

# MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 21, 1904

Number 1096

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Fall and Winter line for all ages on view. Overcoats immense. Mail and phone orders promptly shipped. Phones, Bell, 1282; Citz., 1957. See our children's line.

**Commercial Credit & Co. LIMITED**  
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DETROIT OPERA HOUSE BLOCK, DETROIT.  
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and would like to have it  
**EARN MORE MONEY,**  
write me for an investment  
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Will pay your money back  
at end of year if you desire it.

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

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### THE SIEGE OF PORT ARTHUR.

With the fall of Liao-Yang and the defeat of General Kuropatkin general interest has for the present been diverted from the situation in Manchuria to the siege of Port Arthur. With Kuropatkin disposed of for the time being, the Japanese can devote greater energy to the reduction of the Russian stronghold, which is the only remaining obstacle in the way of the full success of their plans. The fortress has now been cut off from all communication by land for three months and a half, and as no supplies have been taken in, provisions must now be running low. It is reported that meat has become exhausted and that the garrison is compelled to subsist on bread mainly. The ships' supplies have also run short, and as the sailors have been sent ashore to man the forts, they are an added burden to the commissariat. Ammunition is also running low, as the incessant fighting has greatly drained the stock for the large guns.

Although repeated Japanese assaults have been repulsed, the besiegers have made steady, if slow, progress. While the Port Arthur garrison is being depleted by casualties and disease, the Japanese are being constantly re-enforced. The process of attrition is undoubtedly gradually telling, and as there is no longer any earthly hope of relief, it seems certain that the end must come before very long. There is little purpose now to be served by holding out longer at Port Arthur other than the protection of the remnant of the ill-fated Port Arthur squadron. These ships would be of immense value were the Baltic squadron ever able to reach the Far East, but that is a remote prospect now and it does not seem possible that the constantly harassed garrison, encumbered as it is with sick and

wounded and short of supplies, can hold out for several months longer. It would take fully that time for the Baltic fleet to reach the Far East under the most favorable conditions.

Had General Kuropatkin defeated the Japanese at Liao-Yang he might have found it possible to send an army south to relieve Port Arthur, but all possibility of such relief must now be abandoned. Had the Baltic squadron been able to start for the Far East months ago, so as to be able to co-operate with a sally of the Port Arthur fleet like that of Aug. 10, it might have been possible to wrest control of the sea from the Japanese and raise the blockade of Port Arthur.

With the fall of the fortress all further need of the Baltic fleet in the Far East will be at an end. There will be no other place for it to go but Vladivostok, which will soon be closed by ice. Moreover, the fall of Port Arthur, by relieving the Japanese fleet of the further necessity of blockading that place, would enable Admiral Togo to lie in wait for the Baltic squadron and cripple it before it reaches the Far East.

Whatever may be said of the Russian commanders for the way in which the war has been managed on their side, there can be no question but that the garrison of Port Arthur and General Stoessel, its commander, have won great laurels. They have sustained unflinchingly many hard attacks from the finest infantry and artillery in the world, and it will be only exhaustion of supplies that will finally force them to surrender.

Lots of apples means lots of cider. More cider will be made in the United States this year than in all the rest of the world in five years. Cider really deserves a place among our national beverages. As the Boston Transcript says: "A beverage that improves the complexion and brightens the eyes is certain to be a favorite, and cider is said to do both things. It is not fattening and it suits rheumatic persons better than wine, beer or punch. Of course when cider gets old and hard its effects are anything but pleasant. Hard cider is responsible for a good deal of trouble."

The Japs have possession of two of the three coal mines upon which the Russians depend for the operation of the Manchurian railway. The third is expected to fall into their hands soon. This is a matter that will be of great importance in future movements, as without coal to supply their locomotives the Russians will be seriously hampered in transporting troops and supplies.

### GENERAL TRADE REVIEW.

The sharp reaction of last week in Wall Street markets has been followed by another steady advance, until now, with no apparent reason, another reaction is in evidence. This weekly swing, with each advance marking a decided gain in the general average, is favorable to speculative operations, and so activity is greater than for many months past. A feature of the situation which will surprise many is that the advance in stock values during the season of recovery, amounting to about 20 per cent., is fully one-half of the total decline. This is the more significant in that the decline was largely accounted for in the elimination of fictitious or watered values.

While frosty weather has had its influence in some localities the month as a whole is more favorable to crop maturing than generally expected. This gives assurance of a large quantity of corn and its products to keep the railways busy. The phenomenally high price of wheat, apparently independent of any cornering operations, indicates that prices of all farm products will be high enough to warrant profitable freight rates.

Fall trade is progressing steadily, but not with undue haste. The crop situation, interest in politics and other hindrances are enough to insure conservatism. Yet buying has been liberal and in many cases there has been unexpected urgency in securing shipments. The dominant factor in the situation is that there is an abundance of money in the hands of consumers and there is the disposition to spend it freely for needs and luxuries.

Iron and steel industries are moving steadily, and not too rapidly. Among textiles, woolens still lead in activity. Cotton mills are still buying from hand to mouth. Footwear shows decided improvement, the advance in prices seeming to increase orders.

Lord Kitchener, the famous British general, prefers single men for army service. He was twitted once on being a woman hater. He answered smilingly that he was just the reverse. Then he became serious and said that experience had taught him that single men, as a rule, make better soldiers than married men. The latter, he declared, are bound to keep in mind the welfare of their wives and children, and on this account are apt to draw back from dangers that would not cause them an instant's hesitation if they had only themselves to think of. Therefore, a wife, although she may be very ambitious for her husband's success, impairs his efficiency as a soldier in action.

## REPRESENTATIVE RETAILERS.

**G. H. De Graaf, the Pioneer Grand Rapids Grocer.**

The basic force responsible for all self-earned success is energy. One may have talent; but, lacking energy, may not apply it. One may perceive opportunity; but, lacking ambition to begin and energy to further, may not seize it. Energy is but power. The criminal may possess energy, but he lacks integrity and sense. Energy to be of value must be properly applied. The lightning bolt carries greater energy than the wire cable, but the one brings only devastation while the other may turn a million spindles and serve a thousand useful purposes.

The man of talent must possess energy. The man of energy must possess other constituent qualities; he must possess judgment that is able to decide which way will be best; he must possess courage to carry to a conclusion this judgment, once determined, in the face of predictions of disaster. The greatest successes have been won by the brave in the face of the fears of the timid.

The man of energy must have integrity if his talent is not to be diverted into questionable channels.

Energy, after all, is merely a capacity and desire for hard work. A practical simile is that of the controlled electricity in contrast with the unbridled lightning. And this simile brings to mind the human dynamo whose portrait and life story adorn this page.

Gerrit H. De Graaf was born in Buffalo, N. Y., Oct. 4, 1851. His father and mother were both natives of the Netherlands, having come to this country in 1846 and located at Buffalo. When he was 5 years of age his parents removed to Grand Rapids, where he attended the public schools, going from the primary to the grammar grade and taking two years at the high school under Professors Daniels and Strong.

On leaving school his first employment was in the dry goods store of C. B. Allen, where he remained one year. Not having a particular liking for the dry goods trade, he concluded to learn the grocery business. Accordingly, he entered the employ of McNaughton & Horton, who were then located where Muir's drug store now is. A year later he entered the employ of Voorhis & Co., with whom he remained three years. His next employment was in the grocery store of Gilbert Cook, on the corner where the Morton House now stands. He remained in this establishment two years, when he became connected with the staff of the Chief Engineer of the Chicago, Saginaw & Canada Railway, which was projected to run from Fruitport to St. Louis. The promoter of the enterprise was Capt. Craw, of Fruitport, and the financial backer was Capt. Tom Scott, of Philadelphia. So sanguine was Mr. De Graaf of the success of the project that he permitted his wages to remain in the treasury of the company, which he afterwards had reason to regret, be-

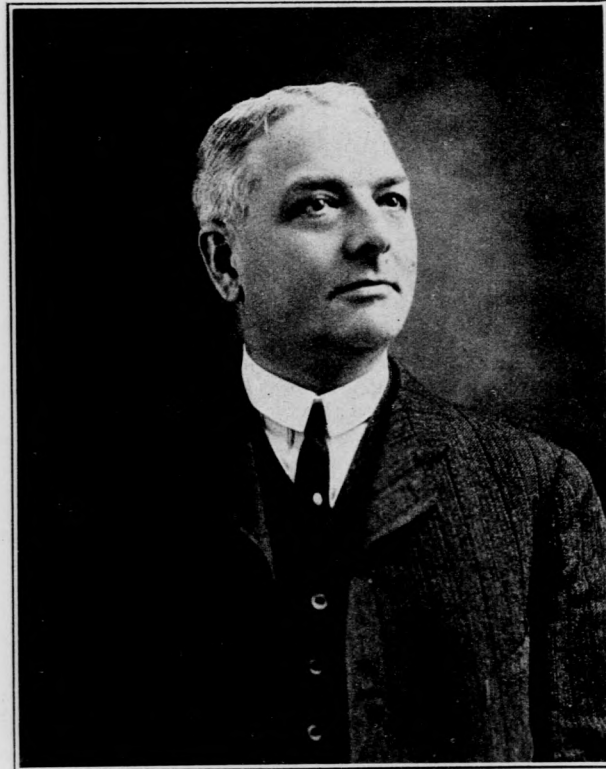
cause the panic which struck the country in the fall of 1873 wiped the road out of existence for the time being and dissipated every penny of his accumulated earnings. He thereupon returned to Grand Rapids and entered the employ of De Graaf, Vrieling & Co., who were then engaged in the manufacture of interior finish on South Ionia street, the senior partner being his esteemed father. Mr. De Graaf presided over a cut off saw in the factory, applying himself diligently to the task of recovering the ground he had lost through his year's experience in the railway promoting business.

By the following year he had managed to accumulate enough savings to embark in the grocery business in a small way, and on Jan. 9, 1875, he opened up for business at 229 South Division street. He remained there

him in business; Minnie, who is now Mrs. W. C. Price, and J. Arthur, who graduates next year from the high school on the German-English course.

Mr. De Graaf is a member of the B. P. O. E., which he has served very acceptably as Exalted Ruler. He is also a member of the Knickerbocker Society, in which he now holds the office of Vice-President. He has been Alderman of the First Ward for ten years and was nominated for Comptroller on the Republican ticket in 1900. He has been a candidate for the nomination for Mayor, and before many years will undoubtedly realize the laudable ambition cherished by himself and friends that he may occupy the highest office within the gift of Grand Rapids people.

Mr. De Graaf attributes his suc-



G. H. De Graaf

until 1877, when he built the block which he has since occupied at 221 and 223 South Division street.

Mr. De Graaf very quickly became heir to a prosperous and constantly expanding patronage, due largely to his energy and personality. He was a good buyer, displaying his goods well and satisfying his customers, and he soon came to be regarded as one of the foremost grocers of the city. He continued the business until the spring of 1903, when he disposed of his stock to his son, G. Henry De Graaf, in order that he might accept a position as member of the Board of Assessors, voluntarily and unexpectedly tendered him by Mayor Palmer.

Mr. De Graaf was married in 1875 to Miss Minnie Agters, of Grand Rapids, and is the father of three children—G. Henry, who succeeds

cess to careful attention to business, to taking proper discounts and making prompt collections. No greater tribute can be paid to his success as a grocer than to recall the large number of customers who started with him in 1875 and who are still patrons of the establishment. Absolute cleanliness is one of the things he has always insisted upon and prompt attention to telephone orders has also been a cardinal feature of his establishment.

Mr. De Graaf is not only a natural politician, but he is thoroughly versed in the affairs of the city, having made a study of every municipal problem which has confronted Grand Rapids for several years, so that he is very generally regarded as one of the best-posted men on municipal matters in the State—a man who would do the city and himself credit

as the Chief Executive of the municipality he has served so well and so faithfully in minor positions of trust and responsibility.

#### Review of the Poultry Crop of the West.

Chicago, Sept. 20.—The reports this year from our correspondents indicate a material increase in the supply of chickens, a fair increase in the supply of turkeys and ducks, and a falling off in the supply of geese. The weather conditions have been rather more favorable than for the past two or three years. The season was rather cool, but on the whole quite reasonable, but in some sections of the Southwest, the Far West and the North, the heavy rainfall caused a rather heavy loss in the early hatchings, especially of turkeys, many of the young birds dying of wet and cold. The fertility of the early eggs also was somewhat affected by the very cold weather during the winter, leaving the stock not in as good condition as when the winters were not so severe, but this was overcome later by more favorable conditions. From Iowa a number of reports stated that rats killed off a good share of the early hatchings.

Turkeys—The crop of turkeys is estimated to be about 15 per cent. heavier than last year. Our reports in most instances claim large increases in the flocks of turkeys, but some points which raised a good many turkeys last year report a material shrinkage this year. On the whole, however, we look for more turkeys to come to market during the winter. The season is unusually late, and where in other seasons a good many turkeys have been shipped in up to this time, so far this year but few turkeys have been received. Then, too, farmers are being blessed with good crops, and in no need for immediate money, can afford to allow their turkeys to run until fall.

Chickens—The reports generally indicate a very material increase in the crop of chickens, and it is fair to state that the crop at least is about 20 per cent. larger than last year. The weather conditions were generally favorable. Farmers being in good condition financially, and receiving good prices for their eggs, have perhaps not marketed their stock as early, nor as freely as usual, and indications are that there is a large quantity to come forward.

Ducks—Everything points to a large crop of ducks—such, at least, are the conclusions derived from the reports received. The indications are for an increase of about 10 per cent. over last year. Late prices have been more encouraging to farmers to raise ducks.

Geese—The crop of geese is estimated to be about the same as last year, possibly 10 per cent. less. Of late the raising of geese has fallen off considerably, with perhaps the largest shrinkage in Illinois, where the enactment of a law prohibiting geese from running at large has made a very marked difference in the number of geese raised.

P. H. Sprague.

# A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go, but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.



### Movements of Merchants.

Grand Ledge—F. S. Kebler has opened a new shoe store.

Clarksville—J. A. Clum has engaged in the grocery business.

Battle Creek—Ashley & Co. have engaged in the harness business.

St. Johns—John Schneider has sold his meat market to W. A. Hunt.

Cadillac—J. H. Salt has succeeded Howell & Salt in the grocery business.

Marine City—T. W. Crow has purchased the grocery stock of Geo. N. Jones.

Eureka—Albert Green is closing out his general stock and will retire from trade.

Lansing—Fred H. Barteaux has purchased the grocery stock of Beasley & Wells.

Ypsilanti—Frank A. Banghart will succeed Vought & Rogers in the meat business.

Detroit—C. H. Schroder has purchased the boot and shoe stock of John C. Kratz.

Wolverine—J. F. Holden & Co. have purchased the drug stock of Floyd G. Wagar.

Sebawaing—John Runnel & Co. have purchased the general stock of Marcus Blumenthal.

Petoskey—J. Welling & Co. have purchased the Joseph Rosenberg general stock, at Charlevoix.

St. Johns—Harrison Sherman has sold his bazaar stock to E. C. Hagan and Harry Beers, of Hillsdale.

Linden—Bowles Bros. have disposed of their bazaar, furniture and undertaking stock to Austin Bowles.

Gaylord—John M. Brodie & Co. have purchased the men's furnishing goods and shoe stock of R. B. Qua & Son.

Bloomington—M. T. Bruce will continue the meat business formerly conducted under the style of Bruce & Fields.

South Haven—A. C. Randall & Co. have purchased the grocery stock of O. W. Lee and will continue the business.

Oscoda—Geo. E. Hamilton will succeed Mills & Hamilton in the hardware and agricultural implement business.

Jackson—Fuller & Kirtland, grocers, and Fuller, Kirtland & Co., bakers, have been succeeded by the Fuller-Kirtland Co.

Eaton Rapids—W. E. Hanlon, of Ohio, has rented the T. L. Teynolds store and will occupy it with a stock of confectionery.

St. Johns—C. A. Putt has sold his shoe stock to John H. Darrow, of St. Louis, who will remove the stock to either St. Louis or Caro.

Harbor Springs—Clyde Wells has sold his tobacco stock to Charles Poyer and William Moore, who are to take possession October 1.

Alpena—Wm. D. Foley has purchased a half interest in the jewelry stock of A. J. Tulian. The new firm will be known as Tulian & Foley.

Saginaw—The Metropolitan Dry Goods Co. is succeeded by L. H. Hayt, who will continue the retail dry goods business at the same location.

Caro—F. A. Turner has sold his hardware stock to F. E. Kelsey, who will continue the business at the same location. Mr. Kelsey will retain his elevator business.

Beulah—Frank L. Orcutt has purchased the general stock of S. E. Thompson & Co. and will continue the business in connection with his feed and potato business.

Plainwell—J. H. Clement has purchased the interest of Fred F. Patterson in the dry goods firm of Patterson & Clement and will continue the business in his own name.

Escanaba—The Rathfon Bros. dry goods stock has been purchased at auction sale by J. V. Farwell & Co. and Stein & Co., of Chicago. The consideration was \$29,000.

Algonac—Horace Swartout will start at once to build a large cement building on his corner, one-half of which will be used for a bank and the other half for a meat market for himself.

Bay City—Jesse Radford has purchased the fish and oyster business of Ben Fox and will conduct the business under the name of the Bay City Fish & Oyster Co., at 114 Washington avenue.

Detroit—The People's Coal & Wood Co. has filed articles of association with the county clerk. It is capitalized at \$5,320, of which \$1,900 is paid in, and there are nineteen stockholders.

Marquette—The sale of the A. T. Van Alstyn Dry Goods Co. stock will occur here on Sept. 28 under the auspices of H. J. Lobdell, trustee. The stock will be sold in bulk to the highest bidder.

Albion—Harry Herrick, of Chicago, will open a fancy china and bazaar store about October 1. Mr. Herrick has been traveling for the Samuel Cupples Woodenware Co. for the past five years.

Edgerton—Ernest W. Bratt has purchased the interests of Fred W. Fuller and Charles Cline in the general merchandise stock of Fred W. Fuller & Co. and will continue the business in his own name.

Traverse City—W. S. Anderson has merged his undertaking business into a stock company under the style of the Anderson Undertaking Co. The stockholders are Wm. S., Jennie E. and Ralph A. Anderson.

Coldwater—Floyd George, who is closing up his partnership in the firm of Tripp & George, in this city, has purchased the grocery and market of M. P. Maxon, at Union City, and expects to move there about October 10.

Butternut—A. J. Braman has sold his hardware and implement stock to Will Isham, who was formerly engaged in trade at this place, but who has been on the road as traveling salesman for the J. I. Case Threshing Machine Co.

Cedar Springs—Z. G. Birdsall & Co. have sold their general stock to D. A. Keech, who has taken possession.

Mr. Keech will combine his stock with the above, and will vacate his present location in the Spooner building.

Ann Arbor—Mack & Co. are preparing to install a private telephone system in their store. Thirty phones will be put in, and will be distributed through their establishment. The phones will be the Washtenaw Home Telephone Co. instruments.

Saginaw—Waldron, Alderton & Melze have purchased the entire stock of leather goods, socks and mittens of the Lacy Shoe Co., at Caro, and removed it to this city and consolidated it with their stock at 131-135 North Franklin street.

Conklin—John W. Cazier has sold his interest in the produce firm of Cazier & Skeels to his partner, who will continue the business under the style of S. W. Skeels. Mr. Cazier will continue the general store he has conducted so successfully for several years.

Detroit—The Puritan shoe stores in this city and in Ann Arbor have been sold under an order by Judge Mandell, directing George E. Keith, the receiver of the Puritan Shoe Co., to dispose of the four stores to the Walkover Shoe Co., of this city, for \$11,900.94 cash.

Stanwood—J. B. Van Auken, manager of the general stock of Cress & Kuyers, died Sept. 6 as the ultimate result of Bright's disease, aged 56 years. Deceased is succeeded by Fred Haist, who has been identified with the store for some time in the capacity of assistant manager.

Litchfield—A. J. Lovejoy & Co. have merged their general merchandise business into a stock company under the style of the Bert Hickok Co. The capital stock is \$7,000, all subscribed and paid in in property. The stockholders are Albert J. Lovejoy, Frank E. Church and Bert Hickok.

Detroit—Articles of association have been filed by the C. C. McDonald Co. for the purpose of dealing in wearing apparel for women. The capital stock is \$10,000, divided in \$10 shares, of which \$8,500 is paid in. John D. Mabley has 599, Myra S. Mabley one, and C. C. McDonald has 250 shares.

Manistee—William Hoops, who has disposed of his interest in the meat market of Kuehn & Hoops to his partner, William Kuehn, expects to leave in a few days for Dallas, Texas, where he will associate himself with Walter Baumann, another Manistee boy, who is at present operating a meat market in that city.

Ann Arbor—There is a scrap on in this city over the right to the use of the "Puritan" shoe label. William Purfield, a former manager for the Puritan shoe store here, returned last spring and announced that he had purchased the right for Washtenaw county to the name of "The Puritan" from President Jameson, of the general company. The company went into the hands of a receiver. Now R. H. Hoffstetter, the manager of the old headquarters of the Puritan shoe store, is retaining the name, while Mr. Purfield has another store

also labeled "Puritan Shoe Store." Purfield says that he is backed up by Pingree & Smith, of Detroit, who are making some of the shoes. A legal fight will probably result.

### Manufacturing Matters.

Lansing—The Hall Lumber Co. has increased its capital stock from \$12,000 to \$30,000.

Ironwood—The Scott & Howe Lumber Co. has increased its capital stock from \$50,000 to \$75,000.

Talbot—The saw mill and general store of the Butts & Lillie Co., Ltd., has been closed under a chattel mortgage.

Caro—Van Sickle & Johnston have succeeded J. D. Wisley & Co. and will continue to operate the flour mill at this place.

South Boardman—The Harvey Lumber Co. has disposed of its mill property here and is putting up a mill in Springfield township.

Detroit—The Puritan Cereal Co. has been organized with a capital stock of \$24,000, of which \$500 is paid in in cash and \$23,500 in property.

Grand Marais—The Walker Veneer & Panel Works has changed its name to the Great Lakes Veneer & Panel Co. and decreased its capital stock from \$100,000 to \$80,000.

Holly—Joseph Olk has retired from the elevator and implement firm of McLaughlin Bros. Co. The business will be continued by James and Thomas McLaughlin, under the same style.

Highwood—McIlvenna & Kingsley, who have purchased the interests of the Highwood Manufacturing Co., are making preparations to rebuild the mill which burned some few weeks ago. They expect to be doing business in a few weeks.

Cadillac—Murphy & Diggins have begun operations in their new sawmill, commonly known as Cummer, Diggins & Co.'s "little" mill. The property has been idle for four years and has been transformed from a pine plant into a mill for cutting hardwoods and hemlock.

Talbot—The Oakwood Cheese Co. has been organized with a capital stock of \$5,000 to erect and conduct a cheese factory. Construction work on a stone factory will be commenced this week and it is expected that the factory will be able to start operations next April. It will have a capacity of 10,000 pounds of milk daily. An expert cheesemaker will have charge and it is expected that a high quality of Switzer cheese will be turned out. Other varieties will be manufactured, but a specialty will be made of Switzer.

## Commercial Credit Co., Ltd.

Widdicombs Building, Grand Rapids  
Detroit Opera House Block, Detroit

Good but slow debtors pay upon receipt of our direct demand letters. Send all other accounts to our offices for collection.



Abraham Das & Co. will succeed John T. Thomasma in the meat business.

Fred W. Fuller has purchased the quarter interest of Ernest W. Bratt in the grocery firm of Fred W. Fuller & Co., 152 North Division street, and will continue the business in his own name.

