies 10		Knox's Acidu'd, gro. 14 00	
20 lb. bags 2 1/2		Snowdrops 16		Oxford 75	
Less quantity 3		Spiced Sugar Tops 8		Plymouth Rock 1 20	
Pound packages 4		Sugar Cakes, scalloped 8		Nelson's 1 50	
COFFEE		Sugar Squares 8		Cox's, 2 qt. size 1 61	
Rio		Sultanas 15		Cox's, 1 qt. size 1 10	
Common 11 1/2		Spiced Gingers 8		GRAIN BAGS	
Fair 13		Urchins 10		Amoskeag, 100 in b'e. 19	
Choice 15		Vienna Crimp 16		Amoskeag, less than b. 19 1/2	
Fancy 18		Vanilla Wafer 9		GRAINS AND FLOUR	
Santos		Waverly 9		Wheat	
Common 12		Zanzibar 9		Old Wheat.	
Fair 13 1/2		Cream Tartar.		No. 1 White. 1 05	
Choice 15		Barrels or drums 20		No. 2 Red. 1 05	
Fancy 18		Boxes 30		Winter Wheat Flour	
Peaberry 18		Square cans. 32		Local Brands	
Maracalbo		Fancy caddies. 35		Patents. 6 40	
Fair 15		DRIED FRUITS		Second Patents. 6 00	
Choice 18		Apples		Straight. 5 80	
Mexican		Evaporated 6 1/2 @ 7		Second Straight. 5 00	
Choice 16 1/2		California Prunes		Clear. 5 00	
Fancy 19		100-125 25 lb. boxes. @ 3 1/2		Graham. 5 50	
Guatemala		80-100 25 lb. bxs. @ 4 1/2		Buckwheat. 5 00	
Choice 15		70-80 25 lb. bxs. @ 5		Rye. 3 50	
Java		60-70 25 lb. boxes. @ 6		Subject to usual cash	
African 12		50-60 25 lb. bxs. @ 6 1/2		discount.	
African African 17		40-50 25 lb. bxs. @ 7 1/2		Flour in bbls., 25c per	
O. G. 25		30-40 25 lb. bxs. @ 7 1/2		bbl. additional.	
P. G. 31		1/2c less in 50 lb. cases		Worden Grocer Co.'s Brand	
Arabian		Citron		Quaker, paper. 5 50	
Mocha		Corsican 14 1/2		Quaker, cloth. 5 70	
Package		Currants		Spring Wheat Flour	
New York Basis.		Imp'd. 1 lb. pkg. @ 7 1/2		Pillsbury's Best, 1/4s. 6 30	
Arbuckle. 13 50		Imported bulk 6 1/2 @ 7		Pillsbury's best, 1/4s. 6 20	
Dillworth. 13 00		Peel		Pillsbury's Best, 1/4s. 6 10	
Jersey 13 50		Lemon American 12		Lemon & Wheeler Co.'s	
Lion 12 50		Orange American 12		Brand	
McLaughlin's XXXX sold		Raisins		Wingold, 1/4s. 6 60	
to retailers only. Mail all		London Layers 3 cr 1 90		Wingold, 1/2s. 6 50	
orders direct to W. F.		Cluster 4 crown. 2 60		Wingold, 1/2s. 6 40	
McLaughlin & Co., Chi-		Loose Muscates, 2 cr. 5 1/2		Judson Grocer Co.'s Brand	
cago.		Loose Muscates, 4 cr. 6 1/2		Ceresota, 1/4s. 6 50	
Extract		Loose Muscates, 4 cr. 6 1/2		Ceresota, 1/4s. 6 40	
Holland, 1/2 gro boxes. 95		L. M. Seeded, 1 lb. 7 1/4 @ 7 1/2		Ceresota, 1/4s. 6 30	
Felix, 1/2 gross 1 15		L. M. Seeded, 1/2 lb. 5 1/2 @ 8		Worden Grocer Co.'s Brand	
Hummel's foll. 1/2 gro. 85		Sultanas, bulk. 8 1/2		Laurel, 1/4s & 1/2s paper. 6 60	
Hummel's crn. 1/2 gro. 1 43		Sultanas, package. 8 1/2		Laurel, 1/4s. 6 60	
CRACKERS		FARINACEOUS GOODS		Laurel, 1/4s, cloth. 6 70	
National Biscuit Company's		Beans		Laurel, 1/4s, cloth. 6 80	
Brands		Dried Lima 5		Meal	
Butter		Med. Hd. Bkgs. 2 00 @ 2 10		2 90	
Seymour Butters 6		Brown Holland 2 50		Golden Granulated. 3 00	
N Y Butters 6		Farina		Feed and Millstuffs	
Salted Butters 6		24 1lb. packages. 1 75		St. Car Feed screened. 24 00	
Family Butters 6		Bulk, per 100 lbs. 3 00		No. 1 Corn and Oats. 24 00	
Soda		Flake, 50 lb. sack 1 00		Corn Meal, coarse. 23 00	
N B C Sodas 6		Pearl, 200 lb. sack 4 00		Oil Meal. 27 00	
Select 8		Pearl, 100 lb. sack 2 00		Winter wheat bran. 21 00	
Saratoga Flakes 13		Maccaroni and Vermicelli		Winter wheat mid'ns. 23 00	
Oyster		Domestic, 10 lb. box 60		Cow feed. 21 00	
Round Oysters 6		Imported, 25 lb. box 2 50		Oats	
Square Oysters 6		Pearl Barley		Car lots. 33 1/2	
Faust 7 1/2		Common. 2 60		Corn	
Argo 7		Chester. 2 75		Corn. 58	
Extra Farina 7 1/2		Empire 3 50		Hay	
Sweet Goods		Peas		No. 1 timothy car lots. 10 50	
Animals 10		Green, Wisconsin, bu. 1 35		No. 1 timothy ton lots. 12 50	
Assorted Cake 10		Green, Scotch, bu. 1 40		HERBS	
Bagley Gems 8		Split, lb. 4		Sage 15	
Belle Rose 8		Rolled Oats		Hops 15	
Bent's Water 16		Rolled Avena bbls. 5 00		Laurel Leaves 15	
Butter Thin 13		Steel Cut, 100 lb. sacks 2 70		Senna Leaves 25	
Chocolate Drops 16		Monarch, bbl. 4 75		INDIGO	
Coco Bar 10		Monarch, 10 lb. sacks. 2 25		Madras, 5 lb. boxes 55	
Cococanut Taffy 12		Quaker, cases 3 10		S. F., 2, 3, 5 lb. boxes. 65	
Cinnamon Bar 9		Common, 2 60		JELLY	
Coffee Cake, N. B. C. 10		Chester. 2 75		5 lb. palls, per dow 1 70	
Coffee Cake, Iced 8		Empire 3 50		15 lb. palls 38	
Cococanut Macaroons 16		Peas		30 lb. palls 65	
Cracknels 16		Green, Wisconsin, bu. 1 35		LICORICE	
Currant Fruit 10		Green, Scotch, bu. 1 40		Pure 20	
Chocolate Dainty 16		Split, lb. 4		Calabria 23	
Cartwheels 9		Rolled Oats		Sicily 14	
Dixie Cookie 8		Rolled Avena bbls. 5 00		Root 11	
Fluted Cococanut 10		Steel Cut, 100 lb. sacks 2 70		LVE	
Frosted Creams 8		Monarch, bbl. 4 75		Condensed, 2 dx 1 60	
Ginger Gems 8		Monarch, 10 lb. sacks. 2 25		Condensed, 4 dx 3 00	
Imper Snaps, N B C 7		Quaker, cases 3 10		MEAT EXTRACTS	
Grandma Sandwich 10		Common, 2 60		Armour's, 2 oz 4 45	
Graham Crackers 8		Chester. 2 75		Armour's, 4 oz 8 26	
Honey Fingers, Iced. 12		Empire 3 50		Liebig's, Chicago, 2 oz. 2 75	
Honey Jumbles 12		Peas		Liebig's, Chicago, 4 oz. 5 60	
Iced Happy Family 11		Green, Wisconsin, bu. 1 35		Liebig's, imported, 2 oz. 5 60	
Iced Honey Crumpet 8		Green, Scotch, bu. 1 40		Liebig's, imported, 4 oz. 8 50	
Imperials 8		Split, lb. 4			
Indiana Belle 15		Rolled Oats			
Jersey Lunch 8		Rolled Avena bbls. 5 00			
Lady Fingers 12		Steel Cut, 100 lb. sacks 2 70			
Lady Fingers, hand md 25		Monarch, bbl. 4 75			