The West Michigan State Fair is in full blast this week, with complete exhibits in all departments, splendid weather and a large attendance. The exposition reflects much credit on the management and on all who have in any way contributed to its success.

The American Express Co. is the only one of the local express companies which declined to enter into an arrangement which enables exhibitors to receive and receipt for their shipments at the West Michigan State Fair grounds. Probably very few shipments to the next fair will be made by the American.

**The Produce Market.**

Apples—Wealthy, Maiden Blush, King and strawberry varieties command \$1.25@1.50 per bbl. The supply is large, but the demand is nearly equal to the supply.

Bananas—\$1@1.25 for small bunches; \$1.50@1.75 for Jumbos. The demand is as good as expected at this season and the receivers have no trouble in getting all the supplies wanted.

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

Beets—50c per bu.

Butter—Receipts of dairy are moderate, and the market is a little stronger. Factory creamery is strong at 20c for choice and 21c for fancy. Dairy is steady at 10@11c for packing stock and 15@16c for No. 1. Renovated is also moving freely at 16@17c.

Cabbage—45c per doz.

Carrots—50c per bu.

Cauliflower—\$1.25 per doz.

Celery—15c per doz. bunches.

Crabapples—60c per bu. for Siberian; 50c per bu. for General Grant.

Cranberries—Cranberries are more abundant, but the price is steady at \$7 per bbl. The stock this week has a better color than that offered last. The Cape Cod crop seems to be abundant. Wisconsin stock has not arrived yet.

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

Eggs—Receipts have been below consumptive requirements during the past few days, in consequence of which local dealers have been compelled to draw on cold storage supplies. Dealers pay 17@17½c for case count, holding candled at 18@19c.

Egg Plant—85c per doz.

Grapes—Delawares command 15c per 4lb. basket. They cannot be shipped, because the railroads will not accept them unless the baskets are

covered and no covers can be obtained. Niagaras fetch 15c per 8lb. basket. Wordens command 13c for same size package. Blue varieties in bu. baskets fetch 80@90c.

Green Corn—10c per doz.

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

Green Peas—\$1 per bu.

Green Peppers—65c per bu.

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

Lemons—Californias command \$3.75@4 and Messinas fetch \$3.75@4. Stock is moving slowly, but about as could be expected at this season of the year.

Lettuce—60c per bu.

Musk Melons—Home-grown osage fetch 50@60c per crate. Small Rockys command \$1.25@1.50 per crate.

Onions—Southern (Louisiana), \$1.25 per sack; Silver Skins, \$1.25 per crate; Spanish, \$1.40 per crate.

Oranges—Late Valencias, \$4.25 per box; Mexicans, \$3.50@3.75 per box. There is no change in this division of the market. The amount of business is small when compared with the active seasons in these fruits. Peaches, pears, plums, apples, etc., are too cheap and oranges are too high to allow much trade in the latter.

Parsley—25c per doz. bunches.

Peaches—Chilis, \$1@1.25; Crosbys, \$1.10@1.35; Crawfords, \$1.50@1.75; Elbertas, \$1.60@1.85; Champions (white), \$1@1.25.

Plums—Lombards are out of market. Green Gages are scarce and in active demand at 1.50 per bu. Blue varieties, \$1.25@1.40.

Pears—Flemish Beauties and Sugar fetch \$1 per bu. Bartletts are out of market.

Potatoes—Local sales range from 35@40c per bu. The crop of late will be large, unless bad weather should continue long enough to cause rotting.

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

Poultry—Live stock is dull and featureless, owing to light demand. Spring chickens, 11@12c; hens, 9@10c; coarse fowls, 7@8c; spring turkeys, 10@12½c; old turkeys, 9@11c; spring ducks, 9@10c for white; Nester squabs are dull and slow sale at \$1.25.

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

Squash—Hubbard commands 1½c per lb.

Sweet Potatoes—Virginias are steady at \$2 and Jerseys are in good demand at \$3 per bbl.

Tomatoes—60@75c per bu.

Turraips—50c per bu.

Watermelons—10@15c apiece for Georgia.

Wax Beans—75c per bu.

**And She Took It All In.**

Mildred—You belong to a men's club? How in the world do you amuse yourselves?

Jack (gently stroking her hair)—We don't try to amuse ourselves, dear. Men's clubs are for the purpose of study and mutual improvement.

Few poets know the price of provisions.

**The Grocery Market.**

Sugar (W. H. Edgar & Son)—Since we wrote you on Sept. 13 there has been practically no change in the sugar situation. Spot raws are firmly held at 4 5-16c, with no transactions. Meantime such sugars as have been offered for shipment from Cuba or elsewhere have been purchased at equal to about 4.33c, duty paid. The speculative market abroad has varied from day to day, the week opening with sharp advances yesterday, affecting both cane and beet supplies. Recent estimates of the continental crop indicate a shortage much larger than earlier estimates, and it is now practically certain that we shall enter the new campaign in October with barely enough sugar to go around. All indications point to continued upward movement. Refined is in active demand with constantly increasing oversales. Withdrawals on outstanding contracts are heavy and the volume of new business is gaining steadily. A very heavy late season demand is generally expected in view of the fact that as yet none of the later varieties of fruit have put in an appearance. It is reasonable, therefore, to assume that the heavy demand will continue well into October with no material improvement as regards deliveries. Therefore, we continue to advise purchases well in advance of requirements.

Tea—Fine Japans are scarce, but the scarcity has not been felt so strongly there, as most of the season's business in new Japans has been done. All fine teas are scarce and in excellent demand at firm prices. There will probably not be a pound of surplus in these lines this year. Under grades are plenty, however, and will likely have a prosperous season. Another feature in connection with the Japan situation is that the fine grades do not compare with the fine grades of last year.

Coffee—Retailers are generally coming to the belief that there is little danger in buying liberally at the present figure and are ordering in larger quantities than previously. Package goods show no change in price nor much in movement. They are sold at a figure at which the bulk goods can compete easily and the latter is getting rather more than its ordinary share of the trade.

Canned Goods—While the corn crop in the South appears to be large and a pack of corresponding magnitude is indicated in Maine as well as in New York, prospects appear to be anything but satisfactory from the consumers' standpoint because of the prolonged cold weather. From present indications the chances for a full delivery on Maine or New York contracts are not at all promising. In some sections of the West, notably Illinois, estimates of the output are being reduced, owing to the uneven condition of the crop. At present there is little disposition on the part of either buyers or sellers to enter into fresh engagements. Tomatoes are being held back by the low temperature and, unless Old Sol soon asserts himself, the pack will

be very small. A California report says that a week or ten days will practically tell the story so far as the fruit pack is concerned and canners will then be able to know with some definiteness what their deliveries will be. Many packers have announced that they will deliver but 50 per cent. in peaches, particularly in everything below extras. Some expect to make full deliveries on both sizes of extra peaches and on pears and apricots. Prices for Eastern fresh peaches have been good and crop conditions in the immediate vicinity of Eastern packing sections have been such that Baltimore and other packers will not have as many goods to offer as might otherwise have been the case.

Dried Fruits—A new syndicate has bought the carry-over of raisins and has named new prices on them. The syndicate opened the way for shrewd buyers to pick up a lot of raisins a week or two in advance at much lower prices. These are now offered at about ½c below the syndicate's new prices. Currants are unchanged. The first of the new crop has reached the New York port during the past week. Prunes are selling in a small way at unimproved prices. Peaches are scarce. The available stock seems to be all bought up and the situation is strong. Apricots are likewise in a strong position.

Syrup and Molasses—Glucose has declined to points during the week, in spite of the advancing corn market. Competition among manufacturers is the cause. As yet no change has been made in the price of compound syrup, and whether any will be is quite uncertain. The demand for compound syrup is fair. Sugar syrup is in excellent demand for export, and fairly active for home consumption. Prices are well maintained and unchanged. Molasses is quiet and unchanged. The first barrel of new crop cane juice has been received in New Orleans, and sold at \$1 per gallon.

Provisions—There has been no change in smoked meats during the week. The demand has fallen off considerably, but is still large. Pure lard is scarce, owing to the large demand and the high price of hogs. The price is likely to advance. Compound lard is unchanged, but will naturally follow lard in whatever that does. Barrel pork is unchanged and in good demand. Dried beef is in good demand at unchanged prices. Canned meats are unchanged and quiet.

Horatio B. Lewis, formerly Manager of the Elk Rapids Iron Co., but for the past year engaged in exploiting a new lumber, manufacturing and agricultural enterprise in Cuba, has returned to this country and formed an alliance with Wm. H. White & Co., the Boyne City lumbermen. Mr. Lewis will make Boyne City his headquarters, but will continue to reside in Ypsilanti, where his family was located while he was absent in Cuba.

It takes a man to draw the map of a woman's heart.



### Autumn Fancies Seen in Local Store Fronts.

The time seems to have gone by when one may not cast a surreptitious glance into a handsome store window, and, judging by the crowds that stand continually in front of the store fronts—crowds composed of all sorts and conditions of humans—it must even be permissible to look at the displays behind the glass a longer time than a stolen glance implies.

Certainly, the merchandise of the dry goods and kindred stores daily becomes more beautiful, and if one looks with an intelligent eye at the objects placed for his—mostly her—inspection much of interest may be learned.

Grand Rapids' stores are paying more attention to harmony of colors than used to be the case; and incongruous articles are not so often seen in proximity. Also more care is given to the detail of cleanliness, although that was a faux pas, in a recent Monroe street drug store exhibit of different sorts of licorice, which allowed hundreds of dead flies to accumulate on the window floor all around the powdered licorice. This condition would not have mattered so much as to the stick form, or the hard black stuff that the children de-

light in chewing chunks of, but for these many deceased insects to be so close to the ground drug—well, a possible mix-up was really not a pleasant thought to thrust upon the passer-by.

Of course, it is hard to keep things immaculate in a dusty town—every one knows that—but when the things displayed in a window are intended for the consumption of mankind, either as food, beverage or drug, those who have the care of such should see to it that nothing in the nature of dirt is allowed to come in contact with them. This should go without saying, but I am sorry to state that if one steps but casually into any store that caters to the inner man he is sure to be confronted with disgusting spectacles that cause him to register a solemn vow—mentally, of course—never to buy a penny's worth of stuff in such-and-such a department again. These things ought not be, but I suppose we must go on till the end o' time and eat things with our eyes shut.

I heard a man say, the other day, that if he ran an eatables store he would paste up a most rigid set of rules as to personal cleanliness and care of goods, on the part of his clerks, and any one known to infringe one of them should instantly be discharged.

I am thinking this man's store would look pretty lonesome behind the counters about 313 days of the year!

\* \* \*

But I started out to speak of a

more agreeable topic than the average grocery store, and somehow the trolley got off the wire.

\* \* \*

Last week I mentioned the neat jewelry exhibit of W. D. Werner, opposite the Morton House. To-day the arrangement of his goods is even more attractive. The larger part of the window floor is covered with some soft white cotton stuff and one section presents a patch of old-fashioned blue delaine, in a medium shade. Boxes, four or five of them, are placed underneath these materials, giving variety as to the way objects may be placed. Men's opened hunting-cases to the number of fourteen occupy one of the covered boxes, while thirteen ladies' watches with similar cases are displayed on the blue cloth. All are laid in the same position as to the beholder, giving the appearance of even a larger number. Two clocks catch the eye and a small silver tray and things for serving tea, also a unique card holder, in shades of bronze and green. Some Du Barry chatelaine fobs for the Fair Sex are very pretty, and one other is especially so, very dainty, made of gold in such a manner that the little points shine like jewels.

\* \* \*

Several of Herpolsheimer's windows were covered with white canvas, indicating that something was doing behind it in the way of new decorations. One of the large sidewalk show cases contains beautiful white doilies in drawn work, hun-

dreds of "Tenerife wheels" being employed in the borders. These wheels have sprung into great prominence during the past year, both for use with linen in articles for the dining room and alone and in combination with other designs for the embellishment of ladies' dresses, cloaks, underwear. One even sees them on hats. Said originally to be hand made by the poorer of the women inhabitants of Tenerife, one of the Canary Islands, it is to be doubted if the profusion now shown on every side ever felt the touch of a Tenerife Islander's fingers. The machinery of another nation, or nations, has probably been called into play.

Who that stopped to feast the eyes on the glove display of the Herpolsheimer Co., fronting the entrance, but just ached to catch up the big pieces of white and cream real kid, such as "handschuhen" are made of, and softly stretch out the delightful stuff! The gray "undressed" piece isn't so "temptizing," owing to the darker tint and the rougher feel. One could envy the daily seller of the beautiful finished product—if one "forgot to remember" how tired her fingers are at nightfall, from the countless trying on—the working of obstreperous big hands into gloves that the buyer insists will be "big enough." One pair of white gloves is fit for a duchess—such dear little stitching on the back in green and white! "Roeckl," or some such name, is given as that of the manufacturer.

## The Smile That Won't Come Off

The Smile that means delight and mirth,

The Smile that beams around the earth,

The Smile that smiles for all it's worth----

**The Smile That Won't Come Off.**

The Smile that widens in delight,

That makes all frowns fly out of sight,

The **Quaker Oats** Smile----

**that's all right!**

**The Smile That Won't Come Off.**

And the bags! Who can resist their prettiness? But, my goodness, how they cost! If one sets out to get an appropriate money holder for each of her gowns, or for the prevailing color of the accessories of such gowns, she can make more than a hole in her monthly stipend—she can simply swamp it! A capacious black sealskin bag is marked \$12. It has a black lining of moire and all the little pockets of folderols inside—very nice for a dressy old dowager but too sensible for a younger woman. Two of the bags are similar in size and shape, rather small and box like. One is a delicate sage green, the other a warm brown, really bordering on the burnt orange. And that big alligator skin—big but not too big! Ah, what a love of a thing, with its smooth, shining edges and its rough piny center! There is something about this rich, coarse leather that one simply can't get away from—to see is to be seized with the most maddening desire to possess! This love of a bag is lined with a white moire, sprinkled with soft pink wild roses and the accompanying greenery of their delicate foliage.

If only the kid skins and the gloves and the bags had been put into this outside show case it would have been perfection, but some one threw in two suede belts garish in color—utterly at variance with the rest of the contents—one of them a dreadful green green and the other a Royal blue, spoiling the whole thing. Too bad.

\* \* \*

That boy who stands, sits or reclines in Foster, Stevens & Co.'s always-interesting west window must be something of an actor, for he makes of himself whatever suits the caprice of his master, the window-man. Last week he was sleeping—with his eyes wide open—in a voluminous canvas sack for hunters' use. To-day he lounges on a box in the center of a display of goods of special attraction to devotees of the pigskin. Numerous deadly guns stand in a semicircle behind him, which, even if known not to be loaded, would scare a woman dummy out of her wits—if she had any to lose. Men, women and children are always to be found gazing at the sporting goods exhibited in this window. They seem to draw like a lodestone.

\* \* \*

The Millard Palmer Co. has a quadrilateral space done in a quiet green for the floor and background, in which is on display a frieze of popular magazines, while on the floor rest copies of "The Foolish Dictionary" (Gideon Wurdz) and some forty-odd copies of Melvin E. Trotter's "Jimmy Moore of Bucktown," which latter is destined to be of help to boys—and older boys.

**Trying a More Plausible Tale.**

The lady—That isn't the same story you told me before.

The beggar—No, lady; you didn't believe the other one.

Some men can't even tell the truth without lying about it.

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E. A. STOWE, Editor.

WEDNESDAY - SEPTEMBER 21, 1904

**TRANSFORMATION OF JAPAN.**

The transformation of Japan, from the condition of an Oriental despotism steeped in Eastern superstition and virtually enveloped in barbarism, to be an empire with a constitutional government, conducted on the highest principles of popular justice, with the most modern enlightenment in public and private affairs, the entire wonderful change having taken place in little more than a quarter of a century, is one of the most astonishing facts in the history of civilization.

The original government of Japan made it a sort of religious despotism. The Mikado was theoretically an absolute monarch having the power of life and death over his people, but held in such sanctity that he had virtually no communication with them. He reigned through the Shogun, an official appointed by the Mikado, and vested with supreme military power. In the course of time the Shoguns absorbed the whole of the governing power, civil as well as military, and the Shoguns being appointed from among the powerful nobles or chiefs, there grew up in the country a governing class which regarded the Shoguns as their immediate superiors and the Mikado as a sort of sacred individual who was kept in seclusion.

Thus it came about that the Mikado was the nominal ruler of the country, but, although he was treated with the greatest respect, was in reality a prisoner in his palace at Kyoto. The country was divided into numerous principalities, which were more or less independent. Japan was an empire in name, but no longer an empire in fact. Thus the land was ruled by a number of great feudal chiefs, who were supported by their armed retainers, the samurai, the soldier caste of Japan. The autonomous territories of the great nobles were ruled on different principles—they possessed their own laws, finances and regulations. There was consequently, perhaps, less unity in Japan than there is at present in China.

In the absence of a powerful centralizing influence, the country had become divided against itself; the formerly unquestioned authority of the Shoguns had been shaken and gravely compromised, the nobles

were intriguing for power, the people were arbitrarily and harshly treated, feudalism felt the ground heave and give away under its pressure.

The numerous Daimios, the great feudal lords of Old Japan, were generous patrons of literature and art, and strove to make their residences not only seats of power, but also centers of learning. From these learned circles the ultimate revolt against the Shoguns' usurpation took its beginning. In 1715 the Prince of Mito finished, with the assistance of a host of scholars, his great work, "Dai Nihon Shi," or history of Japan. This classical work was copied by hand by industrious students and eager patriots, and was circulated throughout the empire, being printed only in 1851. It is characteristic of the spirit of intense and reflective patriotism of Japan that this celebrated compilation, which gave an account of the decay of the Mikado's power and of the usurpation by the Shoguns, became the strongest factor in the eventful overthrow of the Shogunate, in the re-establishment of the Mikado's power, and in the unification of the empire.

The result of this agitation was that in 1867 the ruling Shogun voluntarily resigned his position, and the office was finally abolished. The present Mikado, Mutsu Hito, who was then in power, was thoroughly in sympathy with the reformers, and on the 17th of April, 1869, he took before the Court and the Assembly of Daimios the charter oath of five articles, which in substance were as follows:

1. A deliberative assembly shall be formed, and all measures shall be decided by public opinion.
2. The principles of social and political science shall be constantly studied by both the higher and lower classes of the people.
3. Everyone in the community shall be assisted in obtaining liberty of action for all good and lawful purposes.
4. All the old, absurd usages of former times shall be abolished and the impartiality and justice which are displayed in the working of nature shall be adopted as the fundamental basis of the State.
5. Wisdom and knowledge shall be sought after in all quarters of the civilized world, for the purpose of firmly establishing the foundations of Empire.

Thus the Mikado identified himself with the cause of reform, pledged the nation to progress, and made the success of the movement towards the modernization of Japan a certainty. Henceforth the whole of the nation strove for progress and enlightenment with that passionate will-power and singleness of purpose not found outside Japan. It is not necessary to detail the various steps of progress made in organizing the government. It is enough to say that a house of parliament was established to which the members are chosen by popular elections.

Colleges and universities were founded, and professors and teachers were drawn from Europe and America, while young men were sent to the most advanced foreign countries to study every branch of learning and science, warfare on land and sea, and whatever else could be of value to

the country. To-day, Japan has its own military and naval schools, it makes its own cannon and small arms, which are of superior quality, and its own gunpowder and other explosives, which are not surpassed in destructive power by those of any other nation, while the Japanese armies and navy have proved themselves to be most skillful in war and wonderful fighters.

Japan is the only Oriental country in which constitutional free institutions are incorporated in the governmental system, and they have inspired the people with most distinguished sentiments of honor and patriotism. It has been said in every age that a true spirit of liberty and patriotism based on a system of free government is absolutely necessary for the creation of the highest courage and heroic love of country and sense of duty. This certainly seems true with regard to the Japanese. There are no Asiatics like them in those respects, and they are not surpassed by the people of any of the Western nations.

The transformation of Japan must be considered one of the wonders of the modern world.

In the ancient times Latin was the language most recognized. In the last century French was the tongue most used in diplomacy and the language most desirable for a traveler to speak fluently. There is every reason to believe this century will see the general adoption and that before its close English will be the tongue of the business man and the diplomat. Its adoption is spreading rapidly. For years it has been true that an American could go anywhere in Europe and get along very comfortably with no linguistic attainments beyond the language of his own country. Great Britain has its colonies around the globe and on them the sun never sets. There of course English is the recognized language. The Americans in recent years have been pressing forward very rapidly and successfully and have still further introduced the same language. The increase of English speaking has been very noticeable in the last decade or two and is bound to press still further forward. To-day the business man who does not speak English is at a disadvantage in the markets of the world. Commerce and diplomacy are the two influences which work for the popular spread of any language and they are both enlisted very earnestly. There are those who believe that one day all the inhabitants of the world will speak English, but of necessity that day must be very far distant. The growth, however, is very perceptible.

In a number of the leading stores of Edinburgh and Glasgow there is a notice: "Americans not served here." Yankee shoppers used to cause the proprietors and their assistants to turn the shops topsy-turvy until they looked like a rummage sale and then would elevate their noses and "guess we'll try somewhere else." Hence the notice.

**CANADIAN CANALS.**

The Canadians have been much more progressive than Americans in the construction of artificial waterways. They are keeping at it right busily. They began seventy-five years ago canalizing natural water courses, but internal dissensions, lack of funds and opposition for various reasons in and out of Parliament have caused delay, but during the last decade the enterprises have been taken up with renewed interest. For example, the Trent waterway covers a total distance of 203 miles, 165 of which are now navigated by steamboat and only three miles of actual canal remain to be dug before it will be open from end to end. It extends from the Georgian Bay to the Bay of Quinte, which is an arm of Lake Ontario, and will offer the shortest water route for grain from the Northwest to tidewater. It is over 700 miles shorter than via the Erie Canal to New York.

One of the great engineering feats is the hydraulic lift lock recently put into service at Peterborough, Ont., where a fall of 65 feet has been overcome by the construction of a single lock operating automatically and doing the work of five ordinary locks. There are similar devices in England, France and Belgium, but this is the first on this continent. The Canadians are especially proud because it was designed and built entirely by their own people. By means of it steamers and 800 ton barges are easily handled. The manifest object of the Canadians of course is to control the transportation of grain and other products from the Great Northwest to tidewater, realizing that the question of commercial supremacy is involved in that achievement. The millions of money spent in the province for these purposes would lose much of its effectiveness if there were a ship canal from Oswego via the Mohawk and Hudson Rivers to New York, so that steamers of reasonable size could go from Duluth to tidewater without breaking bulk. That would be the most direct channel and the cheapest and hence, of course, it would do the greater part of the business. The United States is waking up to the importance of water transportation and in time will provide the facilities.

Sunday evening a man went along Avenue B in New York, followed by a great concourse of cats of all colors and kinds. They rubbed up against him and manifested the most intense delight. For a time the crowds attracted by the unusual spectacle could not understand how the man had hypnotized the felines, but it was soon discovered that he was scattering catnip as he moved along. The fellow was taken to a police station, all the cats following him, and fighting their way into the cell to which he was assigned. The police had hard work getting them out. The next morning the man paid a fine of \$5, which he seemed to consider a small price for the fun he had obtained.



SONGS THAT THRILLED.

Famous Words and Tunes Produced by the War.

One of the lingering superstitions of the war is contained in a beautiful little poem by Bayard Taylor:

"Give us a song," the soldier cried,  
The outer trenches guarding,  
When the heated guns of the camp allied  
Grew weary of bombarding.

It is not at all likely that the soldiers did anything of the kind. There were isolated cases when they broke into a song of triumph during battle when the victory was coming their way, but those instances can be counted on the fingers of one hand. There are instances, too, where wounded men, in the supreme moment of dissolution, with the transfiguring glow of another world irradiating their faces, sang songs which inspired their comrades and sent them with renewed energy into the conflict, but they also are few.

When a great conflagration threatens human life and endangers vast property interests men do not go with songs on their lips to put it out. When floods devastate populous districts, rescuers do not set out on the boiling waters singing triumphal hymns, and the roar and smoke of battle is ten million times more terrible than either.

When the bugles sang truce  
And the night cloud had lowered  
The men sank to rest almost where  
they stood. Exhausted nature could  
endure no more. If perchance they  
had themselves escaped the fiery mis-  
siles all about them were destruction  
and death. Dr. Root, in "Just After  
the Battle," gives a graphic descrip-  
tion of the scene.

Still upon the field of battle  
I am lying, mother dear,  
With my wounded comrades waiting  
For the morning to appear.  
Many sleep to waken never.  
In this world of strife and death,  
And many more are faintly calling  
With their feeble dying breaths.

There were hundreds of people who spoiled reams of nice white paper with pieces they called "National Odes" and "Anthems," "Battle Hymns of the Republic" and ludicrously pathetic drivel of various kinds. The trash in the song world, like drift in a nood, always comes to the surface at such times, and like driftwood most of it piled up on the shore and was buried in the sands of oblivion. But very few of these "pieces" ever got outside of the music stores, and of those that did, the good was speedily sifted from the bad, and that worthy to live has become part and parcel of the history of the great conflict.

Much of the music now known as "War Songs" was not written until the war was almost ended. The most popular writers of music at that period were Dr. George F. Root, Chas. Carrol Sawyer and Henry C. Work, and the most famous of the few war songs was Dr. Root's "Battle Cry of Freedom." It was written in 1861 and sung first at a big "rally" held in Union Square, New York, just after the first call for 75,000 men. It was sung by a male quartet and took the loyal throng by storm. It is said by those who were there that the singing of the lines,

We are springing to the call, your brothers gone before,  
Shouting the battle cry of freedom.  
And we'll fill the vacant ranks with a million freemen more,  
Shouting the battle cry of freedom.

We will welcome to our numbers the loyal, true and brave,  
Shouting the battle cry of freedom,  
And although they may be poor, not a man shall be a slave,  
Shouting the battle cry of freedom.

So we're springing to the call from the east and from the west,  
Shouting the battle cry of freedom,  
And we'll hurl the rebel crew from the land we love the best,  
Shouting the battle cry of freedom.

caused a frenzied demonstration of patriotism that was allied to insanity and utterly indescribable. The flowing rhythm of the melody was catching, and before the third verse was sung the words of the chorus were written in every heart present and a great volume of rich melody went up from the throats of the multitude, as all joined in singing the grand rallying chorus. The song was from that moment enshrined in the heart of every man, woman and child in the North. The marching columns carried it South and it became the one great song of the Northern armies, "John Brown" only disputing its supremacy. Of this nondescript fatherless song Mr. R. H. Dana, Jr., once wrote: "It would have been past belief had we been told that the almost undistinguished name of John Brown should be whispered among four million of slaves and sung wherever the English language is spoken and incorporated into an anthem to whose solemn cadences men would march to battle by tens of thousands."

It is to be regretted that so few of the better class of verse writers devoted their talent to the production of the songs of the war period. But, poor as the poetry usually was, if it had but a line or two which touched a responsive chord in aching hearts it became popular at once, and the airs being simple were easily learned. Very soon everybody in the North who was not too busy reading, writing or asking questions about the war, was singing about it or playing variations on the popular melodies, which even the bootblacks in the streets were whistling.

The war songs sung in the North were legion. Those that penetrated to the South were very few and not many of those were generally sung. The men close to the enemy's guns were too busy dodging bullets and returning guerrilla fire to attend "singing school." The high falsetto of rebel minie balls as they came screeching through the air was much more familiar to them than the "Star Spangled Banner" or "America," although they in time learned those, too.

It was in the North that most of the songs were "made." The cities became vast recruiting stations, where congregated the gallant boys of all ages and from every section of the country. Mighty mass meetings were held nightly to discuss the great problem of the war and to arouse the spirit of patriotism in the hearts of the people. Glee clubs, brass bands and drum corps vied with each other in entertaining the loyal audiences, and the effect that these songs had upon the people was a prac-

tical test upon their popularity and longevity of life. Company after company, regiment after regiment was formed, and as the brave boys marched away the new-born songs greeted them on every side. Tuneful tongues and retentive minds carried those songs South. And how the "old" boys love to hear them to-day.

They hear the bugle pealing forth its brazen notes,  
They listen to the rolling of the drums,  
The sounding call to arms, the battle clash and din,  
Like mocking echoes with the songs they come.  
The fire is burning low, the sentry lonely treads  
With slow and measured step his weary round.  
All these he seems to see as he listens to those songs,  
Those songs they sang upon the old camp ground.

"Wrap the flag around me, boys," cried a young soldier who fell mortally wounded at Fort Donelson on February 14, 1862. His last words were carried home to his friends, and on that Dr. Root founded the song. Just try singing,

Oh, wrap the flag around me, boys,  
To die were far more sweet  
With freedom's starry emblem, boys,  
To be my winding sheet.  
In life I loved to see it wave  
And follow where it led,  
And now my eyes grow dim, my hands  
Would clasp its last bright shred.

Oh, I had thought to meet you, boys,  
On many a well-won field  
When to our starry emblem, boys,  
The trait'rous foe should yield.  
But now, alas, I am denied  
My dearest earthly prayer,  
You'll follow and you'll meet the foe,  
But I shall not be there,

and you will open the heart and unlock the lips of the grimmest old veteran living. He will tell you of the terrible battle of the Wilderness and how his corps, the ninth, was driven back with heavy loss, but, reforming, confronted the enemy, and how in that second charge his messmate went down with a bullet through his lungs and only life enough to gasp, "Wrap me in the flag, boys, and don't let the rebs get me." Or mayhap it will be a hero of Cold Harbor or a survivor of South Mountain. Sing to any one of these war-worn veterans one of the pathetic old songs and he will have a reminiscence ready for you.

"Just Before the Battle, Mother," was one of the songs worn threadbare in the North. Like "Just After the Battle," the poetry as poetry was simply awful. There was a studied effort at rhyme that was painful in its precision and a certainty of "jingle" that jarred horribly, but these were two great songs of that day.

All the songs made for the period covering the war were not sad by any means. One of the notable comic songs, written by Henry C. Work in 1862 and sung on every concert stage in the North, was "Babylon Has Fallen," and marked the first general participation of the negroes in war:

Don't you see de black cloud risin' over yondah,  
Whar de massa's old plantation am?  
Nebber you be frightened, dem is only darkeys  
Come to jine and fight for Uncle Sam.

Don't you see de lightning flashin' in de cane brake,  
Like as if we's gwine to hab a storm?  
No! you is mistaken, 'tis de darkeys' bayonets  
An' de buttons on dar uniform

Way up in de corn field, whar you hear de tunder,  
Dat is out ole forty-pounder gun;  
When de shells is missin', den we load wid punkins,  
All de same to make de cowards run.

Look out dar now, we's gwine to shoot!  
Look out dar, don't you understand?  
Babylon has fallen, Babylon has fallen,  
An' we's gwine ter occupy de lan'.

It took like wildfire and was much sung in the South to taunt the "Johnnies," who hated it most heartily.

One of the topical songs of the North, issued in '63 by Henry Work, was "Corporal Schnapps." It was so full of homely pathos and contained such a graphic picture of the life "down South" that everybody sang it: Mine heart ish broken into little pits,  
I tells you, friendt, vat for.  
Mine schweetheart, von coot patriot kirl,  
She trives me off mit ter war.  
I fights for her der pattles mit der flag,  
I schtrikes so prave as I can.  
Put now long time she nix remembers me,  
Andt coes mit another man.

I march all tay, no matter if ter schtorm  
Pe more ash Moses' flood,  
I lays all night mine headt upon a schtump  
Andt s-i-n-k-s to schleep in der mudt.  
They, kives me hart pread, tougher as a rock,  
It almost preaks mine shaw,  
I schplits him sometimes mit an iron wedge  
Andt cuts him opp mit a saw.

They kives me peaf so ferry, ferry salt,  
Like Sodom's wife, you know,  
I surely dinks dey put him in der prine  
Von hundred years acoe.

Everybody who can remember anything about the war will recall the desolate Thanksgiving of 1861. Thirteen stars in the Union blue had been dimmed by treason and secession. The federal troops had met with repulse and disaster in every direction. The South was acting under its new government and the breach was growing wider each day, while all the strength and manhood of the North were rushing to dam the tide of disloyalty and disunion. Then was born a song worthy of the time and topic. It was not sectional and was sung in Southern homes as well as Northern. Dr. Root composed and dedicated it to the homes made desolate by the war, and it was sung at a great Thanksgiving demonstration in New York on that day:

We shall meet, but we shall miss him.  
There will be one vacant chair;  
We shall linger to caress him,  
While we breathe our evening pray'r.

At our fireside, sad and lonely,  
Often will the bosom swell  
At remembrance of the story  
How our noble Willie fell,  
How he strove to bear our banner  
In the thickest of the fight  
And uphold our country's honor  
In the strength of manhood's might.

True, they tell us wreaths of glory  
Ever more will deck his brow,  
But this only soothes the anguish  
Sweeping o'er our heartstrings now.  
Sleep to-day, O early fallen,  
In thy green and narrow bed,  
Dirges from the pine and cypress  
Mingle with the tears we shed.

Then on July 1, 1862, came the call for 300,000 more men! Hearts that beat high with hope that the war was about to end almost broke under that stunning blow. Again the song writer was equal to the occasion, and if the measure was mixed and the poetic feet sprouted corns and bunions in an effort "to get there" there was nothing the matter with the feet that measured its music into marching time. Right bravely the boys tramped away, and loyally they sung:  
We are coming, Father Abraham, three hundred thousand more,  
From Mississippi's winding stream and from New England's shore,  
We leave our plows and workshops, our wives and children dear,  
With hearts too full for utterance, with but a silent tear.

If you look across the hill tops that meet the northern sky,  
Long moving lines of rising dust, your vision may descry,  
And now the wind an instant tears the cloudy veil aside,  
And floats aloft our spangled flag in glory and in pride.

If you look all up our valleys where the growing harvests shine,  
You may see our sturdy farmer boys fast forming into line,  
And children at their mother's knees are pulling at the weeds,  
And learning how to reap and sow against their country's needs.

You've called us and we're coming by Richmond's bloody tide,  
To lay us down for freedom's sake, our brothers' bones beside.  
Or from foul treason's savage grasp to wrench the murderous blade,  
And in the face of foreign foes its fragments to parade.  
Six hundred thousand loyal men and true have gone before,  
We are coming, Father Abraham, three hundred thousand more.

When at last the North had been drained of its best blood and still the gaping hell of war yawned for more gore to feed its thirst the "draft" or conscripting and pressing into service was resorted to. Many and ludicrous were the incidents of this method of raising troops, and the crop of comic songs with "drafting" for their theme was unusually large. Only one, "They've Grated Him Into the Army," lived very long, however. Another which was sung almost exclusively in the North and with most insulting emphasis was, "How Are You, Conscript?" The loyal North had not much faith in "conscripted" soldiers and the boys down South had less, and the poor fellows led a hard life until they demonstrated in some way the misapplication of the doggerel, which ran as follows:

How are you, conscript! How are you to-day?  
The provost marshal's got you in A very tight place they say.

Oh, you should not mind it,  
Nor breathe another sigh,  
For you're only going to Dixie  
To fight and—mind your eye.

How are you, conscript? How are you to-day?  
You'll give us all a lock of your hair  
Before you go away.

How are you, conscript? How are you my boy?  
I spose you take it rather hard,  
Since you're your mother's joy.

How are you, conscript? How are you to-day?  
Have you got three hundred in green-backs  
To pony up and pay?

In 1863, thinking that the war was about over, and looking to the end, the whole North was singing:  
When Johnny comes marching home again,  
Hurrah, hurrah!

We'll give him a hearty welcome then,  
Hurrah, hurrah!  
The men will cheer, the boys will shout,  
The ladies they will all turn out,  
And we'll all feel gay when

Johnny comes marching home  
"When This Cruel War is Over"  
was a much sung song both North and South, and was particularly fruitful in parodies.

Heavily falls the rain,  
Wild are the breezes to-night,  
and the chorus,

Brave boys are they,  
Gone at their country's call,  
And yet, and yet, we cannot forget  
That many brave boys must fall,  
was one of the best songs of the period and one of the best sung since the war.

One of the grand old favorites written in 1864 has been growing in favor with the years, and half a hundred grizzled old veterans will sing it all night, alternating with "Marching Through Georgia," if you'll give them half a chorus:

We've been tenting to-night  
On the old camp ground,  
Many are dead and gone,  
Of the brave, and the true  
Who've left their homes  
Others been wounded long.

Many are the hearts that are weary to-night,  
Waiting for the war to cease;  
Many are the hearts looking for the night  
To see the dawn of peace.

The song of all songs, however, to the veteran soldier is "Marching Through Georgia," the production of Henry C. Work, in 1865. Age can not wither nor custom stale the infinite variety of ways in which this song is served up, from the newsboy on the street to the tenore robusto who sings campaign songs, and from Gilmore's band to Dago organ the gamut of human and artificial instrumentalities is run with varying success. Since Sherman was "mustered out" the "boys" have taken a melancholy delight in singing:

Bring the good old bugle, boys,  
We'll have another song;  
Sing with the spirit  
That will start the world along;  
Sing it as we used to sing it,  
Fifty thousand strong,  
While we were marching through Georgia.

How the darkies shouted  
When they heard the joyful sound,  
How the turkeys gobbled  
Which our commissary found,  
How the sweet potatoes  
Even started from the ground  
While we were marching through Georgia.

Sherman's dashing Yankee boys  
Will never reach the coast,  
So the saucy rebels said,  
't was a handsome boast,  
Had they not forgotten, alas!  
To reckon with their host,  
While we were marching through Georgia.

So we cleared a thoroughfare  
For freedom and her train,  
Sixty miles in latitude,  
Three hundred to the main;  
Treason fled before us,  
For resistance was in vain  
While we were marching through Georgia.

The old general hated the song with a holy horror. And in Boston, where the 250 bands and over a hundred drum and fife corps passed him in the reviewing stand where he stood for seven mortal hours listening to the never-ending din, the tail end of the tune played by the last band fairly dove-tailing in with the same old tune played by the next one in line, the general got wild and swore a great round oath that he never would attend another National encampment until every band in the United States had signed an agreement to not play "Marching Through Georgia" in his presence. That was his last encampment. When next the tune was played in his presence it fell as a dead march upon unheeding ears.

The muffled drum's sad roll had beat  
The soldier's last tattoo.  
Charles E. Belknap.

#### Down With the Helm.

A man never drifts from worse to bad—it is always from bad to worse. No one becomes better from laissez faire. No ship ever gains the harbor with a free rudder. Good never comes from natural development. Some who read this know what giving loose rein to desire, appetite or passion means. A short time ago you would have been shocked at the suggestion that you would do some of the things that are now a common part of your life. You wandered farther and farther out from the straight path until you scarcely recognize in yourself the man who walked in your boots a year or two ago. Isn't it time to "hard down" the helm and bring her up to the wind? Are you willing to take the risk of running free like this for another six months? Where will you be if you continue the thoughts, the acts that have made your life for the past six months a walking nightmare? Listen to the fog bell. Down with the helm.—Canadian Shoe Journal.

## Bought Out an Entire Jobbing Stock of Shoes

A few days ago The Lacy Shoe Co. (wholesale shoe dealers of Caro who are closing up their affairs) made us a proposition on their stock. So our Mr. Waldron looked the whole thing over and bought their **entire stock of shoes** and shipped them over to our Saginaw warehouse.

This gives us an opportunity to offer some very interesting bargains to our many friends about the State.

Would also call attention to the fact that we are **State Agents** for the celebrated **Lycoming and Keystone Rubbers** and have an immense stock of new fresh goods.

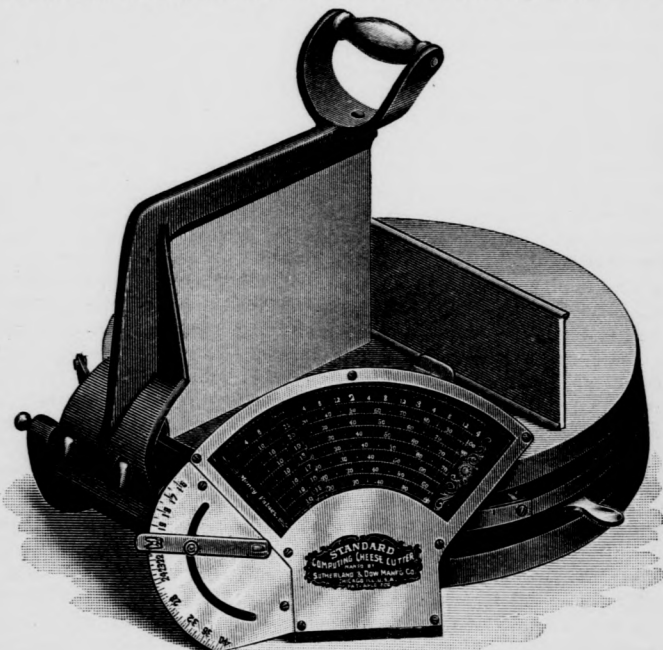
## Waldron, Alderton & Melze

Wholesale Shoes and Rubbers

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

## 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



## "Standard" Computing Cheese Cutter

The only absolutely perfect cutter made. Cuts to weight or money values—1 oz. to 4 lbs.; 1 cent to \$1. You can tell accurately and at once just what your profit will be. Write us for catalogue, testimonials, etc.

Sutherland & Dow Manufacturing Co.

84 Lake Street

Chicago, Illinois

### Utilize Election Time for Advertising.

The time for talking politics is at hand, and the spellbinders will soon be amongst us, pouring forth impassioned appeals to support their various political candidates. Then is the merchant's opportunity to take advantage of the situation and turn it to his profit.

One way is to obtain pictures of the various candidates for the presidency. Most of the magazines and newspapers will contain their portraits. Look up some of the principal criticisms concerning the claims of each for election and arrange them by pasting them underneath their several portraits. When this is done, paste them inside the show windows where they can be easily read. Above all the line of portraits put a card with the words in large, plain letters, "Take Your Choice."

Get a printed statement of the pluralities by popular vote and electoral vote of each state for President for 1900. These will be found in the newspapers and magazines. Paste it in a conspicuous place in the window. Such statements are eagerly read before election time, and the people will stop to read them. All the passers-by will be interested and by giving all the candidates you will escape the criticism of being partisan.

Of course, the end and aim of all this kind of advertising is to draw attention to the window display.

The windows should be decorated neatly in red, white and blue, and among the shoes there should be distributed cards with pertinent sayings combining election and shoe talk:

You have a choice for President. We have choice shoes.

We have footwear for followers of all candidates.

Vote for your favorite. He'll walk easy if he wears our make of shoes.

To Voters—Republicans, Democrats, Prohibitionists, Socialists, Populists will march easy in the procession if they buy their shoes here.

Election Bets. Bettors will find our shoes better than all others to pay bets.

These cards can be written by hand, in large letters, and often attract more attention to them than if they were printed in type.

Another plan is to use the cards for distribution amongst the crowds that gather at the various meetings. Take each saying, print on small separate cards, with the firm name and address at bottom and circulate them at intervals. The cost of the whole series would be trifling and the results in increased trade would undoubtedly be satisfactory.—Shoe Trade Journal.

### How Careless Habits Handicap Business Men.

Did you ever notice a woman going about with an occasional hook which was astray from its eye, or feel an impulse to tell some man you meet to keep his clothes buttoned up? There are some people whose shoelaces are continually dragging, and if they have strings about them anywhere they are always untied.

In mental and commercial habits

the number of business slovens who neglect their work, leave it half done, or by putting it off let the job get so mouldy as to be not worth attention, is much greater than one can appreciate who does not occasionally handle the work of such botches, sluggards and triflers.

Ask the head of any department of a considerable business, and he will confess that 90 per cent. of his troubles are caused by people who never have any better explanation than "I didn't know it would make any difference," "I thought this was good enough," or "Why didn't you tell me how you wanted it done?" These department chiefs will tell you that they invariably instruct their clerks and subordinates how things should be done, that every thing must be done promptly, exactly, and, most of all, completed; yet it makes little difference—slouches slouch over their work still; just enough is done in an important matter to lead the man in charge to believe that it has been attended to, while the remainder of the task is left unfinished and trouble is the result.

There is always a right way and a wrong way to do everything, and if one notices the easy-going and the flighty they are almost certain to take the wrong way. It is bad enough to find those about you are completely lacking in initiative, but, understanding this, one expects but little original cleverness.

It is when the executive details get all mixed up that the man in charge of several departments or a number of people is driven nearly crazy. Men in these responsible positions wear out very quickly, not in doing their own work, but in everlastingly watching that the work of others is properly performed. Scores of these worried men have told me that after struggling with new office and traveling help for months, sometimes for years, courteous and really clever people have to be discharged simply because they can never, figuratively speaking, get the hooks, into the eyes, the buttons into the buttonholes, tie strings so that they will stay tied, or shut doors so that they will stay shut.

In offices these inaccurate people get accounts wrong, dates mixed up, put drafts and receipts in the wrong envelopes, spell names improperly, make mistakes in initials, forget to push settlements when they should be made, crowd customers when there are many reasons why they should not be crowded, and, if salesmen, get customers up to the point of buying yet fail to get orders, somehow miss the people they go to see, miss the trains in getting out of towns, miss their appointments, and are continually traveling in bad luck. The percentage of these inconclusive and inaccurate people who ever succeed in reforming, after bad business habits are once formed, is exceedingly small.

The number of men of all varieties who go into business for themselves and succeed, I have been told, is less than 7 per cent.; the failures, of course, include men who have capital and no experience, experience and no capital; but the great grist of business

humanity which is continually being ground to commercial powder by the stern laws, unsympathetic, unyielding, which demand accuracy and conclusiveness is mostly made up of those who only half do their work and have no distinct and absorbing purpose.

At the seasons when the boys and girls are home from school, give each one of them some little daily task and see that it is well done before the remainder of the day is theirs. Don't let them go wild or drift; life's sea is littered with driftwood, weeds and light stuff, blown by the wind and worn by the waves in going nowhere and being nothing.

### Similar But Different.

"Say, pa," queried the village editor's small son, "what is the difference between an amateur poet and a professional?"

"The difference, my son," replied the old man, "is that one writes for glory and the other writes for cash."

"Then they have nothing in common," said the youthful information seeker.

"Yes, they have one thing in common," replied his father, "and that is their disappointment. Neither gets what he is after."

**Percival B. Palmer & Company**  
Manufacturers of

**Cloaks, Suits and Skirts**  
For Women, Misses and Children

197-199 Adams Street, Chicago

# JENNINGS



## Flavoring Extracts

are known by the

### Fruit!

The question of selling consumers and peddlers *Flavoring Extracts* has been brought to our attention, and we wish to state plainly that we do not sell direct to either private consumers or public peddlers.

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

Grand Rapids

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

# Overalls and Coats!



In Blue Denim from \$4.75 to \$10.00 per dozen.

All High Grade. Union Made.

Get Our Prices on Your Requirements.

Plain Blue, White, Fancy Stripes. Good Goods.

Better Service. Best Prices.

**H. R. STOEPPEL**

330-332 Lafayette Ave.

Detroit, Mich.