6	7	8	9	10	11
MOLASSES New Orleans Fancy Open Kettle ... 40 Choice ... 35 Fair ... 26 Good ... 22 Half barrels 2c extra MINCE MEAT Columbia, per case ... 2 75 MUSTARD Horse Radish, 1 dz ... 1 75 Horse Radish, 2 dz ... 3 50 Bayle's Celery, 1 dz ... 1 50 OLIVES Bulk, 1 gal. kegs ... 1 00 Bulk, 3 gal. kegs ... 95 Bulk, 5 gal. kegs ... 90 Manzanilla, 7 oz ... 80 Queen, pints ... 2 35 Queen, 19 oz ... 4 50 Queen, 28 oz ... 7 00 Stuffed, 5 oz ... 1 45 Stuffed, 8 oz ... 1 45 Stuffed, 10 oz ... 2 30 PIPES Clay, No. 216 ... 1 70 Clay, T. D., full count ... 65 Cob, No. 3 ... 85 PICKLES Medium Barrels, 1,200 count ... 7 75 Half bbls, 600 count ... 4 50 Small Half bbls, 1,200 count ... 5 50 Barrels, 2,400 count ... 9 50 PLAYING CARDS No. 90, Steamboat ... 85 No. 15, Rival, assorted ... 20 No. 20, Rover enameled ... 60 No. 572, Special ... 1 75 No. 98, Golf, satin finish ... 2 00 No. 808, Bicycle ... 2 00 No. 632, Tourist's whist ... 25 POTASH 48 cans in case ... 4 00 Babbitt's ... 3 00 Penna Salt Co.'s ... 0 00 PROVISIONS Barreled Pork Mess, ... 14 00 Back fat ... 14 50 Fat Back ... 14 50 Short Cut ... 13 50 Pig ... 18 00 Pean ... 12 50 Brisket ... 16 00 Clear Family ... 13 00 Dry Salt Meats Bellies ... 9 1/2 S P Bellies ... 10 1/2 Extra Shorts ... 9 Smoked Meats Hams, 12 lb. average ... 12 Hams, 14 lb. average ... 12 Hams, 16 lb. average ... 12 Hams, 20 lb. average ... 12 1/2 Skinned Hams ... 13 1/2 Ham, dried beef sets ... 14 Shoulders, (N. Y. cut) ... 11 @ 12 Bacon, clear ... 11 @ 12 California Hams ... 9 1/2 Pigs: Boiled Ham ... 14 Boiled Hams ... 18 1/2 Berlin Ham pr's'd ... 9 Mince Ham ... 10 Lard Compound ... 6 Pure ... 8 60 lb. tubs, advance ... 1 1/4 80 lb. tubs, advance ... 1 1/4 50 lb. tins, advance ... 1 1/4 20 lb. pails, advance ... 1 1/4 10 lb. pails, advance ... 1 1/4 5 lb. pails, advance ... 1 3 lb. pails, advance ... 1 Sausages Bologna ... 6 Liver ... 6 1/2 Frankfort ... 7 1/2 Pork ... 8 1/2 Veal ... 8 Tongue ... 9 1/2 Headcheese ... 6 1/2 Beef Extra Mess ... 10 50 Boneless ... 11 50 Rump, new ... 11 50 Pig's Feet 1/4 bbls. ... 1 15 1/2 bbls., 40 lbs. ... 1 85 1/2 bbls., 40 lbs. ... 3 75 1 bbls. ... 7 75 Tripe Kits, 15 lbs ... 70 1/4 bbls., 40 lbs ... 1 25 1/2 bbls., 80 lbs ... 2 60 Casings Hogs, per lb. ... 26 Beef rounds, set ... 15 Beef middles, set ... 45 Sheep, per bundle ... 70 Uncolored Butterine Solid, dairy ... 10 Rolls, dairy ... 10 1/2 @ 11 1/2 Canned Meats Corned beef, 2 ... 2 50 Corned beef, 14 ... 17 50 Roast beef, 2 @ ... 2 50 Potted ham, 1/4 s ... 45 Potted ham, 1/4 s ... 45 Deviled ham, 1/4 s ... 45 Deviled ham, 1/4 s ... 45 Potted tongue, 1/4 s ... 45 Potted tongue, 1/4 s ... 45 RICE Screenings ... 2 1/4 Fair Japan ... 2 3/4 Choice Japan ... 4 Imported Japan ... 4 1/4 Fair Louisiana hd. ... 3 1/4 Choice La. hd. ... 4 1/2 Fancy La. hd. ... 5 1/2 Carolina ex. fancy ... 6 1/2	SALAD DRESSING Columbia, 1/2 pint ... 2 25 Columbia, 1 pint ... 4 00 Durkee's, large, 1 doz ... 4 50 Durkee's, small, 2 doz ... 5 25 Snider's, large, 1 doz ... 2 35 Snider's, small, 2 doz ... 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer ... 3 15 Deland's ... 3 00 Dwight's Cow ... 2 10 Emblem ... 3 00 L. P. ... 3 00 Wyandotte, 100 1/4 s ... 3 00 SAL SODA Granulated, bbls ... 85 Granulated, 100 lb cases ... 1 00 Lump, bbls ... 75 Lump, 145 lb. kegs ... 95 SALT Diamond Crystal Table Cases, 24 3/4 boxes ... 1 40 Barrels, 50 1/2 bbls ... 3 00 Barrels, 50 1/2 bbls ... 3 00 Barrels, 40 7/8 bbls ... 2 75 Butter Barrels, 320 lb. bulk ... 2 65 Barrels, 20 1/2 bbls ... 2 85 Sacks, 28 lbs ... 27 Sacks, 56 lbs ... 67 Shaker Boxes, 24 2 1/2 ... 1 50 Butter Bris, 280 lbs, bulk ... 2 25 Linen bags, 5-56 lbs ... 3 00 Linen bags, 10-28 lbs ... 3 00 Cotton bags, 10-28 lbs ... 2 75 Cheese Bbls., 280 lb. bulk ... 2 40 5 barrel lots, 5 per cent. discount. 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. Common Grades 100 3/4 bbls ... 1 90 60 5/8 bbls ... 1 80 28 1/2 bbls ... 1 70 56 lb. sacks ... 30 28 lb. sacks ... 15 Warsaw 56 lb. dairy in drill bags ... 40 28 lb. dairy in drill bags ... 20 Solar Rock 56 lb. sacks ... 22 Common Granulated, fine ... 80 Medium fine ... 85 SALT FISH Cod Large Whole ... @ 6 Small Whole ... @ 5 1/2 Strips or bricks, 7 1/2 @ 10 Pollock ... @ 3 1/2 Halibut Strips ... 14 1/2 Chunks ... 15 Herring Holland White Hoop, bbls 8 25 @ 9 25 White Hoop, 1/2 bbl 25 @ 30 White Hoop, keg, 57 @ 70 White Hoop mchls @ 75 Norwegian Round, 100 lbs ... 3 60 Round, 40 lbs ... 2 00 Scales ... 18 Trout No. 1, 100 lbs. ... 7 50 No. 1, 40 lbs. ... 3 25 No. 1, 10 lbs. ... 90 No. 1, 8 lbs. ... 75 Mackerel Mess, 100 lbs. ... 12 00 Mess, 40 lbs. ... 5 30 Mess, 10 lbs. ... 1 50 Mess, 8 lbs. ... 1 26 No. 1, 100 lbs. ... 11 00 No. 1, 40 lbs. ... 4 90 No. 1, 10 lbs. ... 1 40 No. 1, 8 lbs. ... 1 20 Whitefish No. 1 No. 2 Fam 100 lbs. ... 8 50 3 50 50 lbs. ... 4 50 2 10 10 lbs. ... 1 00 52 8 lbs. ... 82 44 SEEDS Anise ... 15 Canary, Smyrna ... 6 Caraway ... 8 Cardamom, Malabar ... 1 00 Celery ... 10 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 8 Poppy ... 8 Rape ... 4 1/2 Cattle Bone ... 25 SHOE BLACKING Handy Box, large, 3 dz ... 2 50 Handy Box, small ... 1 25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 SNUFF Scotch, in bladders ... 37 Maccaboy, in jars ... 37 French Apple, in jars ... 37	SOAP Central City Soap Co's brand. Jaxon, 5 box, del. ... 2 85 Jaxon, 10 box, del. ... 2 75 Johnson Soap Co. brands Silver King ... 3 65 Calumet Family ... 2 75 Scotch Family ... 2 85 Cuba ... 2 35 J. S. Kirk & Co. brands American Family ... 4 05 Dusky Diamond, 50 box ... 2 80 Dusky D'nd., 100 box ... 3 80 Jay Rose ... 3 75 Savon Imperial ... 3 10 White Russian ... 3 10 Dome, oval bars ... 2 85 Satinet, oval ... 2 15 Snowberry ... 4 00 Lautz Bros. & Co. brands Big Acme ... 4 00 Acme, 100-1/4 lb. bars ... 3 10 Big Master ... 4 00 Snow Boy P'dr. 100 pk. ... 4 00 Marselles ... 4 00 Proctor & Gamble brands Lenox ... 2 85 Ivory, 6 oz ... 4 00 Ivory, 10 oz ... 6 75 Star ... 3 10 A. B. Whisley brands Good Cheer ... 4 00 Old Country ... 3 40 Scouring Enoch Morgan's Sons. Sapolio, gross lots ... 9 00 Sapolio, half gross lots ... 4 50 Sapolio, single boxes ... 2 25 Sapolio, hand ... 2 25 SODA Boxes ... 5 1/2 Kegs, English ... 4 1/2 SOUPS Columbia ... 3 00 Red Letter ... 90 SPICES Whole Spices Allspice ... 12 Cassia, China in mats. ... 12 Cassia, Canton ... 16 Cassia, Batavia, bund. ... 28 Cassia, Saigon, broken. ... 40 Cassia, Saigon, in rolls. ... 55 Cloves, Amboyna ... 23 Cloves, Zanzibar ... 20 Mace ... 55 Nutmegs, 75-80 ... 35 Nutmegs, 105-120 ... 35 Nutmegs, 115-20 ... 30 Pepper, Singapore, blk. ... 15 Pepper, Singp. white ... 25 Pepper, shot ... 17 Pure Ground in Bulk Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 48 Cloves, Zanzibar ... 23 Ginger, African ... 15 Ginger, Cochinchina ... 18 Ginger, Jamaica ... 25 Mace ... 65 Mustard ... 18 Pepper, Singapore, blk. ... 17 Pepper, Singp. white ... 28 Pepper, Cayenne ... 20 Sage ... 20 STARCH Common Gloss 1 lb. packages ... 4 @ 5 3 lb. packages ... 4 1/2 6 lb. packages ... 5 1/2 40 and 50 lb. boxes ... 3 @ 3 1/2 Barrels ... @ 3 Common Corn 20 1 lb. packages ... 5 40 1 lb. packages ... 4 1/2 @ 7 SYRUPS Corn Barrels ... 23 Half barrels ... 25 20 lb cans 1/2 dz in case ... 1 60 10 lb cans 1/2 dz in case ... 1 55 5 lb cans 2 dz in case ... 1 65 2 1/2 lb. cans 2 dz in case ... 1 75 Pure Cane Fair ... 16 Good ... 22 @ 24 Choice ... 25 TEA Sundried, medium ... 24 Sundried, choice ... 32 Sundried, fancy ... 36 Regular, medium ... 24 Regular, choice ... 32 Regular, fancy ... 