### Observations of a Gotham Egg Man.

I give below a careful estimate of storage accumulations in the cities of Chicago, New York, Boston and Philadelphia:

|                 | Aug. 1,<br>1904. | Sept. 1,<br>1904. | Sept. 1,<br>1903. |
|-----------------|------------------|-------------------|-------------------|
| Chicago .....   | 775,000          | 760,000           | 455,000           |
| New York .....  | 450,000          | 423,000           | 360,000           |
| Boston .....    | 176,000          | 172,000           | 170,000           |
| Philadelphia .. | 161,000          | 161,000           | 132,000           |

Totals ..... 1,562,000 1,526,000 1,117,000

The statement of storage stocks in New York (including Jersey City) can be depended upon as very nearly correct, as it is based upon exact reports of more than 90 per cent. of the holdings. The Chicago statement is something of an average of various reports; one source of information from that city, which ought to be as reliable as any, places the quantity held at more than 800,000 cases, while other estimates range down to about 725,000, including the holdings at the stock yards. From the table of receipts it appears that Chicago's receipts since March 1 have been about 228,000 cases more than last year, so that to account for the indicated increase of over 300,000 cases in the holdings on September 1 we must suppose the city consumption to have been less, or the proportion of receipts shipped East to have been lighter. The latter is the more plausible explanation as, taking the season as a whole, the avidity for storage eggs has been much greater in the West this year than last, and all reports have indicated a relatively free Chicago consumption.

In an editorial last week we took occasion to comment on the Philadelphia reports of receipts, showing quite conclusively that they must be inaccurate. We think it quite possible that many eggs going directly to Philadelphia storage houses are being missed by the compilers of the daily statistics; this is the most probable source of an error in receipt statements which is made evident by the fact that last year, under reported receipts of 85,500 cases in August, Philadelphia reduced storage holdings 23,000 cases, while this year, under reported receipts of only 67,618 cases, the storage stock remained practically unchanged. Of course, no such decrease in August trade output is conceivable.

The statistics of receipts and storage accumulations in New York indicate a considerable increase in total trade output, in that with an increase of some 238,000 cases in receipts since March 1 we show now an excess of storage holdings of only about 73,000 cases. But during the month of March we had very unusual conditions; we had previously, for several months, had a very short supply of eggs, prices were very high, and the masses of our people used them with great economy. In March our supply became very heavy, prices fell to reasonable figures, and there was an abnormal consumption; so that although our March receipts amounted

to no less than 402,576 cases they were all used for consumptive and out-of-town trade, and we made no permanent storage accumulation until after the first of April. To get at a fairer relation of regular trade output therefore we must consider the period from April 1 rather than from March 1; during the five months from April to August inclusive our receipts this year were 1,964,685 cases, against 1,781,113 last year; and deducting the storage stocks remaining each year on September 1 from these figures we get an average daily output this year of about 10,000 cases, against about 9,300 cases last year.

During the month of August our statistics show an encouraging gain of trade output as compared with last year; if our storage holdings made a net decrease during the month of 17,000 cases our output must have been equal to about 9,800 cases a day, or about 68,600 cases a week, while last year our August output figured only about 58,000 cases per week.

The favorable influence of these statistics is, however, offset by the evidently greater scale of production which has made the August reduction of storage stock very small as compared with last year, while the outlook for fall receipts is for a material increase.

I wish my readers to consider that the above calculations of output are not given as exact, but simply as indications of the facts. I do not believe, for instance, that our August consumption of eggs has shown so great an increase over last year as 10,600 cases a week. To arrive at exact figures the relative out-of-town movement would have to be known, and also the amount of accumulation in trade channels outside of cold storage. But the indication that consumption has been more or less greater is perhaps fairly reliable.—N. Y. Produce Review.

### Co-Operative Marketing of Eggs in Denmark.

Co-operative marketing of farm produce is reduced to a perfect system in Denmark. The Danish Co-operative Egg Export Association has a membership of 33,500 farmers, divided into 500 local societies, or circles, each circle being an integral part of the central company and subject to the control and supervision of the central organization.

Each circle has its own by-laws, but such by-laws must conform to the provisions of those of the central organization. Naturally, therefore, the by-laws of the 500 circles are quite uniform.

Each circle collects, at its own expense, the eggs produced on the farms of its members and prepares them for shipment to one of the eight general shipping centers at its own expense. After leaving circle (the local collecting center) all expenses are born by the company.

Profit sharing is absolute. To this end the company guarantees to purchasers that all eggs delivered by the company shall be new laid and clean, each egg being stamped by the company's registered trade mark for new laid eggs.

## 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.

## Henry Freudenberg Jobber of Butter, Eggs, Cheese

104 S. Division St., Grand Rapids, Michigan  
Citizens Telephone, 6948; Bell, 443

I am in the market for 5,000 lbs. of Honey, and solicit consignments and correspondence. Refer by permission 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.

No circle of less than ten members is admitted to membership in the company. Each circle on being admitted pays into the company 13½ cents per circle member. Each circle admitted is obliged to deliver all eggs collected from its members to the company.

Eggs over seven days old must not be delivered, under penalty of a fine of \$1.34 for the first offense and double that for further offenses. A circle must not keep eggs longer than four days after collection before sending them to a general shipping station of the company.

The eggs must be delivered absolutely clean. Each egg must be stamped plainly both with the number of the circle and with the number of the member of the circle delivering the eggs. Each circle must provide its members with stamping ink and rubber stamps bought of the surveyor indicated by the company.

Each member of a circle must forward all eggs produced, except those needed for home consumption and for hatching. Eggs must be carefully gathered every day and in hot summer days twice each day. Only artificial nest eggs must be used, and the nests must be barred at night.

Each circle is governed by a circle board, consisting of an uneven number of members. This board provides for the expense of collection and superintends crating for shipment to central stations. The eggs are shipped by the 500 circles to one of the central shipping stations in ordinary cardboard egg crates set in pine boxes of uniform size.—United States Consul in Copenhagen.

**Best Way To Pick Live Ducks.**

In the first place, "catch your ducks," and right here you can make a mistake. Don't excite and worry the ducks into a panic, as they get terribly frightened when cornered and will rush from side to side in an effort to get away.

After you decide where you wish to pick them take some grain and scatter a little along toward the building, finally a little thrown in will get them, as they are so greedy that they will rush in in a body, for they are like sheep—where one goes the rest will follow.

Then close the door on what you think you will have time to pick that morning. Move around quietly, throw only a little grain down at a time, and pick up one while feeding. If you can have a small lath pen in one corner, all the better. Induce a few into it at a time by throwing in the grain, and you can then pick up one readily without hardly disturbing the rest.

Have a box or stool to sit on, also a bushel basket to put the feathers in, with a cloth thrown over the basket when you come out in the wind. Try the feathers by pulling out a few; if they come out easily and no blood follows on the quill, they are ready. You also can notice when it is time to pluck them, they often sit around and work their feathers, and you can see scattering ones on the ground. If not ready, put the duck out and try another, as I have

found that all will not be alike.

Turn the duck on its back, put its head under your left arm, holding its legs in your left hand. Be careful and not hold them too tight and close together. Their legs are set quite wide apart and are easily lamed and hurt. Pick a few feathers out at a time with quick, short jerks. Get most of the feathers off the breast and under parts, leaving the fine down, not disturbing the back, for the duck will be apt to sunburn and be a long time recovering. The nicest feathers are on the breast.

Put the feathers into a flour sack, not too full, and hang them in the wind or by the stove to dry out before putting away. The Pekin duck furnishes such beautiful white feathers for pillows that if you can have time to pick the old ones and those you intend to keep over several times in the summer it will seem to help pay for the feed. Addie Beardsley.

**The Iowa Cheese Industry.**

According to the last report of the Iowa Dairy Commissioner, there are now in that State 43 cheese factories, which is a decrease of 9 from the preceding year. The largest factory in the State receives about 3,000,000 lbs. of milk per year and pays for it at the rate of 90c per 100 lbs., averaging up summer and winter. The most successful factory in the State receives about 2,000,000 lbs. of milk per year and pays for it an average of \$1.08 per 100 lbs. The difference between these two factories is that one of them, the smaller, is in a dairy district and the other is not, and it costs more to get milk to the large factory than to the small one.

Other cheese factories in the State pay a generally lower average, some of them going down to an average of 68c. per 100 lbs. It is estimated that the 43 cheese factories make about 3,000,000 lbs. of cheese per year, and this sells for about \$300,000. The cheese interest of the State does not seem to be in a growing condition, the farmers and manufacturers being more interested in making butter than cheese. This is due to several causes. One is that the price paid for milk for cheesemaking is less, as a general thing, than that paid for milk used for the purpose of making butter. In the case of the cheese factory also the farmer gets back no skimmilk, which is a matter of importance to the man who has calves, pigs and chickens to feed. If this skimmilk is worth 20c per 100 lbs., as many claim it to be for feeding purposes, it will be seen that the price paid for milk for cheese must be very much higher than the price paid for milk to be made into butter, where the skimmilk is returned. Whether or not a cheese factory can compete with a creamery depends on whether the creamery is so situated and so run that it can pay a good price for milk. We may say that the unprofitable creamery makes possible the cheese factory under the present prices for cheese. Out of the 43 factories reported in the State, 28 are known to pay by the test. Perhaps others do but reports were not received from all.

# Butter

Same old story for three years: plenty of rain, lots of feed, plenty of cheap butter. Ship it along anyway, let's get it out of the way.

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

STORE YOUR

# APPLES

with us and get top prices in the spring. Liberal advances made.

**Grand Rapids Cold Storage Co.**

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.**

### LOST HIS JOB.

#### He Guarded His Employer's Interests Too Well.

The clerk was a tall, thin, somewhat sickly fellow with a high, shiny brow and a narrow chest. He had been a good boy from his youth up. He was one of the ushers in the Methodist church and had a class of little girls in the Sunday school.

His name was David.

David had never found his niche in life. He agreed with his mother and his aunt that he was fitted to adorn a high place. Once, before he had joined the church, he had squandered a quarter on a palmist who had visited the town as an adjunct of a circus and, seeing that David regarded her as a solid-gold goddess—a rare experience—she rewarded him by prophesying that he would some day be a great general with fierce whiskers.

So David raised side whiskers, and it came to pass that the palmist's prediction was fulfilled, for they certainly were fierce all right.

David drifted around the town until he had reached the wise age of 22 years without settling himself. He had done odd jobs—"filled various positions," as he himself stated it—little jobs of copying, clerking and so on, but he had never caught on permanently.

Finally the town paper published that Mr. David So-and-So had "accepted a position with Jones & Smith, the well-known grocers (whose advertisement will be found on page 4), and would begin his new duties immediately."

As a matter of fact, David's mother had hunted the job and hunted it hard.

Well, some months before this David had joined the church and had plunged headlong into sentimental religiousness. When he "accepted the position" with Jones & Smith, the grocers, he communed with himself the night before he begun his duties and resolved that fidelity to his employer's interests should be his religion.

That was all right, but David should have remembered that there is a limit to religion as well as to the quantity of sugar that a woman should get for a dollar.

Well, David brought to the lowly work of weighing lard a bland and impressive dignity. He bent his meek glance upon the lady customers, especially those whom he recognized as fellow-members of the Methodist church, and smiled gently upon them as he gave them exact weight and not a hair over.

Every grocery store is full of coquettes—fair ladies who dally with the clerks, not because they wish to ensnare their young affections, but solely to the end that they may get a couple of tomatoes or an ounce of sugar over.

And it works, too. The grocery bill of the aged and angular female is always proportionately greater than that of her who is plump and pleasing.

That, I believe, is mainly why computing scales were invented.

All of these coquettes tried their wiles on David, but in vain. He wore the armor of religious duty to his employer and the smiles of the eager females glanced off his hollow back like blunt arrows.

They could smile and beam and make goo-goo eyes to beat the band, but David gave a pound for a pound and a quart for a quart.

The first woman who kicked got a soft answer, but it didn't turn away wrath.

"Why, Mrs. Simpkins," said David, in surprise, "you would surely not expect me to give you more than you pay for. If I were to do that I should not be doing my duty to my employer."

The lady in question kept a boarding-house and had whiskers almost as fierce as David's. She could not kick to the proprietor for extra measure, so she simply talked loudly when he wasn't around and boycotted David.

Slowly David acquired the reputation of being a young skinflint. He would not sort out the tomatoes and give the best ones to an insistent female who stood over him, as human clerks will, but would give everybody the good and the bad as they came. To all suggestions to do otherwise he returned the same gentle answer:

"The bad ones must be sold, since they are a part of the basket, Mrs. Knocker. If I were to pick out all the good ones for you I would not be doing my duty to my employer."

Of course, these are things about which you can hardly kick to the grocer, since they are really schemes to defraud him, so the women sniffed at David, insulted him by implication and refused flatly to be waited on by him.

The worst thing he did, though, was to charge the women for all they ate, and that really precipitated his finish.

Every grocer has to put up with a lot of stuffing from his female customers. To be sure, he don't like it, but he simply can't help it. A woman will stroll about, waiting for somebody to take her order. She's always hungry for free eats. She nips up a bit of cheese or a peach or cake from an open box, while the grocer looks on helplessly. He knows that the slightest remonstrance would drown him in indignant feminine denunciation.

Not so with David, however. He had a duty to perform and he performed it. No woman who ate at random had any right to eat free of charge, and it was his duty to his employer to make her pay.

One day, soon after he had reached this heroic decision, a woman took a peach out of a basket and said, as she thought, with delicate humor, "You can put this in the bill, David."

David put it in the bill, all right. When she got it, the woman was so mad she couldn't hold pins in her mouth. She came rushing to the store, holding at arm's length the outrageous bill in which this item

stood out in red fire—"One peach, 2 cents."

It was on Saturday morning, and the store was full. The offended lady bore down upon the proprietor waving her red flag, and let out a cannonade of talk that held him speechless for several minutes. "It's a pity if I can't eat a peach after dealing here for twelve years and paying my bills on the spot every Monday!"

And so on and so on, while a horde of other sympathetic females, themselves good eaters, stood by. David, who recognized his handiwork, looked on with the uplifted look of him who does his duty well.

After the grocer had wiped the debris of the lady's talk off his face, he said:

"Who charged Mrs. Pilligus for this peach?"

"I did, sir," said David, remembering the prophecy that he was to be a great general.

Before the grocer had had a chance to say anything further, another lady proceeded to speak her mind about David, and then the whole bevy got their little hammers out, and David got it good and proper.

He had done only his duty, but there wasn't one in the whole gang who had a good word to say for him.

After the experience meeting was over the grocer observed, curtly:

"All right, ladies, I'll fix this. I don't think there'll be cause for any further trouble."

That night, which was Saturday, David got fired. The final interview was somewhat interesting:

"How in the world have you come to get all these customers down on you?" demanded the grocer.

"I don't know, sir," replied David, tremulously. "I have endeavored at all times to do my duty. I have refused to give more than the proper weight and measure, because I thought it would be robbing you, and when I saw customers taking goods and eating them I thought it would be wrong not to charge them."

The grocer hadn't the heart to jump on him—he so manifestly thought he had done right—so he said he thought he wasn't cut out for a storekeeper, and David picked up his neat little hat and went sadly on his way.

Moral: What's a feller to do?—Stroller in Grocery World.

#### She Didn't Chew Tobacco.

At one of the Grand Traverse Bay resorts there is an old man who is something of a character. He spends a large portion of his time fishing from the dock and it is noticed by everyone that he hardly ever fails to catch something, and even although everyone else in the vicinity is having bad luck. Recently a young woman approached this man and said in a coaxing way:

"Mr. F., won't you show me how you bait your hooks, so I can do mine that way, and then perhaps I can catch something?"

The old man paused in his fishing

long enough to explain exactly how he placed the bait on the hook. The girl went away and fished and fished and fished, occasionally rebaiting her hooks in the manner shown. But she didn't catch anything. So again she went to the old man.

"Oh, Mr. F.," she said, "there must be some other reason why the fish won't bite on my bait. I wish you'd tell me what it is."

The old man looked up.

"Maybe," he said in a drawling tone, "you didn't spit on your bait."

The girl looked a little bit disgusted.

"Is that what you do?" she asked.

"Sure," answered the old fisherman.

The girl went away and the old man had ten minutes' peace. Then she came back again.

"Now, Mr. F.," she remonstrated, "do tell me why I don't catch any fish. I've baited my hooks just the way you bait yours. I even spat on my bait and I've fished faithfully just the way you do. And I haven't caught anything. Will you tell me just how it is I don't?"

The old man looked at her reflectively.

"I don't know, miss, I'm sure," he observed, after considering the question for a few minutes. "If you bait your hooks just so and if you spit on your bait I don't know why you don't catch fish less'n it's 'cause you don't chew tobacco."

And then the girl gave it up.

#### Fall Silk Waist Styles.

In silk waists, the subject of fall styles, which are now fairly well determined, is of interest to manufacturers and retailers alike. It is novelty which ensures success if the change be not too radical. The early models shown give an adequate forecast of the permanent features for fall wear.

A striking feature in the general makeup is the fullness in the sleeve at the elbow, not at wrist, as worn last season. This undoubtedly affords more ease and safety to the wearers, preventing the soiling of many choice materials while at the table. Extension box plaits continue now to the neckband, giving a more dressy appearance. Soft collars and cuffs are rapidly taking the place of stiff collars, because in many cases where a waist is bought with a stiff collar, the latter has to be discarded, as it will not fit the neck.

The whole tendency is for plainer and neater effects, having large box plaits and tucks, which are replacing pin tucks. The cheaper goods which are in vogue are made in a shirtwaist effect, while the better grades have a good dress-making finish. If possible, the better class are more elaborate, and all show fuller waists. In a word, manufacturers begin to take cognizance of the fact that large sizes with full waists are in vogue.

#### Why She Was In.

The Lady—Willie, is your mother at home?

The Kid—Yes; she is sick.

Happiness is health of heart.

## A Striking Proof of the Losses Caused by Use of the Old Cash-Drawer

**T**HIS old cash-drawer was in use for fifty years in a large general store not far from Toronto, Ontario. At the express request of the proprietor we do not use his name.

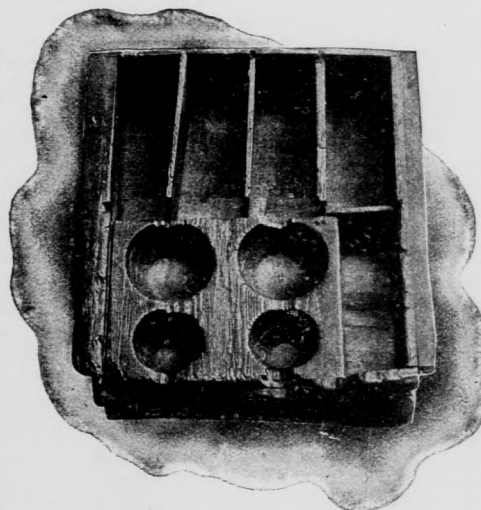
Through all change of systems from the time of its establishment when the proprietor only had access to this cash-drawer, when all the clerks used it, and during the period a cashier used it, the drawer was never changed.

In the box-like arrangement where the cashier sat there was a platform raised six inches from the floor. Recently, when the proprietor tore out the cashier's desk and installed a multiple National Cash Register an assistant gathered up the dust and refuse beneath this floor. An N. C. R. salesman who was present suggested that the refuse be sifted. Both proprietor and assistant were amused at first. The N. C. R. man, however, insisted and the sifting was done.

EIGHTY-SIX DOLLARS, in small gold and silver coins of various denominations and badly dilapidated bank notes, were rescued from this refuse.

Imagine the proprietor's surprise! And yet he never had missed the money, never knew it was gone! His assistants, too, appeared nonplussed and admitted that they had no idea that such leaks and losses existed in the store. How much more was lost out of this old open cash-drawer the proprietor was unable to estimate. The eighty-six dollars represented the leaks occurring after the installation of the cashier—a very small fraction of the time of service of the old cash-drawer.

This is an interesting instance of the oldtime methods of storekeeping with its suspicions, temptations, lack of confidence, and losses. A NATIONAL CASH REGISTER, with the system which it enforces, would have prevented the disappearance of even one penny of that eighty-six dollars. Isn't it time for you to discard your old cash-drawer and stop the leaks draining the life-blood of your business?



**TEAR OFF THIS COUPON AND MAIL TO US TODAY**

N. C. R. COMPANY, DAYTON, O.

I own a \_\_\_\_\_ store.  
Please explain what kind of a register is best suited for my  
business.

This does not put me under any obligation to buy.

Name \_\_\_\_\_

Address \_\_\_\_\_

No. of Clerks \_\_\_\_\_

Michigan Tradesman.



### Close of Men's Wear Lightweight Season.

It can be said with safety that initial buying of men's wear for the spring of 1905 has come to an end, and that the season has been quite satisfactory to manufacturers is pretty generally conceded. Woolens and fancy worsteds have been purchased in large quantities, but on fancy woolens there has been a smaller range covered than in years past, although the volume of purchases has been of an average sort. Lines that have been neglected by buyers are those that as a general rule have lacked merit or are passe, and are seen but little in the market at the present time. Manufacturers who have leaned toward the production of browns, in both woolens and worsteds, have been generally favored as far as orders are concerned. In fact, it is a common sight to see displayed in windows of tailoring establishments many patterns of brown goods.

The season, the tailors assert, has commenced very early, but when asked to advance a reason they are puzzled. The fact that fancy woolens have not met with the demand expected has caused some mills to be short of orders, much to their dislike, as they will doubtless be compelled to stop some of their machinery before the heavyweight season commences. There has been some surprise at the little influence that prices have had on the disposition of orders for the spring season. At the opening of the season manufacturers figured their values down to the minimum level, and about the only point that competition could be centered on was the comparative value of styles. The attractive patterns secured the bulk of the business at higher than sample prices, and these mills are as well situated as their owners could wish, having about all they can get out of the way before the next heavyweight season makes its advent. There have not been the cancellations that have marked some seasons, and from a canvass of the whole situation it can be stated that the lightweight season of 1905 has been fully up to the average in respect to volume.

Overcoatings are having a very satisfactory demand at the present time, both plain and fancy fabrics figuring in the general movement. Sellers are dismayed, however, at the slow demand for cloakings. There appears to be an indication on the part of buyers regarding what to take, and sellers are also at a loss to know what to suggest, and until one or the other or both determine what is going to be the style, trade is likely to remain at a standstill. It should not be inferred, however, that there is nothing being done by these mills, for few of them are without enough business to keep their looms at work, but the orders on hand are not going to last

long, and new business is urgently called for. Cloak manufacturers are endeavoring in every possible manner to get an inkling as to what is going to be worn, but at present there is too much uncertainty to warrant them in going ahead.

Commission houses are in the throes of making lightweight deliveries. The trade has been calling for their purchases, and manufacturers have filled their contracts with remarkable precision and celerity up to the present time. But the same can hardly be said with regard to heavyweights, as many of the mills are far behind on orders, which is the result of attempting to make both lightweights and heavyweights at the same time, and keeping both buying factors in good humor. The past has demonstrated that such endeavors have not only failed to please either party, but have made trouble for both as well as for the manufacturer. Many manufacturing clothiers are waiting for their goods, which must be at once made up if they are to get them into the hands of retailers when cold weather comes. In some sections of the South the demand for heavyweights at the hands of retailers has already made itself felt, and another fortnight will see a general opening all over the country.

Sellers report that the leading fabrics are those presenting a neat effect, which fortunately covers quite a wide range—from the finest pin stripe to the large but very indistinct plaid effect, including many fancy designs that are gained by the weave of the fabrics and without the use of a different colored yarn. Among the best sellers is one line with two tones of brown and several effects of gray with 2 plaid of a mildly contrasting color. Another is a modification of the old herring-bone design. There have been some good sales of fancy mixture effects in both woolen and worsted goods. In trouserings there is a great run on fine stripes, quiet and neat, with little display of the loud effects that have in the past had rather a good call. Mercerized goods are bright in tone, but the designs are aimed to subdue them to a large degree.