36 Basket-fired, medium ... 31 Basket-fired, choice ... 38 Basket-fired, fancy ... 43 Nibs ... 22 @ 24 Siftings ... 9 @ 11 Fannings ... 12 @ 14 Gunpowder Moyune, medium ... 30 Moyune, choice ... 32 Moyune, fancy ... 40 Pingsuey, medium ... 30 Pingsuey, choice ... 30 Pingsuey, fancy ... 40 Young Hyson Choice ... 30 Fancy ... 36 Oolong Formosa, fancy ... 42 Amoy, medium ... 25 Amoy, choice ... 32	English Breakfast Medium ... 20 Choice ... 30 Fancy ... 40 India Ceylon, choice ... 32 Fancy ... 48 TOBACCO Fine Cut Cadillac ... 54 Sweet Loma ... 33 Hiawatha, 5 lb. pails ... 56 Hiawatha, 10 lb. pails ... 54 Telegram ... 47 Pay Car ... 31 Prairie Rose ... 49 Protection ... 40 Sweet Burley ... 42 Tiger ... 40 Plug Red Cross ... 31 Palo ... 35 Kilo ... 35 Hiawatha ... 41 Battle Ax ... 37 American Eagle ... 33 Standard Navy ... 37 Spear Head ... 47 Spear Head 14-2-3 oz. ... 44 Nobby Twist ... 55 Jolly Tar ... 39 Old Honesty ... 43 Toddy ... 34 J. T. ... 37 Piper Heidsieck ... 37 Boot Jack ... 35 Honey Dip Twist ... 40 Black Standard ... 38 Cadillac ... 38 Forge ... 30 Nickel Twist ... 50 Smoking Sweet Core ... 34 Flat Car ... 32 Great Navy ... 34 Warpath ... 26 Bamboo, 16 oz. ... 25 I X L, 5 lb. ... 27 I X L, 16 oz. pails ... 31 Honey Dew ... 40 Gold Block ... 40 Flagman ... 40 Chips ... 33 Kiln Dried ... 21 Ginger's Mixture ... 39 Duke's Cameo ... 43 Myrtle Navy ... 44 Yum Yum, 1 2-3 oz. ... 39 Yum Yum, 1 lb. pails ... 40 Corn Cake, 2 1/2 oz. ... 24 Corn Cake, 1 lb. ... 32 Plover Boy, 1 2-3 oz. ... 39 Plover Boy, 3 1/2 oz. ... 39 Peerless, 3 1/2 oz. ... 35 Peerless, 1 2-3 oz. ... 38 Air Brake ... 36 Cant Hook ... 30 Country Club ... 32-34 Forex-XXXX ... 28 Good Indian ... 23 Self Binder ... 20-22 Silver Foam ... 34 TWINE Cotton, 3 ply ... 23 Cotton, 4 ply ... 23 Jute, 2 ply ... 14 Hemp, 6 ply ... 13 Flax, medium ... 20 Wool, 1 lb. balls ... 6 1/2 VINEGAR Malt White Wine, 40 gr. 8 Malt White Wine, 80 gr. 11 Pure Cider, B & B ... 11 Pure Cider, Red Star ... 11 Pure Cider, Robinson ... 10 Pure Cider, Silver ... 10 WASHING POWDER Diamond Flake ... 2 75 Gold Brick ... 3 25 Gold Dust, 24 large ... 4 50 Gold Dust, 100-50 ... 4 00 Kirkoline, 24 lb. ... 3 90 Pearline ... 3 75 Seapine ... 4 10 Babbitt's 1776 ... 3 75 Roseine ... 3 50 Armour's ... 3 70 Nine O'clock ... 3 35 Wisdom ... 3 50 Scouring ... 3 50 Rub-No-More ... 3 75 WICKING No. 0 per gross ... 30 No. 1 per gross ... 40 No. 2 per gross ... 50 No. 3 per gross ... 75 WOODENWARE Baskets Bushels ... 1 00 Bushels, wide band ... 1 25 Market ... 85 Splint, large ... 6 00 Splint, medium ... 5 00 Splint, small ... 4 00 Willow, Clothes, large ... 7 25 Willow Clothes, med'm ... 6 00 Willow Clothes, small ... 5 50 Bradley Butter Boxes 2 lb. size, 24 in case ... 72 3 lb. size, 16 in case ... 68 5 lb. size, 12 in case ... 63 10 lb. size, 6 in case ... 60 Butter Plates No. 1 Oval, 250 in crate ... 40 No. 2 Oval, 250 in crate ... 40 No. 3 Oval, 250 in crate ... 45 No. 5 Oval, 250 in crate ... 60	Churns Barrel, 5 gal., each ... 2 40 Barrel, 10 gal., each ... 2 55 Barrel, 15 gal., each ... 2 70 Clothes Pins Round head, 5 gross bx. ... 55 Round head, cartons ... 75 Egg Crates Humpty Dumpty ... 2 40 No. 1, complete ... 32 No. 2, complete ... 18 Faucets Cork lined, 8 in ... 65 Cork lined, 9 in ... 75 Cork lined, 10 in ... 85 Cedar, 8 in. ... 55 Mop Sticks Trojan spring ... 90 Eclipse patent spring ... 85 No. 1 common ... 75 No. 2 pat. brush holder ... 85 12 lb. cotton mop heads ... 25 Ideal No. 7 ... 90 Pails 2-hoop Standard ... 1 60 3-hoop Standard ... 1 75 2-wire, Cable ... 1 70 3-wire, Cable ... 1 90 Cedar, all red, brass ... 1 25 Paper, Eureka ... 2 25 Fibre ... 2 70 Toothpicks Hardwood ... 2 50 Softwood ... 2 75 Banquet ... 1 50 Ideal ... 1 50 Traps Mouse, wood, 2 holes ... 