#### Always Have Money.

A lady who was visiting the home of a friend had just given the children a penny each. When the savings bank was produced and the coins were deposited therein, the lady made the remark that the children had a lot of money.

"Oh, yes," said little Mary, "Mamma is very good to us. Every time we take our castor oil without crying she gives us a penny."

"And what do you do with all the money?" asked the visitor.

"Why, Mamma buys some more castor oil with it!"

#### Untimely Somnolence.

"He says he has so many business troubles they keep him awake nights."

"Yes, but they don't keep him wide-awake during business hours, and that's the principal trouble."

## 25 Years Before the Public

is a good recommendation and that is the length of time of the founder of THE WILLIAM CONNOR CO. We ask retail clothiers to see our line, who will soon see advantages in placing orders with us, having such immense lines to choose from for Fall and Winter trade. Then our Union Made Line is just as great, especially in medium priced goods, none so cheap and few as good. We manufacture all ages, Child's, Boys' and Men's, also stouts and slims. Our overcoats are perfection. Mail and 'phone orders promptly shipped. If you wish, one of our representatives will call upon your address.

See also our advertisement on first white page and first column of this paper

### The William Connor Co., Grand Rapids

Wholesale Clothing Manufacturers

Bell Phone, Plain, 1282

Citizens' 1957

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

## 1904 Fall and Winter 1905

# Style Booklet

Now Ready

Give us your name and address and tell us how many you want. Any quantity for the asking—**GRATIS**. Don't be afraid to ask for a few hundred because you never bought any goods of us. Electros, Posters and other advertising matter. Write to-day and we'll attend to your wants promptly.

## 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.



**Hat Factories Running To Their Full Capacity.**

All of the fall styles of stiff hats are now on sale, the last to come out having made its appearance late in August. There is nothing startlingly novel in the shapes offered, but the styles are attractive and will sell well. It is a noticeable fact that the crowns of derby hats are this season higher in effect than has been the case for several seasons, and the brims are also a trifle narrower, thus giving the hat a heightened appearance. The effect of the fall hats is certainly very pleasing. No extremes in style have so far made their appearance, for which the retail trade should be duly thankful.

The chief topic of conversation and argument in hat circles at the present time does not, strange to say, concern the style or shape of the hat or hats that will prove the most popular this season. The one absorbing thought is, "Will brown hats sell?" Naturally there exist many differences of opinion on this interesting subject, and to the listener of many arguments it all suggests an attempt at picking the winner in a horse race. There is no doubt that brown stiff hats are entered for the fall race for popularity. How well up in the running they will be is a matter yet to be determined. There is also no doubt that the brown hats will rank well among the favorites entered and should show excellent staying qualities. They ought to be well up in front and bring good prices in the selling.

It is evident that there is a strong determination on the part of the stiff hat manufacturers to this season make brown hats more popular than they ever have been. Every order so far taken calls for brown hats and in quantities that vary according to the customer's trade. It is stated by the manufacturers that the sales on brown and black hats have so far been about equal. This augurs well for the colored goods. The shapes are practically the same as are shown in black hats. In color the shades range from light to dark brown, the lighter shades having bands and bindings of a contrasted color. The opportunity is now at hand for the retailers to increase their business and profits by pushing the brown hats. No special effort is necessary to sell black hats, and the majority of people who will purchase a brown hat will also buy a black one before the season is over. Consequently a little extra effort at this time will surely result in a substantial increase to the business.

Soft fur hats offer to the manufacturers greater possibilities for novel shapes and effects than do stiff hats, which fact accounts for the wide variety of novelties in this line of goods. Some of the latest styles shown for fall have the usual low crown, which is about five inches in height and may be worn creased, dented or in telescope style. The brim is broad, about three and three-quarter inches in width, and is raised somewhat at the sides. The front is intended to be pulled down as a shade to the eyes. The particularly

novel feature of the newest styles is the band, which is figured in "jacquard" effects, being woven on a jacquard loom. The hats are shown in the many shades of nutria and tan, and have bands in matched and contrasted colors.

Straw hat manufacturers have, so far, received most favorable results from their traveling representatives, who are now on the road showing the line for next season. The lines present all the old favorites in split and sennit braids, and have a goodly representation of novelties. A noticeable feature in many lines of straw hats is the very wide bands that are being shown, also that the yacht shapes are smaller in their general dimensions than were sold during the past summer. The retail trade throughout the country has enjoyed a very good straw hat season, and are said to have carried over small stocks. The outlook for next season is therefore excellent. There is every reason to believe that woven hats will meet with an extensive sale next summer, and Panama hats are regarded at present as being the only woven articles that will be seriously regarded. Every retailer should have some Panama hats to sell.

While Panama hats have been sold in this country from time immemorial, the value of the hats was until recently so great they never became popular with many hat wearers on that account. A few years ago Panama hats were introduced into this country in great quantities, the supply having the effect of bringing the price within the reach of many people. Since that time Panama hats have found a fixed position in the lines of summer headwear, and there is no questioning the popularity of this product of the tropics.—Clothing and Furnisher.

**Lick Only the Envelope.**

A man who had just purchased a lot of postage stamps at a branch office and was posting a lot of letters complained to the clerk in charge that there was not enough gum on them and that they would not adhere to the envelopes. "If you would lick the corner of the envelope as well as the stamp," replied the clerk, "you would find that they would adhere firmly."

A woman standing by mailing letters remarked, "That is correct. It is not even necessary to lick the stamp. I never do, for I dislike the taste of the mucilage, and I merely moisten the corner of the envelope and never have any trouble in regard to the stamp adhering."

"Well," said the man, "I have been mailing letters in large numbers for many years, in fact, ever since postage stamps came into use, but never heard of this way of putting on stamps before. I really believe that the women know more than the men."

"Most women do, about many things," remarked the clerk, who was a woman.

A girl who can't sing and persists in singing ought not to be allowed to sing.



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

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



**The Old  
National Bank**

**GRAND RAPIDS, MICHIGAN**

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

**3%**

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

The Largest Bank in Western  
Michigan

Assets, \$6,646,322.40

**Brown & Sehler  
Co.**

Call your special attention  
to their complete line of

**FLY NETS  
AND HORSE GOVERS**

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

**Harness, Collars, Saddlery  
Hardware, Lap Dusters, Whips,  
Etc. \***

Special attention given to  
Mail Orders. Wholesale  
Only

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

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

We Are Distributing  
Agents for Northwest-  
ern Michigan for

**John W. Masury  
& Son's**

**Paints, Varnishes  
and Colors**

and  
Jobbers of Painters'  
Supplies

We solicit your orders. Prompt  
shipments

**Harvey &  
Seymour Co.**

**GRAND RAPIDS, MICHIGAN**  
Merchants' Half Fare Excursion  
Rates to Grand Rapids every day.  
Write for circular.

**SUCCESSFUL SALESMEN.**

**Chas. W. Stone, Representing the Puritan Corset Co.**

It makes no difference upon which side of the counter he may stand, a first-class salesman is born with certain characteristics which enable him to accomplish with seemingly little effort that which the man without inherent and God-given salesmanship ability finds he can not accomplish, either to his own satisfaction or to the profit of his employers. Salesmanship is hypnotism. The "knack" of selling goods is something which can not be taught in a school for salesmen. If a man possesses this something which can not be described and defined by a better word than "knack," he is born with it. Constant use and application will polish and temper it, but no amount of coaxing or driving will develop it if the seed—and it must be larger than a mustard seed—be not planted in a man's head by the Almighty himself. The men who sit in offices, draw salaries and expense checks, sweat blood and are called "the old man" realize that out of the many thousands of traveling men there are really but very few salesmen. The old stories, "Too wet," "Too dry," "Out of city," "Will give good fall order," etc., are familiar phrases to every man who employs any number of traveling men and, alas! too frequently take the place of orders which are given to the salesman who possesses the "knack."

The life of a salesman is not an easy one, for however much salesmanship ability he may possess, if he is successful under present trade conditions and with the fierce competition which prevails to-day, he must be a hard worker, he must catch early trains and stick to late trains, he must copy his orders and write to his wife after all the stores are closed and there is no opportunity to take orders. He must have his clothes pressed after he goes to bed and he can not afford to wait twenty-four hours in a town in order to get a pair of duck trousers laundered or spend his time and the firm's money drinking high balls and smoking 15 cent cigars in order to show that he is a good fellow and one of the boys.

The life of a mere traveling man is an entirely different proposition. If he be fond of change—and most of them are, judging from their frequent demands for expense checks—their life is a continual round of pleasure. The hardest work they feel called upon to do is to write an occasional weather report to the house which employs them, and, what is, perhaps, still more laborious, make out a weekly expense account, which really requires considerable ingenuity and is quite a tax upon their nervous system.

Chas. W. Stone was born at Toronto, Ontario, April 5, 1851. His father was a native of England and his mother was descended from the famous Scotch-Irish clan. He attended the common schools of Toronto, graduating from the Normal school at the age of 17 years. Concluding that the States possessed greater opportunities for advancement than the

Dominion, he went to Detroit, where he very fortunately obtained a position as salesman in the dry goods house of Campbell & Linn. A year later he removed to Ionia, where he sought and obtained employment with different dry goods houses, including that of L. D. & M. C. Smith, with whom he remained seven years, beginning at the staple counter and ending as confidential clerk and book-keeper.

In 1877 he formed a co-partnership with his brother, R. C. Stone, and engaged in the dry goods business under the style of Stone Brothers. The firm started in a small way, but was soon compelled to enlarge to more than twice its former capacity. In 1886 he sold his interest to his brother and formed a copartnership

covers Michigan with the regularity of clock work, but frequently is called upon to visit the trade in other states as far East as New York and as far West as Denver. He undertakes to see his trade every thirty, sixty and ninety days.

Mr. Stone was married in 1876 to Miss Mary Merritt, and is the father of three children, Mrs. L. R. Gault, of Detroit; Mrs. Chas. LaFever, of Battle Creek, and Dr. B. C. Stone, who is now practicing medicine in Detroit.

Mr. Stone is a member of the Presbyterian church at Battle Creek and is a member of every branch of Masonry except the Consistory and Shrine. He is a member of the Macabees of Battle Creek and of the Royal Arcanum and the Knights of

fields. The reply is thoroughly characteristic of the man, as follows:

"We have in our employ twelve traveling men and six salesmen. Mr. Stone is one of the six successes, and if you will tell me what enables one horse to trot faster than another when fed on the same oats, traveling the same road and drawing the same load, I will tell you what makes one traveling man succeed and another fail."

**Threw His Money Away.**

When Mr. Locke returned to Bushby after some years' residence in the West there was much speculation among his old friends and neighbors as to the extent of his present apparent prosperity.

"Looks mighty well-to-do, same as if he wouldn't trade in anything less'n bobtailed horses," said one man, "but you can't judge by looks, not always."

"No-o," said another old neighbor, "though they count, looks do, and no mistake. But something he did in Nashuay the other day come to me, first hand, from Bill Saunders, and I guess there's no doubt about Ezry being well off in this world's goods."

"'Twas like this," said the old man, after a sufficient pause for his audience to close in, "he took Bill over there for the day, paid all expenses, gave him a first-class dinner, bought him a couple of neckties and a throw for Sar'ann to put on her evenings. And last off he towed Bill into a drug shop to give him some ice cream soddy. 'We've got just time before we take the train,' he says to Bill.

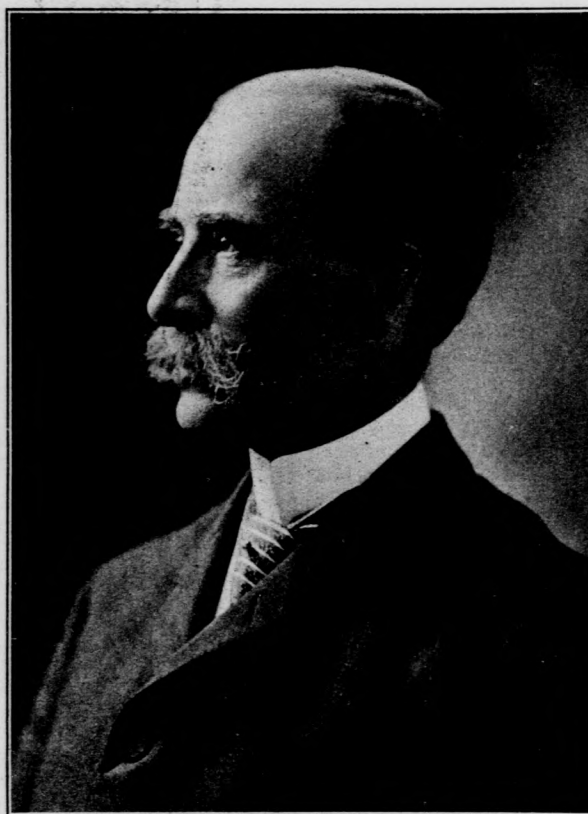
"Well, sir, they drunk off the soddy with one eye on the clock, and Ezry he handed out a quarter to the clerk to pay for it. He put the quarter in the change machine, and then he jabbed an' jabbed to get the change out, and there was something wrong, so it wouldn't open.

"'You wait a minute, sir, and I'll get the five cents next door,' says the clerk; but Ezry took his bag up, and jest waved it at the clerk, careless as if they'd been talking about a pea or a bean.

"'Keep it for good luck,' he says. 'We've got to catch a train.' And Bill Saunders says that he didn't any more heed him saying that there was another train in two hours than if he hadn't spoken. I guess there's no manner o' doubt but what Ezry's financially prosperous."—Youth's Companion.

**How To Hear Plants Grow.**

Two Germans have discovered a method by which they can hear plants grow. In the apparatus the growing plant is connected with a disk, having in its center an indicator which moves visibly and regularly, and this on a scale fifty times magnified denotes the progress in growth. Both disk and indicator are metal, and when brought in contact with an electric hammer, the electric current being interrupted at each of the divided interstices of the disk, the growth of the plant is as perceptible to the ear as to the eye.



Charles W. Stone

with Thos. A. Carten under the style of Stone & Carten. The firm dissolved six years later, both continuing in business in their own names. A year later Mr. Stone sold his stock to J. L. Hudson and accepted a position on the road as a specialty salesman. A year later he was offered a position as general salesman for the Michigan Corset Co., which he filled to the satisfaction of all concerned. On the organization of the Puritan Corset Co., four years ago, he was offered the position of general salesman, which he very gladly availed himself of because of his admiration for the Manager of the company, W. L. Brownell, between whom and himself there have always existed the strongest friendship and the highest personal regard. Mr. Stone now

the Grip, being at present a director in the latter organization.

Mr. Stone attributes his success to industry and to the endeavor to do the square thing by everybody. He enjoys meeting and overcoming the knotty problems which surround him in the introduction of new goods. He has never undertaken to secure any business by driving or coaxing, having found that his long-time experience in the dry goods trade and as a retail dealer behind the counter is of great assistance to him in his present occupation.

In the preparation of this biography the Tradesman requested W. L. Brownell, Manager of the Puritan Corset Co., to state why Mr. Stone has been so successful in exploiting Puritan corsets in new and untried



This is TOM.  
You can meet me  
face to face  
Jackson + Clark  
Clothing TOM

Many an advertising man  
draws twenty five thousand a  
year, not gifted with any more  
brains than the man who writes  
my "ads" His contract expires  
with me when I die, my slave,  
we die together.

Do you want the benefit of  
his brain productions every  
thirty days for one year?

I will mail them to you, providing  
you pay me one dollar a month  
in advance for one year.

Check must be for twelve dollars, or no  
ads, I use them for "Blue Pencil" window ads,  
Street Car and Daily Paper ads, they have  
lifted my business from thirty thousand a year  
to a quarter of a million in less than four years.

Do you want the same kind of a lift?  
Are you so prosperous you cannot be helped?  
Did you ever try mixed brains? better try!

I sell clothes, furnishings, Hats + shoes also  
brains, ask any traveling man from Chicago  
what he thinks you will get for your money.

TOM MURRAY  
Chicago

If all "Dollars" could be saved, I would be out of the shoe business!



### Which Loves the More—Man or Woman?

Written for the Tradesman.

A correspondent asks me whether I think men or women love the more.

I think that, taking the average married couple as a standard of measurement, we find men love better at the start of matrimony, and women love better at the finish; men love more, and women love longer; that with man love is a fever that can be easily cured, but with woman love is a chronic complaint from which she never recovers. A man may do a foolish thing for love, but not infrequently love turns a woman into a fool herself.

This is generally speaking. In reality, every love affair is an individual case where the relative affection of the man and woman must be determined by their individual temperaments. Not all men have the same capacity for loving any more than all men have the same financial genius. There are just as few Roméos as there are John D. Rockefellers, and the same thing is true of women. There are some women who are all heart, just as there are other women who are all complexion, or all conscience, but there is no standard measurement of a woman's ability to love. It is a sliding scale, and it goes up or down according to the woman.

In the majority of cases, however, when a young man and woman get married he is more in love with her than she is with him, and there are several good reasons why this should be the case. In the first place, when a man marries the act is one of absolute volition on his part. It is the realization of a dream, the flowering of a romance that he has conjured into being himself, and it is because he desired it beyond all other earthly things that he has become Benedict, the married man.

No power, tacit or overt, constrained him to marry. For him there was no obloquy in single blessedness. The passing seasons did not relegate him from the front row of buds in the ball

room back to the chaperon chairs, and then crowd him into that outer darkness of society where one is neither fish nor flesh, nor good red herring—where one has lost the grip and the pass-word to the young set, and has not been put up for admission to the married set—for man's place in society is ever a reserved seat, and he is never too young or too old to receive the glad hand and the warm welcome. Nor does man's family gently and insidiously, but firmly, try to push him out of the home nest, for a bachelor son or brother or uncle has ever been regarded by their relatives in the same light as Cordelia's jewels—an ornament as well as a living asset, that one may be able to realize upon at any time.

Men do not have to marry for a living. They are amply able to support themselves. Nor are they forced into matrimony to find some outlet for their energies, and some occupation to fill their idle hands and purposeless days, because for men the whole wide world of interest is open, and there is nothing that fires their fancy that they may not dare and do.

Above all, in picking out a wife a man can absolutely choose whom he pleases. If he sees a woman whose beauty entrances him or whose wit attracts him, or whose grace and charm please him, he may seek her out, and woo, and generally win her. It is safe to say that when nine hundred and ninety-nine men out of a thousand march to the altar they have with them the one woman in the world that they prefer above all other women, the one woman that represents their ideal of feminine pulchritude, and virtues, and whom they believe, for the time being at least, to be an unfledged angel, so when the bridal choir chants "Oh, Perfect Love," the average bridegroom feels like speaking up and saying, "I am IT."

Now, the woman starts into matrimony under no such auspicious conditions, and while very few women marry without being in love, the majority of women have a highly cultivated facility for loving that enables them to get up enough sentiment about almost any man to marry upon. "Never marry for money, my child," said an astute old dame, "always marry for love, but never let your affection rest upon any but a rich man."

To a certain extent this sentiment represents the mental attitude of the feminine sex on the subject of love. A woman knows that it is so uncertain about the man she could love, loving her, that she keeps her feelings like a prudent housewife does her preserves, bottled up and not to be opened until company comes.

Thus is she always prepared for sentimental contingencies, and so marvelous is her ability to love to order that she has no difficulty in bestowing her heart upon the man who asks for it, and living ever after as a devoted wife. Women will deny the assertion that they marry for anything but the purest and most disinterested affection, but it is a fact, nevertheless, that a good deal of the skimmed milk of toleration and kind-

liness and gratitude masquerades as the cream of devotion with women, and that what they call loving is merely liking.

In her secret heart a woman always wonders that a man should be foolish enough to marry, even when he marries her. She can not see herself being rash enough to burden herself with the support of a family, and having to put up with another person's whims, if she didn't have to. With her the matter is different. In a way, matrimony is forced on a woman. There is, to begin with, the reflection of being an old maid that not even the modern woman's philosophy has been able to rob of its thorns. Then there is the necessity of a support, for few women have been taught any way by which to

## Facts in a Nutshell

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### WHY?

They Are Scientifically  
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Toledo, Ohio

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

Guaranteed to comply with the Pure Food Laws.

earn a competence for themselves, and still fewer have a private fortune of their own. In the third place, the spinster is an anomaly in society, one who is neither maid nor widow, and who finds no niche to fit in, and in the fourth place she is pushed into marriage by her family, who frankly show that they feel a spinster daughter or sister as an incumbrance.

Worst of all, woman may not seek the mate she desires. She must marry the man who wants her, instead of the man she wants. She must take her opportunity in place of her preference. Undoubtedly, in many marriages the bridegroom is the one man in the world that the bride would have chosen for her spouse, even as she is the one woman that he has picked out for his wife, but I believe in the great majority of cases the woman does not enter into matrimony as free-willed, and with as romantic an affection as the man does.

But marriage changes all this. Matrimony is a strange crucible in which a man's love cools off, and a woman's love heats up as a general thing. Probably no man who married a woman for whom he had a lukewarm affection ever fell in love with her after he was married, no matter what her virtues as a wife, but any woman will fall in love with a man after she is married to him if he is good, and kind, and considerate to her, for a man's love lives on illusions, and matrimony even with a good woman has enough revelations to disillusion anyone, but a woman's love grows strong on deeds.

To my thinking, the fact that a man loves the more when he is married than the woman does is a wise provision of nature, and the only way by which the sentimental accounts between a husband and wife could ever be balanced. Taking it big and large it may be said that the average man starts out in married life with the biggest supply of romance and love and sentiment generally he is going to have. All of the ordinary affairs of life tend to deplete this capital. His wife loses her beauty that captured his young fancy. The intimacy of wedded life reveals the thousand faults he never suspected that she had concealed about her angelic disposition.

The affairs of the stock market become more important than affairs of the heart, and the very stress of business and the necessity of making a living take him away from her. He has a thousand interests in which she can not enter, and which if they do not actually make him forget her keep him from thinking about her. She is no longer the whole of life to him. She becomes merely a side issue. Love is not dead, but it is drugged and in a trance.

On the other hand, the circumstances of a woman's life draw her to her husband. Her world is bounded by her home, and the sun and moon and stars revolve around the man whose coming home at night is the event of the day, whose appreciation is the reward of her labors, and whose pleasure and welfare are her

continual study. This keeps the woman's love alive and burning, and if the husband will only throw a few coals on the fire in the shape of compliments and endearments he may be always sure of having a fire upon the hearthstone by which to warm himself as long as he lives.

That woman's love outlasts man's we see funnily illustrated in the large numbers of middle-aged wives that are solemnly hopping around on one foot in physical culture classes, and banting and massaging in order to regain the waist measure of their youth, and remain as attractive in their husband's eyes as when they married, but nobody ever saw a bald-headed old man, with a fat figure, making any efforts to make himself beautiful to his elderly wife.

That woman's love is more enduring than man's admits of no argument. Every day in the police courts we see trembling wretches, with bruised bodies, lying to shield the hand of the brute that struck them; we see wives toiling to support the drunkard that comes home to abuse them; we see women, outraged, betrayed, degraded, forgiving the man that has dishonored them. Shame, nor disgrace, nor ill treatment, nor neglect, have power to kill a woman's love. It will not even drown in her tears, but a man only loves a woman while she is on her good behavior.

In this way does man's love differ from woman's, and so if one might sum the problem of whether man or woman loved more, in prize fighter language, one might say that while man's love is the stronger to start with, woman's love has the greater staying powers, and the more ability to take punishment, and thus is woman entitled to the championship in loving.  
Dorothy Dix.

**Don't Grit Your Teeth.**

"No teeth to fill," the dentist said to the man in the chair, "but you are grinding off your teeth more than you ought to. Do you grit your teeth in your sleep?"

And the man said he didn't stay awake long enough to know about that, but were they much ground off?

"More than they ought to be at your age," said the dentist. "You have worn the enamel off from some of them and got down to the dentine."

"What's going to happen?" asked the victim.

"Why, if you keep on grinding them off," said the dentist, "the teeth will hollow out and we'll have to put plugs in them with gold tops to give them new grinding surfaces."

This wasn't a very pleasant prospect, so later the man sought to ascertain for himself whether he did grit his teeth unduly. And while he was still unable to stay awake long enough to find out, he did discover that he had a habit at times of gritting his teeth in his awake moments, when he sat back from his work to think of something, for instance. And he made up his mind that he would stop that, anyway, and he hoped that he might thus stop grinding his teeth in his sleep, if he did so grind them. For, fine as they might be, he didn't want any of those nice little gold-capped plugs put in his teeth if he could help it.

~~~~~  
If all the ingenuity that's applied in finding out how not to do a thing were applied in doing it, it would be done twice over.

~~~~~  
Old age has a certain vision that is denied youth.



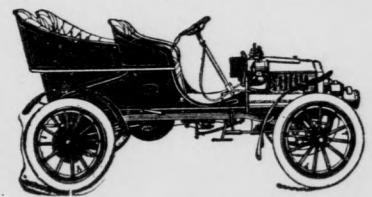
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**New Oldsmobile**



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.

**IF A CUSTOMER**

asks for

**HAND SAPOLIO**

and you can not supply it, will he not consider you behind the times?

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

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

## THE SWELL HEAD.

## Narrow Escape of a Man Seriously Afflicted.

Written for the Tradesman.

To crowd the entire fact into a nutshell, Dan Elkins, the average sixteen year old boy, came into the Hettingtons' office and asked for a position. The silent partner, William Hettington, looked at the youngster, took to him and told him, if he was ready to accept \$3.50 for a week's work there was a place for him somewhere. Then came the answer that fixed things:

"I'll come at that rate for a week. If at the end of that time I'm not worth more than that you want somebody else. If I can't earn a dollar a day here I can elsewhere. I'm willing to begin low down. Sixty cents a day for a fellow that weighs 160 pounds is too small a sum for me. I'm good for two and a half a day at home. I'm willing for a while to come down to a dollar just to see what I am worth. Can you make it a dollar a day for a month?"

Aside from what he said, which had appealed strongly to him, there was a something in the voice that made the man look out of the window at the bit of the river that glistened off there in the distance and it was something like a minute before his eyes came back again and rested on the boy before him.

"A good many things have to be taken into account. We don't really need a boy at all; but we are always on the lookout for what we may want and you strike me as being that sort of a boy. Have you been working out doors? You say you weigh 160 pounds and can do a man's work; have you been working on a ranch?"

The questions were needless. The young fellow from head to heels had brought into the office the air found only on the plains, and the man in the office chair at the desk had asked them for the purpose of looking the youngster over. He found it a pleasure and he determined to make the most of his chance. Asking the boy to be seated by the window, where the river in the distance was rippling on its way to the far-off sea, he saw in the manly shoulders, the well-poised head and the earnest, determined face another well-grown lad whom ten years ago that gleaming river had seized in its relentless hands and strangled. This voice was certainly like his, the strong, well-built figure was much the same and the two young faces had in common an earnestness of purpose which meant much for the future should it dare refuse however grudgingly the best it had in store. For the first time in ten tiresome years had a young face so moved the man, and had he yielded then to the impulse that seized him he would have taken Dan Elkin home with him and put him into the room that for a decade had been a mausoleum sacred to the memory of as promising a young life as the fair world has seen.

"I have always lived on a ranch," the voice began, "and that means working out doors. There is always enough there for a boy to do and

so I grew rapidly. Then father was obliged to be often away from home and that left me to begin early to look out for things, and being the only child—well, you know—the "only" boy! They certainly had that in common—"they have to take men's places early and that makes a big difference. We get to be men before we know it. That and our being big does the business for us. I guess we get the grown-up idea before we are ready for the thing itself."

So the boy wandered on in his talk, the ranch and his home there giving him abundant material to talk about, and long before he was done, the young face of long ago in the mind of the listener settled into the features before him, and when the story was ended the dollar a day was promised, the boy was placed at the foot of the commercial ladder to climb or not to climb as he saw fit, and William Hettington went home to dinner that night to tell his wife about a Dan Elkins hired that day "who talks as Will used to talk and who looks into your eyes as he used to look when he was much in earnest."

It goes without saying that Dan Elkins earned his dollar a day and that he is still working for the Hettington Brothers. He never knew how he happened to "get in there!" an exclamation which constantly greeted him for days afterward. He was too busy looking after his work to think much about anything else, and while he sometimes wondered that so much that was pleasant came his way he could not know that "Uncle Billy" for the sake of the boy he could not forget was living his life over again, and making it happier by adding so much that was desirable to his—Dan's.

For the man life seemed again to be worth living and more and more as the days went by into his life the old hope and the old joy seemed to come. He went about the store every day to see that face and to think of the other one behind it. He found himself looking into the store windows and wondering what things Dan would like to have. If anything especially pleased him, it did not take him long to step inside and buy it and in due time the delighted Dan would find it on his bureau, admiring it and wondering from whom it had come.

A year of this went by and one Sunday in the early fall the merchant, lighting his cigar, drove to Dan's boarding place and found him standing in the doorway, a little uncertain what to do with himself. It did not take long to induce him to get into the buggy and away they went towards the mountains, whose rugged heads were thrust sharply up into the blue September sky. The unexpected ride—above all the ride with "Uncle Billy"—the glory of the autumn day, the good road, the splendor of the mountains, loosened the young fellow's tongue and the driver, listening to "the sound of the voice that is still," began to dream dreams full of kindness and good will for the young man at his side, all the better

and the brighter because they ended with the determination of realizing the very dreams which Dan had dreamed away back in his home on the Colorado ranch. Why not have this boy for his boy? Why not have him living in the room over the dining room, using "his" chair, "his" table, "his"—everything? The home would be cheery again with the old voice sounding through it. The place so long vacant at the table would again be filled and—and—when the time came for these things to be left behind, could they be left in better hands than Dan's?

After that the two were often together and the reader can understand how natural it was and how easy it was for the man to get down into the boy's life and how pleasant this was up to a certain point to the boy. He knew now where all the surprises had come from and he was not at all adverse to the rides; but when in his zeal the man began to caution the boy about companionship and to bear down a little heavily on late hours and where he spent them, after a little of that he "squared off and told the meddling old fool to mind his own business." When, notwithstanding this, the merchant remembering the age of his protegee kept on "for the boy's good" in considering him as the apple of his eye, Dan began to resist such consideration and feeling secure in Uncle Billy's regard put him down as his "old man" and treated him as "the old man" is usually treated by the sort of son who gives his father

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FIRE INSURANCE AGENCY

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Grand Rapids, Mich. The Leading Agency

Contract  
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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.

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## \$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. Any one 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.  
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## LION BRAND PEPPER

We admit if you please

That Pepper is half P's,

But not the kind that is grown.

The LION BRAND contains no sand

And its quality the best that is known.

If you get this kind you'll surely find

Our statements to be true.

We've made the test and found the best,

And now it's up to you.

WRITE  
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PRICES

Pre-eminently the Best

WOOLSON SPICE CO.

TOLEDO, OHIO

that sort of name. After the ride he rapidly developed a violent case of hatband contraction. He began to be critical in regard to neckties. He began to talk of the future with an over-confidence that awakened disgust, all of which might have been put up with had it been accompanied with even decent treatment of the man who was thinking too much of a boy who didn't know when he was well treated; so in time Uncle Billy got more than enough of "the shabbiest treatment of his life," and the result was as sudden as the coming of the cause had been. There weren't any more presents and any more rides. There were few familiar greetings and the undue familiarity of the short-sighted clerk met with a coolness that chilled; and when one day that same clerk presumed to go into the office without knocking and with an at home air threw himself into one of the firm's chairs he was sent out with a flea in his ear, concluding as he went to his place in the store that he had possibly gone too far. He guessed he had made a fool of himself.

A fortnight later there was a stir in the clerk-family of the Hettingtons. Ben Burrill, "a unicorn who didn't know beans," had been boosted into Jim Watson's posish right over the heads of Elkins and Hardy. He was only seventeen, but he was a boy whom everybody took to and was not sorry afterwards that he did. Envy insisted that the promotion was a mistake, but the new broom not only swept clean but kept new, a fine quality in brooms. Then, too, the boy "hath borne his faculties so meek" that he soon made the strongest friends of those who had frowned upon his promotion. The keen eyes of the office especially were on him and when a month after his advance the reports showed that the business of which he had charge had unexpectedly and astonishingly increased there were congratulations among the firm members over the result. With Uncle Billy the matter went farther. It left him thoughtful and in his quiet, unobtrusive way he went into the store to look the boy over.

He was prepared for the six feet two that met his gaze, but it was the open, thoughtful, earnest face that gave him peace. The boy was inclined to be handsome—would be, in fact, when once the "pin-feather age" had been passed. There was nothing of Will's voice in the tone that answered the few questions asked, but there was something else which satisfied, a deference and a heartiness in his manner which called back certain lovable qualities, buried now for ten long years. So for another month he watched and waited and then one day after dinner he and Mrs. William went over for an evening with Brother John's folks.

The brothers had hardly settled comfortably down in the den when Uncle Billy unburdened his mind.

"John, I've been thinking a good deal lately of my boy, Will. I want another boy in his place, in his

room, at the table, with me when I want him, to send him to school, to college, to bring him up with the idea of having him take my place in the firm when I am ready to give it up—in a word to have him my boy, my own. I tried Elkins, but it isn't in him, and now I have been wondering if Burrill will fill the bill. Does he strike you as a gentleman?"

"Yes."

"Does it seem to you that there is anything in him at all suggestive of Will—the way he carries himself and meets people and things like that? Will was quiet, and gentle, but he was manly. Does Burrill strike you so?"

"Yes."

"Will he prove the intolerant cad that Elkins did if I give him a trial?"

"No. Go ahead. An ancestor of his not far back was a gentleman. That's what Burrill is. The other fellow is a jack. He's a good business man; but cultured people don't want him, and the house of Hettington is made up of gentlemen."

So the next day Ben Burrill was surprised to be called into the office and invited to dinner, and when after dinner he was told what Uncle Billy had in store for him, he sat as one dazed. When the power of speech came to him, what he said was, in effect, that words were weakest when wanted most, that he would do his best to make Mr. Hettington glad for what he had determined upon, that the education was what he had been working for—his father and grandfathers for generations had been college bred—and that if doing his best was a guarantee of the future he was confident that success was ahead. It was not, after all, so much what he said as how he said it, and when he got through Uncle Billy was satisfied that his successor in the business firm would be a credit to him.

Ben Burrill did not go again into the store as a clerk. The fall term was beginning and the new programme of his life was soon entered upon. His chance had come and, making the most of it, he was soon in college, where he was graduated after the full four years' course. Then with two years abroad he came home ready for his place in the office. He is there to-day and filling it to the satisfaction of the firm and to the great joy of the silent partner.

Dan Elkins still holds the same place at the same salary that he held when Ben left, and the other day when he and a fellow clerk were walking up First street and the Hettington carriage with Ben Burrill in was taking that gentleman home to dinner Dan, nudging his companion, remarked as the carriage passed them, "That, Charlie, is where I would have been if an aggravated case of swell-head hadn't prompted me to throw away the best chance that a fellow ever had."

Richard Malcolm Strong.

**Pithy Points.**

Advertising is salesmanship multiplied.

Good advertising and good sense are first cousins.

A business that is not worth advertising is not worth running.

One man's advertising medicine is another man's destruction.

Advertising money, spent right, is an investment, not an expense.

Don't get up in meeting and talk unless you have something to say.

Illustrations that illustrate are best. Pictures don't do much good.

Advertising done right is buying business—often future business.

Advertising is never any better than the man or woman behind the pencil.

Anybody can cut prices, but it takes salesmanship to sell goods at a profit.

Every store ought to have a fad—something the other stores do not possess.

A good advertisement sells goods to-day and makes a good reputation for to-morrow.

The time to stop advertising is when you are ready to close up your business.

The selling talk of a good salesman is mighty good gospel for the advertising man.

Advertising style that is natural is good. Striving for effect is neither good style nor good sense.

The merchant who can't think of anything to advertise is a dead one and doesn't know it is funeral time.

The public respects the man who stands in front of his store and talks his wares, but looks with suspicion upon similar efforts at church, in the lodge or at the club.—Printers' Ink.

**Freight Receipts**

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

BARLOW BROS., Grand Rapids

**The Kent County Savings Bank**  
OF GRAND RAPIDS, MICH.

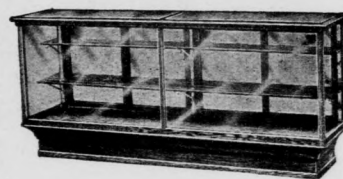
Has largest amount of deposits of any Savings Bank in Western Michigan. If you are contemplating a change in your banking relations, or think of opening a new account, call and see us.

**3 1/2 Per Cent.**  
Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2 1/2 Million Dollars

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



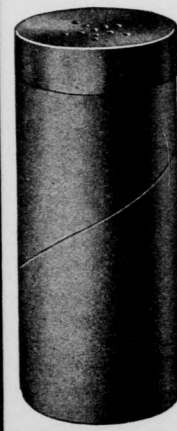
**Knocked Down Show Cases Are All Right**

IF YOU GET THE RIGHT CASES

Our K. D. cases will be found just as substantial as any set up cases. They are made right. Write for our catalogue.

**Grand Rapids Fixtures Co.**

Bartlett and South Ionia Streets, Grand Rapids, Michigan  
New York Office 724 Broadway Boston Office 125 Summer Street  
Merchants' Half Fare Excursion Rates to Grand Rapids every day. Write for circular.



**Make Anything That Sifts?**

We make you your first profit by saving you money.

**Gem Fibre Package Co., Detroit, Mich.**

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

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

### AMONG THE SIOUX.

#### Work Accomplished at the Rosebud Agency.

Written for the Tradesman.

I wish to acknowledge thus early in this paper my great obligations for the subject matter presented by the Rev. A. B. Clark, of the Rosebud Agency, whose life and labors for many years have had no little influence among the Indians in bringing them by precept and example to whatever is commendable in their daily life and character. With "the pride of long descent" in his veins, with the culture which comes from the best training of Eastern school and college, the valued rector of an earnest, influential, prosperous parish, he was asked whether he would give up all these and do what he could to brighten the life of the Indian and fit him for the immortality of the Beyond. A few weeks later found him with his cultured manhood journeying Westward; and there at Rosebud under the bright June skies I enjoyed the hospitality found only in the cultured Christian home.

It was in August, 1878, that Spotted Tail, chief of a large band of Brule Sioux, selected the location on Rosebud Creek and settled there with 7,000 Indians. The agency was established first in tents and log cabins, which remained in use for twenty years; but for the past five years all the Indians have been comfortably housed and the agency water works provide water and electric light for a limited number.

Nineteen years ago the scattering of the smaller bands began under their various chiefs, who chose such locations as seemed advantageous for farming and stock-raising. There were some good crops here and there and a few successful herders, but farming and home-building could not succeed while the semi-monthly issues of beef and rations were kept up and the family were allowed to continue their gipsy-like existence, leaving their homes and gardens to the coyote on four legs or two.

A fortunate provision with these Indians was the establishment of the day school, where thirty children of school age could be gathered, and we find that the day school and the mission chapel have been the means of holding these Indian villages together. The issues of beef, rations and annuities have been cut down or discontinued until two summers ago the experiment of self-support was tried by three-fourths of the population and found much favor with the Indians.

The schools, both mission and day, closed in early June; that of St. Mary's was the first visited. It was begun in February, 1874, on the Santee reservation. Ten years later it was destroyed by fire and re-built on the Rosebud Reserve in order to reach the large body of Indians there. My notes say "heathen" and I do not think it best to trifle with them. Here the work of training Indian children, surrounded by the influences of a Christian home with as much of the home feeling and sympathy as possible, has been going on for more

than seventeen years by Mr. Clark's tireless hands. Two miles farther east is the Government Boarding School, about six years in operation, and between the schools is a large stone church, opened about four years ago. At these two schools the same training is accomplished, the leading idea being, How shall these children be successfully taught practical lessons in household economy? With the regular lesson from the text-book are taught those of the home. They learn to keep house, to cook and to sew. The making of beds, the cleaning of rooms, what washday and ironingday mean; in fact, whatever pertains to making and sustaining happy home life is made at these schools a matter to study, to learn and to put into daily practice. The boy is taught to work. If it be farming, then he learns to do at the school what he must know how to do on a farm of his own. So he milks, so he plows and plants and harvests, and so with his own hands he learns how to get his living; and in our drives about the reservation

brains of the white teacher I am frank to say I do not believe they could have; but the fact that under any circumstances they did it and "the thing went" carries its own story of encouragement. The progress of civilization at best is slow, and from what has been done, under the greatest discouragement, we may believe that more that is good must follow. More than half the population are Christians and as faithful as professing Christians are elsewhere. They are intelligent worshippers and prefer to have books in hand so that they may assist or respond at the proper times. The responses and singing of Indian congregations are often startling in their full-voiced earnestness and no less impressive is their reverent attention to sermons and instructions. At a convocation of clergymen and catechists, I listened to two sermons by Indian speakers in their language without fatigue, the recurrent vowel sounds so dulling the angular gutturals as to prevent any approach to discord. Perhaps the editor and the readers of

three years they were imprisoned.

On returning to their people, Howling Coyote, in order to justify himself, boasted of his superiority, depicted the pleasures of those who traveled the white man's road and feigned the deepest scorn for those who clung to old customs. This cut into the heart of his rival, Running Elk. He thought his power was slipping from him, but with decision he met the calamity. He stalked into the agent's office and sat down. "Cut hair," he said.

"Whose?"

"Mine."

"What? Do you want your hair cut off short like a white man's?"

"Ugh," grunted Running Elk, "me travel white man's road now."

When the locks were shorn the chief asked for a pair of trousers and a coat, which were given him by the delighted agent. Then he walked to the mirror and stared, his features in the meantime fixed as if graven in stone. Then turning to the agent he said: "Howling Coyote no kin laugh more. Me all same. Me betta. Howling Coyote be takum three years civilize. Me civilize three hours."

Two days later the agent, through his window, saw Running Elk in the rain and wading through a sea of mud, his bare legs gleaming like half-polished bronze, a hat on his head and his trousers under his arm.

"Why don't you wear your trousers, Elk?" he asked with astonishment.

"Me no want to git dirty," replied the warrior as he proceeded to dress himself. "Me heap tired."

"What's the matter?"

"No sleep nothin' tall. Think all time losum scalp." Then after a long silence of profound thought, "Mighty lonesome be civilized, my camp. Me one, that's all. Squaws he laugh—laugh all time. Me no like civilize. No like white man's road. Make me tired!"

Is it barely possible, or wholly so, that Running Elk's reply contains the conclusion of the whole matter? Does the civilizing of the Indian savage find its leading hindrances in that "tired" feeling and in that "Squaws he laugh?" For myself I am convinced of this: that the Government's long-coming conclusion to recognize manhood and let that recognized manhood take care of itself and the constant encouragement and help of the mission school and day school are the only agents which will ever overcome the "weariness," and counteract the baneful influence of the squaw's laughter.

Richard Malcolm Wash'akah.\*

(\*Give me another month at Rosebud and I'd write you a letter in Dakotah.)

#### Well Defined.

"What is your idea of a truly good wife?" asked the youth.

"A truly good wife," answered the Cumminsville sage, "is one who loves her husband and her country, but doesn't attempt to run either."

There are few vices worse than vinegary virtues.



The Sioux Indians at Home

my attention was repeatedly called to the results of Indian industry. Here stood numerous shocks of corn in large well-kept gardens and there was the vegetable cellar, where such roots as the children raised were kept for use at the regular school luncheon, a meal where, it is hardly needful to state, the Indian child has learned some very important lessons.

Hardly a structure visited failed to show what the Indian boy can be taught to do with his hands, and one instance deserves special mention—the making of a windmill at the Whirlwind Soldiers' Camp School. The materials were pieces of packing boxes, a cast-off buggy axle, pieces of wire fencing, rejected water pipes, a few pieces of scantling, some nails and bolts, the last three the only new materials made use of.

If now the question be squarely put, What of it? I believe that the answer can be as squarely stated. It is more than we have any right to expect. Whether the Indian boys would of themselves make the windmill without the guiding hands and

the Tradesman would like to join in and enjoy, as heartily as I did, the singing of "Nearer, my God to thee!" in the Indian tongue. A single stanza will answer, and here it is:

Mita Wakantanka,  
Nikiyena,  
Ka kis mayanpi sa,  
He taku sni;  
Kici cina wacin,  
Mita Wakantanka,  
Mita Wakantanka,  
Nikiyena.

Among these agencies, which are working a slow but certain change among these inhabitants of woods and wilds, it is not to be wondered at that a bit of rivalry should now and then appear. It is related, with how much truth the reader himself must judge, that Howling Coyote, after killing or capturing all the members of an emigrant train, as they were celebrating their victory in dance and revelry, was himself and his turbulent band of two hundred in turn surprised and captured. Howling Coyote and forty of his warriors were sent to San Quentin, where for



# West Michigan State Fair

COMMENCES MONDAY  
19th inst.

It will be the best ever

Of course you will attend, and for a restful, pleasant visit be sure and call upon us at our new store.

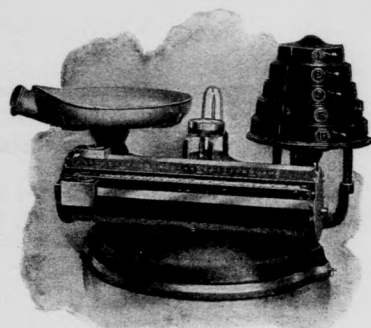
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18, 20, 22 and 24 MARKET STREET



Columbia, "The Uncolored Catsup," is a pure *tomato* product in color and flavor. Our new process retains the original color and the delicious flavor of the perfectly ripe tomato.

COLUMBIA CONSERVE COMPANY.

**WORDEN GROCER COMPANY**  
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No. 76 Weightless. Even-Balance

## 40 per cent. Gain Over Last Year

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

### MONEYWEIGHT SCALES

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

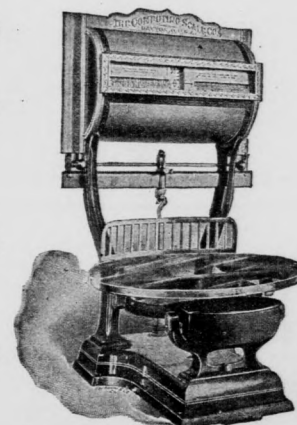
We build scales on all the known principles: Even Balance, Automatic Spring, Beam and Pendulum, all of which will

**Save Your Legitimate Profits**

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

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

**Moneyweight Scale Co.**  
47 State St., Chicago  
Distributors



No. 63 Boston. Automatic Spring

**NOT ALL THUGS.****Constables Who Will Not Disgrace Their Offices.**

If there is any class of men that is misjudged and unjustly disliked because of the actions and characters of a few of the men in the ranks it is surely the constable. The idea so prevalent among people that the constables, as a class, are a lot of thugs and ruffians who will do anything up to murder while serving a writ or warrant is wrong. That there are individuals among the constables who richly deserve this reputation I will not deny, but, as a class, the judgment is unjust.