22 Mouse, wood, 4 holes ... 45 Mouse, wood, 6 holes ... 70 Mouse, tin, 5 holes ... 65 Rat, wood ... 80 Rat, spring ... 75 Tubs 20-in., Standard, No. 1 ... 7 00 18-in., Standard, No. 2 ... 6 00 16-in., Standard, No. 3 ... 5 00 20-in., Cable, No. 1 ... 7 50 18-in., Cable, No. 2 ... 6 50 16-in., Cable, No. 3 ... 5 50 No. 1 Fibre ... 10 80 No. 2 Fibre ... 9 45 No. 3 Fibre ... 8 55 Wash Boards Bronze Globe ... 2 50 Dewey ... 1 75 Double Acme ... 2 75 Single Acme ... 2 25 Double Peerless ... 3 25 Single Peerless ... 2 50 Northern Queen ... 2 50 Double Duplex ... 3 00 Good Luck ... 2 75 Universal ... 2 25 Window Cleaners 12 in. ... 1 65 14 in. ... 1 85 16 in. ... 2 30 Wood Bowls 11 in. Butter ... 75 13 in. Butter ... 1 15 15 in. Butter ... 2 00 17 in. Butter ... 3 25 19 in. Butter ... 4 75 Assorted 13-15-17 ... 2 25 Assorted 15-17-19 ... 3 25 WRAPPING PAPER Common Straw ... 1 1/4 Fibre Manila, white ... 2 1/4 Fibre Manila, colored ... 4 No. 1 Manila ... 4 Cream Manila ... 3 Butcher's Manila ... 2 1/4 Wax Butter, short c't ... 13 Wax Butter, full count ... 20 Wax Butter, rolls ... 15 YEAST CAKE Magic, 3 doz. ... 1 15 Sunlight, 3 doz. ... 1 00 Sunlight, 1 1/2 doz. ... 1 50 Yeast Foam, 3 doz. ... 1 15 Yeast Cream, 3 doz. ... 1 00 Yeast Foam, 1 1/2 doz. ... 58 FRESH FISH Per lb. Jumbo Whitefish ... 11 @ 12 No. 1 Whitefish ... @ 9 White fish ... 10 @ 12 Trout ... @ 9 Black Bass ... @ 9 Halibut ... 10 @ 11 Ciscos or Herring ... @ 5 Bluefish ... 11 @ 12 Live Lobster ... @ 22 Boiled Lobster ... @ 23 Cod ... @ 12 1/2 Haddock ... @ 8 No. Pickerel ... @ 9 Pike ... @ 7 Perch, dressed ... @ 7 Smoked White ... @ 12 1/2 Red Snapper ... @ 6 Col. River Salmon ... 16 @ 15 Mackerel ... 14 @ 15 OYSTERS Cans F. H. Counts ... 40 Extra Selects ... 38 Perfection Standards ... 30 Standards ... 25 HIDES AND PELTS Hides Green No. 1 ... 8 Green No. 2 ... 7 Cured No. 1 ... 9 1/2 Cured No. 2 ... 8 1/2 Calfskins, green No. 1 ... 11 Calfskins, green No. 2 ... 9 1/2 Calfskins, cured No. 1 ... 12 Calfskins, cured No. 2 ... 10 1/2 Steer Hides, 60 lbs. over ... 9 1/2 Pelts Old Wool ... 15 @ 1 50 Lamb ... 25 @ 60 Shearings ... 25 @ 60 Tallow No. 1 ... @ 4 1/4 No. 2 ... @ 3 1/4 Wool Washed, fine ... @ Washed, medium ... @ 25 Unwashed, fine ... 14 @ 20 Unwashed, med. ... 21 @ 23 CONFECTIONS Stick Candy Standard ... 7 1/2 Standard H. H. ... 7 1/2 Standard Twist ... 8 Cut Loaf ... 9 Jumbo, 32 lb. ... 7 1/2 Extra H. H. ... 10 Boston Cream ... 10 Olde Time Sugar stick 30 lb. case ... 12 Mixed Candy Grocers ... 6 Competition ... 7 Special ... 7 1/2 Conserve ... 7 1/2 Royal ... 8 1/2 Ribbon ... 9 Broken ... 8 Cut Loaf ... 8 English Rock ... 9 Kinderarten ... 8 1/2 Bon Ton Cream ... 8 1/2 French Cream ... 9 Star ... 11 Hand made Cream ... 14 1/2 Premio Cream mixed ... 12 1/2 Fancy-In Pails O F Horehound Drop ... 10 Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 Peanut Squares ... 9 Sugared Peanuts ... 11 Salted Peanuts ... 12 Starlight Kisses ... 10 San Blas Goodies ... 12 Lozenges, plain ... 9 Lozenges, printed ... 10 Champion Chocolate ... 11 Eclipse Chocolates ... 12 Quintette Chocolates ... 13 Champion Gum Drops ... 8 Moss Drops ... 9 Lemon Sours ... 9 Imperial ... 9 Ital. Cream Opera ... 12 Ital. Cream Bon Bons ... 12 20 lb. pails ... 12 Molasses Chews, 15 lb. cases ... 12 Golden Waffles ... 12 Fancy-In 5 lb. Boxes Lemon Sours ... 50 Peppermint Drops ... 50 Chocolate Drops ... 50 H. M. Choc. Drops ... 85 H. M. Choc. Lt. and Dark No. 12 ... 1 00 Brilliant Gums, Cryst. ... 80 O. F. Licorice Drops ... 80 Lozenges, plain ... 55 Lozenges, printed ... 50 Imperial ... 55 Mottos ... 55 Cream Bar ... 55 Molasses Bar ... 55 Butcher's Manila ... 2 1/4 Wax Butter, short c't ... 13 Wax Butter, full count ... 20 Wax Butter, rolls ... 15	

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER
Jaxon Brand

1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 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
1 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 \$3 00
500 or more \$2 00
1,000 or more \$1 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case. 2 60
35 1/2 lb. pkg. per case. 2 60
35 1/4 lb. pkg. per case. 2 60
16 1/2 lb. pkg. per case. 2 60

FRESH MEATS

Beef

Carcass. 4 @ 7 1/2
Forequarters. 4 @ 6
Hindquarters. 6 @ 8 1/2
Loins. 9 @ 13
Ribs. 8 @ 12 1/2
Rounds. 6 @ 7 1/2
Chucks. @ 5
Plates. @ 4

Pork

Dressed. 6 @ 6 1/2
Loins. @ 10
Boston Butts. @ 9 1/2
Shoulders. @ 9
Leaf Lard. @ 7

Mutton

Carcass. 4 1/2 @ 5 1/2
Lamb. 6 @ 7

Veal

Carcass. 5 1/2 @ 7 1/2



CORN SYRUP

24 10c cans 1 84
12 25c cans 2 30
6 50c cans 3 30

COFFEE

Roasted
Dwinell-Wright Co.'s Bds.

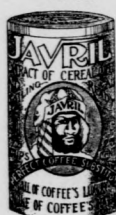


White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sagi-
naw; Melsel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

COFFEE SUBSTITUTE

Javril



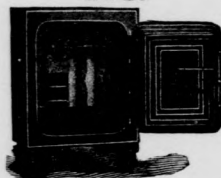
2 doz. in case. 4 50



CONDENSED MILK

4 doz. in case
Gail Borden Eagle. 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

SAFES



Full line of the celebrated
Diebold fire and burglar
proof safes kept in stock
by the Tradesman Com-
pany. Twenty different
sizes on hand at all times
—twice as many safes as
are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

STOCK FOOD.

Superior Stock Food Co.,
Ltd.

\$.50 carton, 36 in box. 10.80
1.00 carton, 18 in box. 10.80
12 1/2 lb. cloth sacks. 84
25 lb. cloth sacks. 1.65
50 lb. cloth sacks. 3.15
100 lb. cloth sacks. 6.00
Peck measure90
1/2 bu. measure. 1.80
12 1/2 lb. sack Cal meal 39
25 lb. sack Cal meal. 75
F. O. B. Plainwel, Mich.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size. 6 50
50 cakes, large size. 3 25
100 cakes, small size. 3 85
50 cakes, small size. 1 95

Tradesman Co.'s Brand



Black Hawk, one box. 2 50
Black Hawk, five bxs. 2 40
Black Hawk, ten bxs. 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Place Your
Business

on a
Cash Basis
by using

our
Coupon Book
System.

We
manufacture
four kinds
of

Coupon Books
and
sell them
all at the
same price
irrespective of
size, shape
or

denomination.
We will
be
very
pleased
to

send you samples
if you ask us.
They are
free.

Tradesman Company
Grand Rapids

Send Now

For Your Copy of our Fall
Catalogue

and use it to make sure that every lot of
goods you buy for Fall and Holiday use
is bought right.

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The September Number

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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 Rent—In a live Upper Peninsula town, a store; best location in town; grandest opening for a hardware or grocery. Address No. 829, care Michigan Tradesman. 829

Mr. Merchant—Do you want to sell out and give some one else a chance? I want an established merchandise or general merchandise business from \$10,000 to \$25,000. Will give in exchange equities in two first-class brick buildings, stores and flats. Well rented and good paying. These are not trading properties but a first-class investment. Will give a good trade. Address owner, J. Salomon, 236 E. Division St., Chicago, Ill. 830

Ginseng roots and seeds for sale. Book-let free. Ozark Ginseng Co., Joplin, Mo. 831

Wanted—Do you want to trade your business for a farm? Address Box 278, Frankfort, Ind. 832

A Great Opportunity—Only bakery and ice cream business in Pellston, Mich., (population 1,100 and growing fast). Confectionery and restaurant in connection. Everything new and first-class. Business, buildings, delivery wagon and horse, etc. Doing a good profitable business summer and winter. Deal must be cash. Address Seaman & Co., Pellston, Mich. 834

Safe Investment—One per cent. a month for five years, paid monthly. Write for particulars to Cloverleaf Dairy Farming & Poultry Company, Valley Junction, Ia., R. R. No. 2. 833

For Sale—20 shares of 1st preferred stock of Great Northern Portland Cement Co. stock for \$1,200. Address Lock Box 265, Grand Ledge, Mich. 835

For Sale—Hardware stock, lot and building, for cash; in city of 20,000 population. Stock at \$3,000, lot and building \$2,500. Established seven years. Address Hardware, care Michigan Tradesman. 836

Rubber Culture in Mexico. Safe and profitable. Good opportunity for large or small investors. Creates increasing income for life and longer. Address Charles W. Calkins, Grand Rapids, Mich. 837

Timber limit and saw-mill, for sale, at low price. Mill in first-class running order, 20,000 ft. daily capacity, with all belongings, including lath and shingle mill, improvements, 20 horses, 20 set log sleighs, wagons, carts and all other merchandise, buildings, good piling grounds with siding on C. P. R. main line, lath, etc. Limit surrounding mill with 3 or 4 years' supply of timber, principally good white pine, with practically no driving of logs. Price \$42,000, partly cash, balance to suit purchaser. Inspection invited. Pine Lumber Co., Pine, Ontario, near Cartier. 838

For Sale—Cheap for cash, small but complete millinery stock, entirely new; just the outfit for start in small town or choice addition to stock. Address Box 44, Saginaw, W. S., Mich. 839

For Sale—First-class bakery with Hubbard oven, lunch room, small grocery stock, 2 wagons, one horse, located in Owosso, Mich. Full particulars, address Ressa & Cheney, agents for all kinds of stocks, Kalamazoo, Mich. 845

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. 846

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. 848

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. 849

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

For Sale—Fancy grocery, doing cash business, hustling town Kent County. Address No. 824, Michigan Tradesman. 824

For Sale—Profitable hardware business in prosperous city, Northern Illinois. Invoice \$4,000. Half cash, balance gift-edge real estate. Address No. 788, care Michigan Tradesman. 788

For Sale—A very fine chicken and pigeon 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 Rent—Country store and dwelling house. Located in one of the best farming sections in Michigan. Address W., care Michigan Tradesman. 809

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

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

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

For Sale—\$1,800 stock general merchandise, shoes, dry goods and groceries. Box 2177, Nashville, Mich. 763

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

Attention, For Sale—Flour, feed, buckwheat mills and elevator at Wayland; one of the finest mills of its size in the State; elevator and feed mill at Hopkins Station and Bradley, Mich.; will sell together or separate; all are first-class paying businesses, and buildings and machinery in first-class condition; our fast-increasing business in this city is the reason we want to dispose of our outside mills at a bargain. Henderson & Sons Milling Co., Grand Rapids, Mich. 735