The actions of a few men who have thrown aside all ideas of law or decency while in the performance of their duties have been so extensively chronicled in the daily press that it is hard to make the average reader believe these men are not representative of all constables. If they are told that there are gentlemen to be found among them they will laugh. However, let me say that there are constables who are entitled to this designation; that there are constables who absolutely refuse to accept writs of attachment or foreclosures whose execution will bring hardship to the defendants of said writ and that there are constables who refuse to serve warrants on women. The majority of what may be termed the decent constables will never arrest a woman at night. Instead, we simply notify her that she is wanted and she generally comes and signs a bond without being arrested.

I must say that most warrants sworn out in Justice Court cases in the city are instigated by some lawyer, for if left alone people who have a grievance will settle it generally out of court if it is possible. Sometimes in settling out of court they seriously disturb the peace of the neighborhood and even black each other's eyes, but even this is better, if the people only knew it, than being dragged into a court and being subjected to fines, court costs and lawyers' fees.

But when they go to a lawyer invariably there is work for the constable. It may be only a question of 50 cents or some dirty clothes that started the trouble, but there will be a batch of warrants to serve if it goes to a court. This class of cases is the hardest to handle also, for the parties to the suit are nearly always foreigners, and when the constable goes into their homes to arrest one he is an object of suspicion, to say the least, and is treated as such. Jews are the only people who will

not fight to escape a warrant, but they will lie until the constable does not know whether he has the right man, even if the names agree. All others will fight if the occasion offers it, and the colored man will turn and run, jump out of a window or do anything desperate when he hears that a constable is looking for him.

Personally I have more warrants to serve in the Market street district than any other place in the city, for there, no matter how trifling a matter of dispute arises, the first recourse of both parties is the Justice Court. It is seldom that the constable is met with force there, however.

Here, in the poor district of the city, where the people for the most part are ignorant of the laws and customs of the country, the disreputable type of the collection constable is seen at his worst. When one of this class of men goes to serve a writ or warrant in this district he first begins by threatening to kill the person he is after. He enters a house and kicks the furniture and scares the people so that they are glad to do anything, even to bribing, in order to save themselves from injury.

The reputable constable must furnish a bond, but there are constables who have faulty bonds—bonds that no one would lose a cent by if they were forfeited, and it is these men who, not being afraid to lose reputation or money, carry on their nefarious work with a high hand and throw the decent constable into disrepute. They accept a levy for \$2 and go to a man's house and take \$10 worth of stuff, and they take it, no matter if they have to commit assault to get it. Then, when it comes to returning for the same, not having a bond that can be sued, they falsely inform the one for whom they made the collection that nothing of value was secured and rob their client as well as the victim of the writ. These constables and the loan sharks work much together, and they truly rob the poor people that come into their clutches.

Another source of revenue and trouble for the constable is in the securing of juries in the downtown districts. While a man may be an ardent supporter of all the anti-crime committees in the world and a firm reformer, when it comes to securing him to serve on a jury he has a hundred excuses for not serving. Of course, there is a difference; some men, busy, prominent men, too, will always serve when summoned.

Last winter, in securing a jury to try a case arising from a family quar-

rel, I got a minister, a well known bank President, two of the leading gamblers of the city and a negro hodcarrier. When I came to look them over and get the other man I decided that a professional burglar was all that was missing to equalize the morals of the jury. I went into a building with a blank summons in my pocket and stated my wants. To my surprise a young fellow stepped out and said he was the boy I was after. "But if you're a burglar you don't want to get into a court, of all places," I said.

"Well," said the boy, "if those gamblers can take a chance on it I guess I can," and I accepted him.

This jury turned in its verdict and went up and drew their 50 cents each, the bank President and minister being the most urgent in their demands for their fees.

In serving levies sometimes the constable runs into some queer adventures, but it is seldom that the reputable constable is found throwing furniture and household goods into the street. I have had twenty years' experience as a constable in this city and only once have I seized what might be termed household goods.

This was the case of a servant girl who had secured judgment against a restaurant keeper for wages due her. I went to serve the writ at night, at the suggestion of the restaurant keeper, who called me up on the telephone and said that he wished to have the matter over with as soon as possible.

I went to his place and found it barren of chairs, tables or anything, apparently, that might be seizable. There was a crowd of the keeper's neighbors present to give the constable the laugh. I looked about the place and saw on the range in the

kitchen a choice assortment of roast beef and roast chickens, with all the trimmings. To the astonishment of the crowd, I picked up a basket and proceeded to stuff the roasts into it. When the keeper became assured of my seriousness in making the seizure he hurriedly called quits and paid the girl's wages. What kind of a sale I would have held on that choice lot of chicken and beef I'm sure I don't know.

As to the money earned by a constable in his work, he does fairly well, but never gets rich. If he worked on the allowances of the statutes he would starve, because a constable will frequently spend three times as much for car fare in effecting a service as the legal fee amounts to. So he charges slightly more and makes perhaps on an average as much as the police officer of the city. The work is sometimes extremely disagreeable, but scarcely ever is there any complaint that it is monotonous.

John Small.

## Forest City Paint

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

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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,**  
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**TRY  
THEM  
NOW**

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**5c  
Cigar**

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

**DON'T CUT AND COVER.**

**Paternal Advice to a Son Inclined To Be Wayward.**

Written for the Tradesman.

Castle Rock, Colo., Sept. 2, 1904.

Dear Dillon—This letter is as much a surprise to me as it will doubtless be to you. Your mother, it seems, got a letter from you yesterday and this morning at breakfast she said something about "Dill's getting homesick," and then all at once I remembered that she and I had a big lumber heels of a boy in Denver who is trying to make a standing place for himself in that swift city. It was easy to see that she had something on her mind and I remarked, "Is that so?" in the right place and off she went.

It looks as if you are trying to widen the field of your financial operations just enough to include me, and while it may be a little discouraging I feel as if I must say that I just wouldn't if I were you. Six weeks at the worst is the longest time to begin the Thanksgiving dodge. Then it is well enough to begin to quote "How dear to my heart are the scenes of my childhood!" and to ask your mother if she's picked out the biggest and the ripest pumpkins for a batch of her good pumpkin pies and to wind up with the heart-stirring statement that six weeks is a good long time to wait to hear the sound of a mother's voice and to clasp a father's ever-welcoming hand! By beginning in August it more than doubles the time and the thing gets so confoundedly stale by the last Thursday in November as to suggest Lazarus' condition after he had been dead four days.

Now, Dill, don't you begin that. I'm willing to let your mother believe until she finds out to the contrary her own self that her dear Dillon is the same cherub in curls that used to repeat his "Now I lay me" every night before he went to bed. If you play your cards well she may never know, and so far as that is concerned I'm willing to help you; but, Dill, when it looks as if you were trying to bamphoozle me it goes against the grain and I won't have it. So far as I can see the fact is this: You are indulging in a whirl of what in my day we called, "Bucking the tiger." The first time you had been "buying things"—you were so forgetful as not to state what—and wanted a twenty to piece out with. The next time you "went" five "better" (!) and this time I'm waiting with some curiosity to hear what sum will relieve you of your dire necessity; and I am all the more curious about it because your mother has sent you all the ready money she has on hand and she's coming to me for it.

She won't get it. I'm going to tell her that I'll write to you and will see that you don't suffer, and in the meantime you want to stop two little—I hope they are just that—practices before they get to be habits. The first is gaming and the second—to me far the worst—the complete(!) covering up of tracks, at which every boy from fifteen to

twenty-three is cock-sure that he is an expert.

I don't know—and I'm mighty sure that I don't want to know—how long you've been at it, but the time has come for you to stop. A fellow at nineteen ought to have become familiar enough with the terms of the game to use them intelligently when he wants to intensify the idea that he is "tough." You ought by this time at a card party to be able to say with sufficient earnestness to produce conviction, "Let's change this game to poker," or, with a careless display of your hand to the fellow at your left remark, "How's that for a straight?" With this knowledge attained that's all you ever want—or should want—to do from that time forth with a gambling game. This is the place for the sermon, but you won't get it any more than you're going to get any more money from home to pay that sort of debt, and for the same reason—you don't need it. You are nineteen and you have brains. Use them.

What I must say is that the spirit of gambling is in the air and Denver is no worse than any other town of its size in that respect. It is the fashion to consider betting as argument and the "nickel," the "two bits," the "a v" or the "a ten," paid or unpaid, measures the belief or the unbelief of the modern reasoner(!). Now, Dill, I want you to stop the whole blamed business. Leave out of your vocabulary the "I'll bet you" and keep out of and away from the places and the persons who are pulling you to the "damnation hole" a good deal nearer than you think you are. To bring this thing to a head, I'll tell you what I'll do. If you'll make a clean breast of it and promise me, as man to man, that you'll stop gaming for money, I'll get you out of this last box. Now don't try to play any dodge game. Meet me on the level—the time is coming, I hope, when you can meet me on "the square"—and I'll be to you the dearest dad this side of "Kingdom Come." Will you?

The trouble with the covering up business lies in the fact that the "he," indulging in it, always believes himself smart enough to do what no man ever has done or ever will do, forgetful of the fact, if he ever knew it, that the very covering is sure to show that disturbance has been going on. That thing bothered me a good deal and I finally made up my mind to this: not to do anything that I care much about covering up. You are going to find that a tough doctrine to swallow and it's going to be a good many years before you swallow it, if you ever do; but you'd better.

You know your mother and you know how her hands go up when she is horrified at the sins of the world. From the first "Thou shalt not" to the included tenth there are no two ways about one of them. Well, I early saw that I was going to be kept in constant hot water or be the saint I know I never can be—you may get out of that all the comfort you can—and I tried the cover-

ing up trick until I saw it was no go with her. It made her cry and it made me mad and finally I gave myself a good hauling over, decided what I could cut out and what I wouldn't cut out and went at it. I had got my growth and was going to smoke when I want to. I wasn't going to do any more lying when I came home at 2 o'clock in the morning and so through the whole list of the things you are doing now, I haven't any doubt. I told the truth and didn't wait to be asked about it.

At first there was the inevitable "I. V."—my initials, you know—"don't you know"—and there I broke in with "yes, I know all about it. I know a great deal more about it than you do or ever can and you'll have to let me decide all these questions as I think best. I won't keep anything back if you'll drop the lecturing business." Here's a sample: I got home last night at a little after 1.—"I. V., where in the world have you been?"—"At the Midway with a drummer. We played billiards and I had two glasses of beer—the last one after we quit."—That ends it. There isn't any covering up and that little "dred" we all hate is got rid of. Make up your mind, Dill, that you have got to face the music.

It's only a question of time any way and the sooner it's over the better.

Now, boy, drop the Thanksgiving gag. Accept or reject my proposition like a man. Don't try to work either your mother or me and above all things stop trying to cover things up.  
From your Dad, I. V.

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

**Iron and Steel**

Horse Shoes,  
Toe Calks,  
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And everything  
for the blacksmith

Send us your Order

Sherwood Hall Co., Ltd.  
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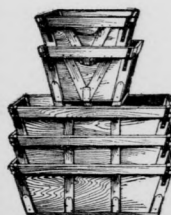
**LaVerdo**  
King  
of all Havana Cigars

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

**Verdon Cigar Co.**  
Kalamazoo, Mich.

**Built Like a Battleship**

**STRONG AND STAUNCH**  
Always Neat And Hold Their Shape



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

**Wilcox Brothers, Cadillac, Mich.**

## HARDWARE

### How Mechanical Ingenuity Has Worked Revolution in Farming.

These are the days of big things because we are getting down to business more and more. In other words, we are realizing that so much can be accomplished by observing labor saving, therefore time saving, methods. Perhaps the farmers have been among the most recent to realize it, as is indicated by the actual revolution in agriculture in America which is taking place.

The work of the farmer has been called an industry, but with the man of to-day, who depends on the soil for a livelihood, it is also a business to become more productive to the extent that each phase of it is carried out on progressive and systematic lines, and this is why the expression "one horse" is regarded as contemptuous, since the one horse farmer is usually among those who can not make ends meet at the year's end, and comes out with a balance on the debit rather than the credit side of his account—if he keeps an account, although he may be too negligent even to keep one.

Success rests with man. Under this heading is not to be placed the small land owner, for he may get as much net value out of fifty or 100 acres by economical agriculture as his neighbor who pays taxes on double the area, but who has not appreciated the profit which comes from progress. The same rule applies to the farmer as to the merchant, the manufacturer, even the banker—it rests with the man himself to apply judgment and method, as already stated, in making a business out of agriculture, or to plow and sow haphazard, trusting to nature to repay him with the harvest.

But nature helps those who help themselves by taking advantage of mechanical invention and applying processes which experience or possibly the farm college has taught them. The best proof of this fact is what appears to be the wonderful results which have attended agriculture on a large scale in the great grain belt beyond the Mississippi, as well as in the Central West. Here the corn or wheat field may be calculated by the square mile—not the acre.

Instead of the one horse you hear of four, six, even a dozen hauling the apparatus. The bushels of grain are reckoned in 50,000 lots, and one man may own a township. Yes, they are one man farms, not one horse farms, but with this difference—the man may not put his hand to the plow or toss a bundle of hay from one year's end to the other. He farms with his head—not with his body. He devotes his ability and experience to getting best results out of the men he employs and the machinery he owns, and wherever it is a question whether the man or the machine will do the more he takes the machine every time.

Twenty-five years ago the man ambitious enough to attempt to cultivate 1,000 acres would probably have been thought idiotic, but such has been our agricultural progress that to-day one can find farms in the West ranging as high as 10,000 acres. In a single year the owner of one containing 6,000 acres in Iowa has placed in the bank \$50,000—the profits of that period after taking out all expenses. In other words, every acre of the farm netted him over \$8, counting in 400 acres of woodland, roads, and soil on which nothing productive was cultivated. It may be needless to say that this farmer kept an account, and a minute account, of every item of income and outlay. An analysis of this account is of interest, for it explains in part how he succeeded where others would have failed.

The farm in question is called a "corn farm." This title is misleading. In addition to corn, no less than 1,000 acres are planted in wheat each year, and about 600 acres in oats. Corn is relied upon for the principal money return—the cash crop—but if all the available soil were devoted to it annually far more fertilizer would be required than if another cereal were occasionally planted, so the crop is rotated by raising three successive harvests of corn from a field, then "putting" it in wheat or oats, and following this harvest with three more of corn. The land is valued at \$30 an acre, representing an investment in the soil of \$180,000. The improvements, which include houses, barns and buildings of all kinds, fences, sewerage, machinery and live stock, swell the total to \$258,500. If the farmer had this capital placed where it paid him 5 per cent. interest his income from it would be about \$13,000—at 6 per cent. a little over \$15,000.

Here is the problem for him to solve: Can he make his soil yield sufficient in quantity and quality to pay him \$15,000 annually after meeting all expenses? If so, his money is a 6 per cent. investment. As already stated, he has cleared as high as \$50,000 in one year, and in a period of ten years his profits have never been less than \$19,000 at each year's end. The expense account would stagger many a man who calculates on 100 or 500 acres.

It would buy what would be considered a good sized farm in some parts of the United States, for it amounts to \$25,000 a year—but it includes everything, even the depreciation in value each year of buildings and machinery, which the owner estimates at 10 per cent. Therefore every harvest must yield him at least \$44,000 in order to make the smaller profit recorded, but, as already intimated, this kind of farmer estimates by the 50,000 and 100,000 bushels, as he calculates his outlay in tens of thousands of dollars.

Here is what was put into his granaries in one season: 215,000 bushels of corn, 20,500 bushels of wheat, 28,000 bushels of oats. He sold the corn for \$64,500, the wheat for \$10,000, and by feeding the oats

## Buy Glass Now

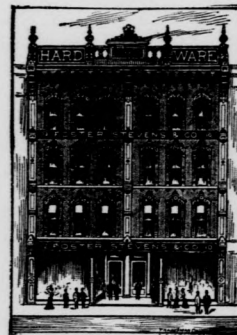
Stocks in the hands of jobbers are badly broken and jobbers are finding difficulty in getting desirable sizes. Glass factories have stopped for the summer and will not resume operations until September or October. This means glass cannot reach our territory until the middle of November. In 30 days glass 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.

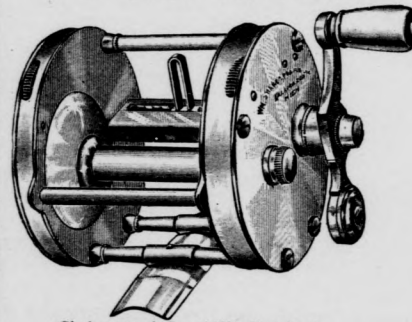


## FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

## 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-Namel" at wholesale

## Use Tradesman Coupons

to his animals reduced his year's feed bill to \$200.

The expert corn grower who reads this article will doubtless be surprised at the harvest to the acre—over fifty bushels—but this farmer, who makes it his business, does not waste an acre of cultivated soil, and, after it is plowed, gives one part the same attention and care he gives to all—through his machinery and the men behind it. In the preparation of the ground the gang plows come into play, each drawn by six sturdy horses. If the soil is heavy even the seeders are drawn by four horses, never less than two.

You do not see the "man with the hoe" walking over a field and wasting a half dozen kernels where he plants one; then another man following him to bury the seed in the earth. These machines drop just three grains in every space allotted for a hill, because they can be adjusted to it, and cover the grain automatically. In planting time you can count thirty of them in operation, so the thousands of acres are seeded as quickly, if not more quickly, than a hundred.

To harrow the surface the farmer starts out a hundred harrows in a morning. If they were placed side by side they would cover a strip 400 feet in width as they move along. He keeps the weeds from choking the young corn with seventy-five cultivators, each drawn by two horses. The "man with the hoe" exists only in poetry on this place. Time and space are too precious for him. When the crop is gathered seventy-five four horse wagons haul the piles of ears to the barns, placed here and there at convenient points, to save time.

Throughout it all the idea is to keep every man, every animal, and every machine doing what can be done to the best advantage—each forming a part of a system of which the farmer is the director. Consequently the same thoroughness is noted in one part as in another, and the farm is as carefully divided into departments as an up to date factory or store, each one knowing what he has to do, and how and when to do it.

It is not strange that this man may "make" his corn for 10 cents a bushel where it costs his neighbor, who does not believe in "new fangled" methods, nearly twice this amount. When a farm can be conducted as a business, and the cost of plowing, planting, cultivating, and every other expense sum up less than \$5 for every acre, while the corn from every acre sells for two or three times this amount, the business of agriculture is worth thinking over.

Ingenuity has been displayed in few inventions more notable than those which concern the soil and its products. The inventor has so reduced actual human labor in field and garden that a man can perform about every operation required by merely the turn of a wheel here and the pull of a lever there with one hand, while he guides his horses with the other. He can actually plow, cultivate and seed 100 acres without walking a

step, and with his two or four horses and machine will accomplish as much as a dozen or a score of men with hand tools.

Even when the corn is ready for cutting, no longer is it necessary to swing the sickle blade and get the backache gathering and binding the stalks. One reason why the Western corn "patch" may extend a mile or more in length is because it can be cut and grasped by fingers of steel and bound like a bundle of wheat without a touch of the hand. The corn binder and shocker moves along as rapidly as the horses drawing it can walk, cutting every stalk of the hill close to the roots. Held in the shock former the stalks are wrapped into a compact bundle ready to be carried to the barn or stacked amid the hills.

When it is time to separate the ears from the husk the farmer does not call in his neighbors. One of the hands pitches the stalks and ears into a machine that strips every piece of covering from the ears and piles them into the wagon or on the ground. Then it takes the husks and blows them through a pipe into the barn loft, to be stored for fodder. Here again a steam engine having the power of two or three horses will do as much in a day as forty or more human huskers, and the only wages are water, oil and fuel.

The "husking bee" has gone like the man with the hoe, and even the haymaker is rapidly becoming a memory. We are all familiar with the horse rake, which gathers the hay into long swaths. At last apparatus has been designed that gathers up the swath as it moves along, raises it to the top of a wagon, where the man with the pitchfork adjusts the load. As the vehicle moves forward it is filled by this hay elevator attached to its rear and the hay adjusted, ready to be hauled to the market without another touch.

The grain field at harvest time presents an animated scene, especially when the wheat is threshed on the spot where it is grown. The old time thresher with its horses in the treadmill was considered little short of marvelous, but it was long since discarded for the one driven by the traction engine which hauled it from place to place, and now the visitor to a California wheat field can see the climax of the agricultural engineer's effort—a mechanical giant, which, as it passes through the mass of waving stalks, cuts them, separates the kernels from the sheaf, and binds the straw.

Actually the only manual labor performed with the wheat itself is to remove the bags of grain as fast as the machine fills them, and to load the straw bundles on the wagon to be hauled away, yet cutting, raking, binding and threshing are continually being done from the time the man at the lever starts his motor until he stops it. In fact, steam power is utilized in Pacific coast farming more extensively than elsewhere in the world.

Tractors representing the power of fifty horses are substituted for ani-

mals in plowing a field, making a series of furrows twenty feet wide and dragging from twelve to twenty plows after them. When the earth is ready for harrowing, they are attached to harrows fifty feet wide specially built for them. The steam harvester is in common use. With it 150 acres of grain can be cut, threshed, and sacked in twelve hours, for it mows a swath twenty-two feet wide. The tractor draws its plows over fifty to sixty acres in a day, according to the character of the soil.

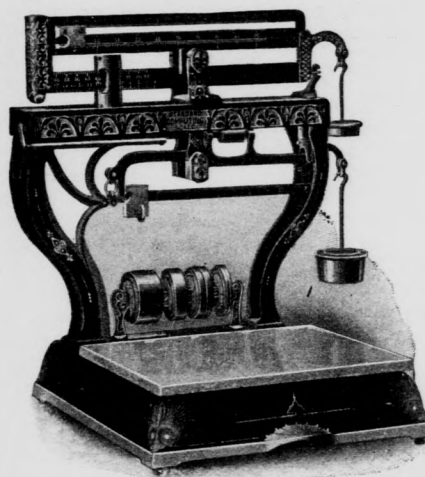
When one stops to consider what these figures mean he can get some conception of how machinery is aiding in the revolution we have referred to. The invention of it has been stimulated by the demand for labor and time saving appliances, but this demand has originated from the desire of the agriculturist to apply methodical ideas, as in other channels of human activity. As he has studied his vocation he has realized the great opportunities of which he can take advantage if he has adequate facilities.

If a man believes he can make \$1,000 or \$5,000 more by adding to his acreage he is strongly tempted to make the addition, especially when modern methods will give him the desired results without overwork. This is the secret of the expansion of many of the Western farms to their present size. Not all their owners have succeeded, but many have done so, and the stories of the rural capitalists who direct operations from their automobiles and drive over

their places behind teams of thoroughbreds have more than a grain of truth in them, as the camera proves. But they are of the class who use their heads more than their hands, bearing the same relation to their property that the president of a cotton mill or of a foundry does to his industry.

Undoubtedly the advantage of putting brains into farming has been greatly developed by the work of the agricultural colleges of this country. Their graduates have shown beyond question that the scientific cultivator is no longer to be ridiculed as an impractical theorist. The thousands of young men and young women as well who have had the benefit of study at these institutions have perhaps done more in furthering American agricultural progress than any other medium, because education has caused them to appreciate that true economy lies in applying modern and systematic ideas in caring for tree, shrub and shoot. It can be asserted without fear of contradiction that they are numbered among the most prosperous of rural citizens, for they have made their calling not only an industry but a business. S. Ryder.

Jorgenson & Son, general dealers, Grant: We have been regular subscribers to the Michigan Tradesman ever since the paper was established in 1883 and would be lost to be without it. It affords us much pleasure to authorize you to enter our order for a five year subscription, accompanied by a remittance of \$5.