For Sale—Stock of groceries and staple dry goods and boots and shoes, located in good trading point, nine miles from the nearest city. Annual sales aggregate \$15,000. Good location to handle poultry and farm produce. Property includes half acre of land, new store building, good barn, store house and oil house. Good church and school privileges. Wagon can be run in connection with store to advantage. Will sell for cash only. Address No. 687, care Michigan Tradesman. 687

Restaurant—Finest stand in Northern Ohio; doing a \$28,000 to \$30,000 business each year; 40 years' standing. Will take farm or good city property for part payment. 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—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

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

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

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

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—I wish to sell my grocery business. P. W. Holland, Ovid, Mich. 737

For Sale—Clean drug stock, good business, in county seat town. Reason, owner not registered. Address No. 618, care Tradesman. 618

For Sale—A modern eight-room house Woodmere Court, Will trade for stock of groceries. Enquire J. W. Powers, Houseman Building, Grand Rapids, Mich. Phone 1455. 498

Wanted—Will pay cash for an established, profitable business. Will consider shoe store, stock of general merchandise or manufacturing business. Give full particulars in first letter. Confidential. Address No. 519, care Michigan Tradesman. 519

Wanted—Good clean stock of general merchandise. Want to turn in forty-acre farm, nearly all fruit, close to Traverse City. Address No. 670, care Michigan Tradesman. 670

For Sale—Fourteen room hotel, new and newly furnished, near Petoskey. Fine trout fishing. Immediate possession on account of poor health. Address No. 601, care Michigan Tradesman. 601

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette Railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

For Sale—Bright, new up-to-date stock of clothing and furnishings and fixtures, the only exclusive stock in the best town of 1,200 people in Michigan; nice brick store building; plate glass front; good business. Stock will inventory about \$5,000. Will rent or sell building. Failing health reason for selling. No trades. Ackerson Clothing Co., Middleville, Mich. 569

A firm of old standing that has been in business for fifteen years and whose reputation as to integrity, business methods, etc., is positively established, desires a man who has \$5,000 to take an active part in the store. This store is a department store. Our last year's business was above \$60,000. The man must understand shoes, dry goods or groceries. The person who invests this money must be a man of integrity and ability. Address No. 571, care Michigan Tradesman. 571

For Sale—Farm implement business, established fifteen years. First-class location at Grand Rapids, Mich. Will sell or lease four-story and basement brick building. Stock will inventory about \$10,000. Good reason for selling. No trades desired. Address No. 67, care Michigan Tradesman. 67

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 involves, 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.

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

Wanted—Experienced varnishers and rubbers; steady work all the year. Address The Hamilton Manufacturing Co., Two Rivers, Wis. 786

Wanted—Salesman to carry double tipped gloves as side line. Address Manufacturer, No. 51 E. Fulton St., Gloversville, N. Y. 727

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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 & Licensers, 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 Wash Ave., Chicago. References, Dun's Mercantile Agency. 872

MISCELLANEOUS.

We start you in the mail order business. American Special Agency, Milwaukee, Wis. 840

Investigate This—5,000 shares \$40 cash or installments. New gold company owning over 200 acres mineral land. Drilling a great depth gaining tunnel. On railroad. Illustrated prospectus free. Golden Sun Mining Co., 204 Kittredge Bldg., Denver, Colo. 813

To Exchange—80 acre farm 3 1/2 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house, good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mo. 501

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Tradesman Company,
Grand Rapids.

EFFICIENCY OF THE GUN.

Although the war in the Far East has by no means reached its final stage, it has already furnished more thorough examples of the relative efficiency of modern armaments than any of the more recent wars. Modern weapons and military methods have been given a thorough test, and it must be admitted that, in every case, they have accomplished fully what had been claimed for them before they had been subjected to the one supreme test of battle.

Battleships, guns, high-powered military rifles, field artillery of the rapid-fire type, torpedoes, mines, and many other modern inventions have all stood the supreme test, and all have accomplished everything that had been claimed for them. The one great surprise has been that archaic weapon, the bayonet. It has been held that, owing to the advent of high-power guns, troops would never again get close enough together to make the bayonet of any use. That notion is a complete fallacy, as the experience of the present war has proved. There has been use for the bayonet, and plenty of use, at that. Every fight has developed its final charge, accompanied by the use of the bayonet in hand-to-hand collisions. The military experts will, therefore, have to revise their ideas as to the bayonet, and, instead of abandoning it, as nearly everybody proposed, they must find an honored place for it in the soldier's outfit, just as has been the practice for several centuries.

The greatest lesson of the war has been the great efficiency of the modern high-power gun. Whether it be the great 8, 10 or 12-inch guns of the battleships or the light field guns of the armies, all have done terrific execution, amply proving that the modern gun is quite as formidable an engine of destruction as has been claimed for it. The Japanese have worked wonders with their modern guns. The way in which the Russian trenches were swept by artillery fire at the battle of the Yalu was one of the most surprising developments of the war. Their work on that occasion showed that the gunners had mastered the art of using field artillery to its fullest capacity. Not only did the Japanese serve their guns with deadly accuracy, but they made the Russian trenches, supposed to be protected against gun-fire, absolutely untenable.

In the earlier stages of the war some brilliant exhibitions were given of what could be done with torpedoes and torpedo boats when handled with interpidity and skill. So great and complete was the success of the torpedo craft that many well-meaning people hastened to sound the death knell of the battleship. The torpedo soon had its day, however. Once the element of surprise was eliminated, the function of the torpedo was at an end. For a considerable time it was believed that the war would fail to present the long-expected fight between fleets in the open sea, which alone could furnish

an exact test of modern armaments. Such a battle finally came on Aug. 10, and a test was furnished which is so conclusive that there can no longer be any doubt as to the exact efficiency of modern guns and armor protection. The Russian ships, although they were well and valiantly fought, were simply riddled, and their decks turned into veritable slaughter pens.

The Japanese employed mainly 12-inch and 8-inch guns, and the Russian larger guns were of practically the same calibers. In order to prevent their ships from receiving serious injury, the Japanese elected to fight at long range, varying from two to four miles. At such great distances the Japanese shells told with frightful effect. The immense 12-inch shells were used with deadly accuracy, plowing up the decks of the Russian ships, demolishing funnels and bridges, dismounting guns and searching out every portion of the ships not protected by the thickest armorplate. While the Krupp armorplate, with which the Russian battleships were protected, resisted the shells, the ships were struck so often in their upper works and along the sides where the armor failed to reach, that the whole Russian fleet was soon disabled. Of the fleet of some thirty vessels, not a single one escaped scot free. The battleship *Czarevitch*, the finest ship in the Russian Navy, lies in a German harbor on the Chinese coast, utterly disabled and dismantled. The cruiser *Askold* is at Shanghai, also disabled, and the cruiser *Diana*, which is now in French Indo-China, is so badly injured because of shot holes, that she will also be dismantled. The cruiser *Novic*, which at first escaped, was destroyed by the Japanese a thousand miles away from the scene of the Port Arthur battle. The Russian torpedo-boat destroyers were either destroyed or driven into neutral harbors. The battleships other than the *Czarevitch* crept back, disabled, into Port Arthur, and are still there. All this was the work of the high-powered, large-caliber naval gun.

The Japanese showed the efficiency of the large gun again in battle with the Vladivostok squadron in the Korean Strait. The Russian armored cruisers were the best vessels of their type, yet they were literally riddled and one of them—the *Rurik*—was sunk by the Japanese gun-fire at long range, whereas the Japanese ships were not seriously damaged.

The gun has, therefore, fully vindicated itself, but the lesson was also taught that, to succeed, it is necessary to be able to use guns with accuracy. Target practice in time of peace is, therefore, indispensable. It was because the Japanese knew how to use their guns, whereas the Russians did not, that victory perched on the banners of the former. The obvious lesson is that, in order that modern guns may be effective in time of war, money must be spent freely in target practice in time of peace.

Lost Coins in the Mail.

Ordinarily no man is rich enough to escape that certain sense of elation which comes from picking up a nickel on a sidewalk; but when a railway postal clerk finds such a coin in a mail pouch where it has worked out from insufficient wrappings, not only does he miss this elation, but it may provoke profanity.

For a nickel lost in a pouch of mail in transit becomes a matter for national concern. It comes to view, perhaps, just as a pouch of mail is emptied upon a sorting table; and when it has broken away from the bunch of letters and cards and circulars, rolled to an open space on the table, and there settled down, heads or tails, with a noisy spinning dance, the clerk who first sees it is "it."

A necromancer could have no more idea than the man in the moon as to what particular package it rolled out of, and if he had and should tell the postal clerk the clerk wouldn't dare try to restore the coin to the original package. That would be too easy altogether.

No, it is a lost nickel from the moment the clerk has to see it spinning there before his eyes; and according to the tender governmental conscience the clerk has to get ready for the inauguration of about \$18.43 worth of fuss over it.

For himself he doesn't dare to go to bed for a short nap until he has got rid of his 5 cents' worth of responsibility to the Government for the action of the fool persons from whom the nickel was parted. He digs up his printed form for such occasions printed and provided, and at once fills out a long blank, describing the coin, telling the circumstances of its being found and whether it landed heads or tails on the table, naming the pouch from which it was emptied, the number of the train carrying it, the date, and a few other little details, any one of which in hot weather would have cost a mug of beer.

This report, with the nickel, goes to the headquarters of the postal division in which the car was operated, and from these bonded officials, by the same general red tape route, the small coin finds its way to the seat of the National Government and to the fund representing the great constituency of the Postoffice Department, which persists in sending money through the unregistered mails of the service.

The Boys Behind the Counter.

Saranac—Leon McVeigh has again accepted and is occupying his old position as chief clerk at C. E. Huhn's.

Grand Rapids—Charles Bryant succeeds Glenn E. Denise as buyer and manager of the grocery department of the Wurzburg Dry Goods Co. Mr. Bryant has worked for E. J. Herrick and Frank J. Dettenthaler and also managed the Wurzburg grocery store at Ottawa Beach.

South Haven—Burr Rockwell is clerking for Jay Roberts in his new shoe store.

Union City—Charles Woodruff has

taken a clerkship in Minta's clothing store.

Bay City—O. E. Aubertin, who has been manager of the clothing department at the High Art, has gone to Milwaukee to take a position with Adolph Sempliner.

Feel the Necessity of Co-Operative Effort.

St. Johns, Sept. 6—The organization of an effective association of the business men of this city now seems almost a certainty. Its importance and desirability have long been recognized, but although often discussed no active steps have been taken until recently.

It is the general opinion that such an organization should be modeled on lines that have proven practical and effective in other places, and when the organization is completed it will be of a kind to accomplish something for the city's interests. A number of plans have been informally discussed, and several of St. Johns business men recently went to Lansing to confer with the Secretary of the Lansing Business Men's Association regarding the manner of its organization and its methods of work.

The good folk of Berlin are on tip-toe with pleasurable expectation, for in a very few months now, without their even being aware of it, they may be experiencing the glory of inhabiting a city with more than two million inhabitants. A census taken at the beginning of July, by the Emperor's commands, gave the exact population at that time as being 1,967,707. Since the beginning of the year the increase had been more than 12,000. If this ratio of increase be maintained the second million will be reached in less than a year from now, while to the optimistic Berlinese mind the happy hour may be expected to be reached at almost any day between now and then.

Grand Marais—The Manistique Lumber Co.'s railroad, running from this place south through Alger county into Schoolcraft, where it terminates at Germfask, is to be extended four or five miles southeast into Portage township, Mackinac county. Construction work is already in progress.

When you write Tradesman advertisers be sure to mention that you saw the advertisement in the Tradesman.

Satan is always in sympathy with the self-satisfied man.

BUSINESS CHANCES.

Merchants—Want to reduce stock? Yes. Want to dispose of stickers? Yes. Want more money in the bank? Yes. Then try a Reduction Sale by my new and novel methods—or if you want to close out your stock—my plan will do it. Write for terms and list of references. W. A. Anning, The Hustling Salesman, Aurora, Illinois. 841

For Sale—Good 40-acre farm, fine location; splendid land; 8-room house; good barn; good well; apple orchard, pear and cherry; horses, harness, wagon; 2 cows, hogs, chickens; all farm tools, hay, corn, etc.; fine timber, maple; tools for making sugar; will sell all for \$2,400, part time. C. M. Burlingame, Decatur, Mich. 842

For Sale—Small amount of stock and fixtures. Retiring from clothing business. Good proposition. Address Stock, Box 65, Chesaning, Mich. 843