**Found!**  
**\$36.00**

Trust Scales (cheapest)  
sell for **\$75.00**

Our Perfect Computing  
Scales sell for  
**\$39.00**

Agent's Commission  
that you save

**\$36.00**  
is like so much money  
found

## A Protector

is a Quick-Balance Weighing Scale

**Nothing Like It Ever Offered at \$20**

All patents sustained by the patent office and United States Courts. Every wholesale grocer and wholesale hardware dealer is our salesman. Write for particulars, giving name of your jobber.

**The Standard Computing Scale Co., Ltd.**

Manufacturers, Detroit, Michigan



### Overcoming the Abuse of Bargain Sales.

"I paid Kansas City a visit last January," remarked a shoe retailer to the writer, "and I found the papers full of advertisements calling attention to the great reduction in the price of heavy weight shoes. All the retail stores had their windows full of attractive bargains, and it struck me at the time that it was a shame to cut the prices of shoes right at the beginning of the season in which they were needed.

"We are not so quick to cut our prices in the smaller cities, and I believe that the entire system of selling goods should be reformed in that part of the country. It is not the shoe dealer alone, but it runs into all branches of trade.

"In the first place we all try to start the sale of heavy weight goods while the weather is still hot, and when low shoes are still worn. Then we advertise and work to get our goods out as quick as possible, knowing that if the stock is left on our hands the first of February there will be no profit in it.

"Then, as soon as the buds begin to swell on the trees in the spring, we are trying to sell the light weight goods a good month before there is need for them, and by the middle of summer we are giving all our profits away on the balance of the stock so it will not be left on our hands.

"Now, it strikes me that we retailers are working square against the seasons, for we begin showing our goods too early, and then cutting prices too early. There should be a reform in this direction, especially as to the time when the cut is to begin. No man will be able to make this reform, but dealers in all lines should get together and decide on concerted action. I would be glad to see a movement of this kind go over the country, for it would be of material benefit to all dealers who handle reasonable goods.

"There may be many ways of educating the people up to the fact that they should do their buying early in the season, so they will be the first ones to show themselves in new styled garb, but in our city it is only the very few who delight to be taken as patterns by the rest of their acquaintances who indulge in early buying. The great bulk of the sales are made when the season of the year approaches in which the goods are needed for the comfort of the wearer. It appears to me to be a great deal more sensible to cater to this larger number of people than to the early birds, and for that reason I would be willing, in my city, to not open the fall goods for a month later than we usually do, and the same thing in the spring, and to delay the cutting of old stock for about the same period. Merchants in other cities might not think this plan a good one, but they could at

least agree on the delay in offering their old stock at reduced prices.

"It strikes me that the merchants of a city should get together at a general meeting, or a few general meetings, and agree on a delay in the time to cut prices this coming season, say at least one month later than usual, when they could outline a campaign which would be to their own benefit.

"Every merchant will acknowledge that he has a line of customers, and they are among the well dressed and sensible people of his city, who always look well dressed, but not in the very latest fashions, who make it a practice to come in just after the cut prices go into effect each season and stock up for the coming year. These people are able to spend the regular price for their wearing apparel, but they know they can make a considerable saving by buying a little late and carrying the goods over on their own account, and they take advantage of the conditions. This class is growing larger all the time, and nothing but the delay of the cut price season will break them of this habit.

"Suppose the dealers of a city agree upon this delay of a month in price cutting, just for a starter on getting together, and then each merchant, in his advertising, as the season advances, continues to call attention to the fact that there is so much more of the season left, that winter will last three months longer, etc., which will remind the reader that there is still a long season in which the goods offered in the advertisements can be worn before others will be needed.

"I believe that the continued pounding of these facts into the minds of the people, by all the merchants of a city, would bear good fruit and would keep the buying season open a good deal longer than would otherwise be the case, and then at the very last of the season all the stores could throw their remnants and odd sizes, etc., into a big sale, and thus clean up their stock as thoroughly as usual. Even if they had to cut their prices a little more than usual, on account of the advanced season, they could well afford to do so, when the fact is considered that the larger part of the goods which would ordinarily have been cut have been sold at regular profits.

"I am going to try and interest the balance of the dealers in my city in a movement of this kind, and hope merchants in other cities will take up the movement, for I am tired of disposing of so much of my stock each year at a cut price, merely on account of fighting the seasons, instead of falling in with them and selling the goods when they are needed instead of months in advance of that time.

"My ideas may not be the right ones to remedy the trouble, and I would be glad to hear from other dealers as to what plans they can advance, and think this is the right season to agitate such a matter, so that we will have plenty of time to get a full understanding before the season approaches for action. Then, possibly, we will be able to profit in

## 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.



When  
You  
Buy  
Bradley  
&  
Metcalf  
Shoes  
& Boots  
You  
Buy  
The  
Best



### Please The Women

A satisfied woman customer is a dealer's best advertisement. One sure, easy way of permanently pleasing the women of your town is to sell them the

Bradley & Metcalf

## Duchess Shoe

It is the most comfortable and stylish \$1.50 shoe made. Has an elastic gore, flexible sole and is hand turned. Write us for samples.

Bradley & Metcalf Co.

"Where Quality is Paramount"

201 East Water St., MILWAUKEE, WIS.

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

## How About Hunting

Boots? Is your stock in shape for the season? Ours is, and there is no doubt about our being headquarters for everything in that line.

We have a black grain lace boot at \$3.50 and a tan one for \$3.75 that are as good as can be made. Then we have others for less money.

Just let us show you.

Waldron, Alderton & Melze

Wholesale Shoes and Rubbers

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

our own business, instead of letting our customers do all the profiting. I believe in selling good goods for the money, but I want the money. I do not want to sell goods at a profit for one month, and then give the same goods away for cost the balance of the season."—Shoe Retailer.

**Dealers Not Asking Enough For Rubbers.**

One of the salesmen for a local jobbing house said the other day: "Retailers should not be afraid to ask better prices for rubbers. They are paying more now for rubbers than ever before, yet some of them have not raised prices. This is foolishness. It is an easy matter to explain to people why rubbers cost more. Everyone knows that the supply of crude rubber is diminishing, while the demand for rubber for hundreds of uses that it was not put to several years ago is increasing. Prices of rubber boots have not advanced, while dealers are paying 50 per cent. more for these goods. They make a profit of about 25 cents on a pair of rubber boots, where they should make 50 or 75 cents. This fall most dealers will ask 60 and 65 cents for women's rubbers, which is simply an advance of five cents in the best grade. Last season nearly all dealers asked 60 cents straight for rubbers. Formerly these grades sold at 40 and 45 cents."

**Cheap Shoes vs. Higher Grades.**

The man who deludes himself into the belief that he is getting as good a shoe for \$3 or \$3.50 as he can get for \$5 is buncoing himself. He could easily make himself believe that a \$2 hat is as good as a \$3 or \$5 hat and a \$15 suit of clothes as good as a \$25 suit. Undoubtedly, some of the cheaper grades have some of the good points of the higher grades, says the Shoe Workers' Journal, but they have not all the good qualities. The cheaper shoe may wear as long, but it does not wear as well. It may not rip or give out, but it does not stand up as well as the higher grade shoe. The longer it is worn, the more apparent its cheaper grade becomes even to the inexperienced eye. The cheaper shoe has not the workmanship of the other, and, even though the stock was equally good, the construction is not.

**President's Boots Are Having a Hard Time.**

Every nail and screw in the soles of the boots which President Roosevelt wore when he was a cowboy in North Dakota, and which are on exhibition at the World's Fair, has been removed by souvenir hunters. There is hardly a spot on the outside of the boots on which some one has not placed his autograph. A placard near by requires visitors to place their names in the register provided for that purpose, not on the President's boots, but the boots have an attraction for names not possessed by the register.

It's the stage electrician who has the lightest job of the play house.

It requires more than a stroke of luck to win a sculling race.

**The Habit of Talking Shop.**

"Do you talk shop? Do the men who follow your calling talk shop?" asked the man who is in search for the curious. "Talking shop is a curious habit, and it would be interesting to know just how far one's calling influences one in the matter. Or is the habit purely one growing out of individual bent? It may be vanity, or self-sufficiency, or it may be a commendable pride in one's calling. Men who write for newspapers talk shop. When they leave the office they are more or less excited by the events of the day. They are full of the day's happenings, often full of their own little part in the list of world-events. But newspaper men generally talk shop to their own kind. Outsiders would not understand, and they would have no sympathy with the little nothings which made up the day's business of the man who keeps his ear to the world and his pen to the paper. Lawyers talk shop, but not so much as doctors. Clerks talk shop, and traveling men, while given much to telling of their own, generally tell a story of some sort, truthful or otherwise, concerning some happening to them out on the road. Public men talk shop a great deal. Talking shop with them is business. They are talking politics, and putting forward those things which are calculated to aid them in holding on to the good things they have. But what class of men talk shop more than any other class? I do not know. You are entitled to one guess at least, if you care to make it, and your facilities for arriving at a correct judgment are just as good as any other man's, so blaze away."

**The Secret of Gladstone's Power.**

Mr. Gladstone's Christian example made his Christian testimony powerful, and there is much in Mr. Morley's book which shows how habitually he practiced the presence of God and lived under law to Christ. Above all, he was a Christian statesman. He spoke habitually to men's souls. The signal splendor of his life is that he did not appeal to men on the lower and baser side, but spoke to them as capable of great and noble things. He called on them to walk in hard paths. When he achieved his great triumphs in the country, it was because he appealed to the generous wrath of the people against wrong. He never pandered to what is little and low and mean among men. He believed that there was that in the human spirit which would answer the heavenly call, and he was there to speak to it, the friend of freedom and righteousness and peace. No detraction on the part of his enemies, no weakness or blunder on his own part, can rob him of the magnificent eulogy that he so lived and wrought among us as to keep the soul alive in England.—British Weekly.

**Japanicity.**

Japanicity is a new term. Japanicity describes a phase of the justly celebrated simple life; the other phases being rusticity and publicity.


At bottom japanicity consists of looking like 30 cents, but 30 cents

being a much larger sum in the Orient than with us, the term has become more and more relative, until now a kimona may easily cost as much as \$50.

Many of us are really too large to go in for japanicity much.

However, we are not to despise the day of small things, which, after all, do very well if we are careful not to sit on them with our whole weight.—Puck.

Greed is the foe of gain.



**This** shoe is eight inches high, double sole and tap, and made through out of genuine old fashioned kip.

Stands the hardest kind of hard wear in wet weather, and is the best value to retail at \$3.00 made in America.


This is only one of a variety of high cut shoes we make especially adapted to fall trade.

RINDGE, KALMBACH, LOGIE & CO., Ltd.  
Grand Rapids, Mich.

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

**HIGH HUSTLER**

**DOUBTLESS** the thought may not have occurred to you, but the very fact is in evidence, that to satisfy your customers, you should carry a complete line of



**Banigan Rubber Boots And Shoes**

the line to be depended upon to please, not only in Style, Workmanship and Fit, but in points that will meet all the requirements of the most critical.

If you have never handled them it may be suggestive of other than fairness if you do not place a trial order.

**GEO. S. MILLER, Selling Agent**  
131-133 Market St., CHICAGO, ILL.

## CLERKS' CORNER

### Qualities Required To Become a Good Salesman.

Written for the Tradesman.

Of course, it is easier to tell how to do things than to perform them, but, having had experience, I can say that I have learned some of the essential qualities required to become a good salesman or a successful merchant; therefore I am certain that the things I would suggest are those which the average person can do.

First, put your soul into your work. Cultivate for it a liking. Do not let the idea prevail that you are working merely for money, but let yourself as well as your customers know that you enjoy it, that your pride lies within it, your entire ambition being to do the right thing by all.

Study human nature; by so doing you obtain an idea how different characters must be handled. Never leave until to-morrow that which should be accomplished to-day. Do not use flattery for deception has brought misfortune to many a door. Cultivate kindness and courtesy. Control your temper, so that you can bear possible rebuffs with ease. Never attempt to gain favor by giving away your profit for then you will fail. To be successful have only one price for all. Then be firm and square. Make your store attractive by cleanliness and order. Make all who enter welcome. Do not be more anxious to wait upon Mrs. Daniels because she is wealthy and trades more extensively than you are to wait upon Mrs. Wright who is not rich. Avoid making any distinction between your benefactors as the same respect is due to all. Never allow customers to think that you are weary or that your time is very valuable so that they feel that they are imposing upon you while they hesitate in the choice of an article. Show them the new goods, make them feel at ease and let them know that it pleases you to attend to their wants. You should never be in a hurry except for your patrons' benefit and to step forward to meet a customer. If you happen to be conversing with a salesman or other employe and some one enters excuse yourself and immediately greet the newcomer and give to him or her your undivided attention. Use perception and, instead of selling customers some fancy article which only through your influence they would purchase, sell them that which will give them such satisfaction that they will return to your place of business. At the same time remember not to induce them to take the article solely on its merits but also because it pleases in a general way. Remember that the method of selling to a lady is somewhat different than to a gentleman for the latter relies more on a clerk's advice than the former. Consider your word as binding as your note. Never cast an insinuation toward your contemporaries, but if you haven't a certain article which

a patron desires tell him where he can obtain it. Make of your customer a friend instead of a money grab. Above all be polite and attentive to children for that is one of the essential qualities of a business person for the people whom children are fond of are very likely to win the parents' favor. Where a child is pleased it will return, and don't forget that the little folk will notice inattention more keenly than their elders. Although their purchases may not be over a penny spare no pains to make the little ones welcome. One of the most essential qualities of being successful is the cultivation of your own nature from that of a pessimist to that of an optimist. Remember that in all business, in all successful undertakings, you will find disagreeable things to contend with. Something may be hurled at you through a mistake or ignorance may lay it at your feet, which can not be helped. Under all these difficulties you must keep in mind the sunshine which will attach itself to your life and environment by keeping sweet. Your own after feelings will be brighter and better by treating your troubles with smiles instead of frowns, then Mrs. So-and-So who has made an attempt at wounding you can see by your countenance that she has failed. She goes home ashamed of herself and decides that your spirit is so much infused with goodness that you are the loveliest person she ever met. Why? Because you did not get angry at her and tell her that she could not be suited and you wished that she would go somewhere else. You simply told her that you were sorry she was displeased and hoped that in the future it would not be repeated. Consequently she concluded that you were just the kind of person that she wished to deal with, while if you had lost your temper and talked to her unpleasantly the consequence would have been that she would never again have entered your place of business. Let your motto in life be, both in and out of business: "Through all the clouds of

adversity keep the sun shining and fill your soul with happiness and content, thereby achieving life's great aim, Success." Lucia Harrison.

### Recent Business Changes Among Indiana Merchants.

Auburn—Culbertson & Boland, hardware dealers, are succeeded by the Culbertson Hardware Co.

Bloomington—G. H. Clark has purchased an interest in the general store of J. B. Clark, and the business will be conducted in the future under the style of J. B. & G. H. Clark.

Converse—Bond & Powell, hardware dealers, are succeeded by the Powell Hardware Co.

Evansville—Louis Bissel has purchased the drug stock of V. M. Shively.

Geneva—Aspy & Dietsch will continue the drug store formerly conducted under the style of Aspy & Miller.

Hamilton—F. D. Farnsworth has discontinued his general store.

Huntington—Frank P. Tuttle, of the firm of Tuttle & Hubbell, grocery dealers, is dead.

Liberty Mills—W. A. Baugher has removed his stock of dry goods and notions to Claypool.

Montpelier—The Little Lumber Co. has moved to Parker.

Liberty Mills—C. McCutcheon has sold his stock of hardware and groceries.

Linton—Benj. F. Holscher, dealer in boots and shoes, is succeeded by Holscher & Harris.

North Manchester—C. Fanning has retired from the bakery firm of C. & E. Fanning.

St. Joe Station—F. A. Zeigler, harness dealer, will remove to Los Angeles.

### Found Another.

A few years ago a well-known lawyer remitted, in settlement of an account to the publisher of a paper in the West, a \$2 bill, which was returned with the brief statement:

"This note is counterfeit; please send another."

\*Two months passed before hearing from the lawyer again, when he apologized for the delay, saying:

"I have been unable until now to find another counterfeit \$2 bill, but hope the one now enclosed will suit, professing, at the same time, my inability to discover what the objection was to the other, which I thought was as good a counterfeit as I ever saw."

It takes a wonderful play of the imagination to believe some men gentlemen.



## Cash and Package Carriers

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

### AIR LINE CARRIER CO.

200 Monroe Street, CHICAGO

## Golden Essence of Corn

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

# Karo

### CORN SYRUP

The Great Spread for Daily Bread.

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

CORN PRODUCTS CO., New York and Chicago



**TOM MURRAY,**

**One of the Most Unique Advertisers in America.**

For some weeks past the Tradesman has been publishing fac similies of the advertising placards of Tom Murray, the Chicago furnishing goods dealer, who has certainly created a new form of store advertising in the shape of window bulletins of a unique and original character. When Mr. Murray engaged in business he occupied a comparatively small room with his haberdashery at the corner of Jackson Boulevard and Clark street. At that time he handled men's furnishing goods exclusively, but the business grew rapidly and more room was needed soon. After several enlargements of his store, he took an adjoining room on Clark street and added a line of clothing. For some reason (Mr. Murray ascribes it to the location and he is probably right), the clothing department did not prosper as it should have done and it is now being closed out.

On the Jackson Boulevard front the windows were covered with large sheets of red paper on which were written various messages. Many of the bulletins were of considerable length, yet thousands of people read every word of them. One of the windows was entirely covered with the following, which we print as an altogether unique piece of advertising:

My ups and downs for the last six years I will now briefly give you:

I have had three ups and one down. I started in a store where my hats are now—in two years I went through the first wall—in one year more through another wall. That year made more money than I ever made in my life. Same as most men I was not satisfied—inside of a year I went through one more wall. I commenced to think I could not lose—did not know but in the course of a very few years my south entrance would be on Van Burcn street. A store one block long was seen in my dreams.

My dreams would have been realized had I been located on State street—on the east side of street. This may sound to you a bit conceited—let me tell you that if you do not think well of yourself, you can not expect others to.

Did you ever make a mistake?

I made a mistake when I thought I could sell first class goods on Clark street. It took me one year to find out my mistake—it took me one more to give it up. I am not a quitter—never was. I have a partner—my wife. She is not a quitter—sticks to me alright. I have fifteen more partners—my salesmen—and they are not silent partners. I tell them to tip me any idea they think is for our good. They, I tell them, can make or break me.

In a few short years I will want to take it a little easy. They will get the balance of their just reward. When the time comes, and it will, they can have more than half of it. I have no children and I think it a cinch I never will. I can afford to take care of my boys; in doing so, I take much better care of myself.

Now, in my defeat—my failure to do a clothing business—I appeal to you—yes, YOU, friend or stranger you may be. It is you who can help me and help yourself. September 1st I must give up my Clark street store. All clothing, soft shirts, pajamas and underwear must be sold. The cut in prices is packing the store! Some hours we can not wait on you. Some wait on themselves. Caught a man

helping himself—opening an account with me without my consent.

To ask a man to charge goods is more than I can stand in my present frame of mind. Weeping Tom.

\* \* \*

Go home if you are out of sorts. Your men can take care of your business for the day better than you can. When you get home, ask your wife how you are fixed for winter underwear. If in need, stop here in the morn—I will send you to your office happy. Tom.

\* \* \*

I tell my men never to urge a customer to buy. Not to talk much—talk a trader to death and he is not a live one. Give a customer a chance to think and he will think more of Tom.

My customers are thinkers. Just now, so am I. Tom.

\* \* \*

If you are one of my many monied friends, don't stay out on account of these signs of distress. I do not want to borrow your money. I want to give you a better value for it than you can get any place else. Tom.

\* \* \*

Don't kick me when I am down by asking me to charge goods when sold less than cost. Better to give a hand of help by paying me what you owe me when you receive your bill. Tom.

\* \* \*

They are talking about me—I know it and am glad. They tell you the truth when they say, "He is selling underwear too cheap."—It is my affair—I pay the bill. Tom.

\* \* \*

Fault finders wanted. We can please any man in this store. You can not if you are half civil get any man in my employ to treat you any way but civil. Tom.

\* \* \*

A very good collar button—a new one for every one you break. Warranted not to roll under the bureau. 3 for 25c. Tom.

**More Color in Neckwear.**

The tendency in fall neckwear is most decidedly away from the staid pattern which has held sway for so long. City buyers are purchasing the large forms, of course, yet it is almost an assured fact that the country merchant will find them his best sellers also. There is more profit in them and the silks for autumn almost necessitate the large shape in order to show their patterns to the best advantage. Merchants who do not like the de Joinville will be up a stump, so to speak. Probably the trade of these merchants is ripe now for the loose knot. Two-and-a-half-inch four-in-hands are figuring conspicuously in all the displays right now, and this demand for fall is authentic as far as the city man is concerned. Country dealers who have already purchased the bulk of their fall neckwear registered their approval of the wide four-in-hand.

Gray has had its day. Browns are better liked than ever before and the high-class haberdashers are buying heavily of the summer browns with the intention of holding them for fall selling. Golden brown lights up some very attractive cravats of royal purple of myrtle shade.

The silks liked best are quite heavy. "Anything to make a big knot is what haberdashers and country merchants are calling for," said a neckwear manufacturer. "Dark necks are already favorites with market

buyers, yet they are topped off with some very striking color combinations—they are plain and staid, yet they are not. Madeup shapes will be more popular than heretofore for the simple reason that it is an exceedingly difficult matter to tie a cravat of large shape. Soft silks are grabbed at by buyers from both city and country. Never in our experience as manufacturers have the wants of the city and country buyer been so identical. Squares are being bought in liberal assortments for the holiday trade. The time is here when the 50-cent square is not a bad looker and country merchants are getting a dead-ringer for the looks."

"The country merchant is now making good for his long delay in placing neckwear orders," says a high-class manufacturer. "We never sold such large neckwear bills as we are selling to-day. From the bills sold during the last two weeks I find that bright greens, orange browns and dark purples are selling best."

**Noblesse Oblige.**

A small newsboy, who had made the find of a half-finished cigar on the pavement, stepped into a small

corner bake-shop to obtain a match. "Say, give us a match, will you?" he asked of the woman behind the counter.

"We don't give matches, we sell them," she replied.

"How much?"

"A cent a box."

"Give me a box," handing her a penny.

The box was produced. With a grave air the small boy took it, drew out a match, struck a light with all the grace possible, and puffed energetically upon the discarded cigar-stub; then, leaning confidentially over the counter, he extended the box of matches to the woman and said:

"Say, you jest take this box of matches, will yer, and put it in some place where you can lay hands on it easy, and when some other gentleman steps in and asks for a light don't sell him a match, give him one on me." And with a lordly nod the young American made his way back to the street.—Lippincott's.

Two hearts that beat as one! Ah, yes! But remember four knives and forks, dear boy!

Geo. H. Reeder      H. L. Keyes      J. W. Baldwin

## Our Business is Moving Briskly

How can it help it when we handle the best lines of leather shoes possible to produce at the price, and are state agents for the celebrated

### Hood Rubbers?

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

Our store is on the way to Union Depot and we are always pleased to see our friends and customers.

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.



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

#### Special Correspondence.

New York, Sept. 17—The coffee market is firm, with little real business being done. Buyers seem to think the rate rather too stiff, and holders are equally strongly impressed with the idea that they should make no concession, and the matter stands with simply an average amount of trading. At the close Rio No. 7 is worth  $8\frac{1}{2}$ @ $8\frac{3}{8}$ c. In store and afloat there are 3,459,240 bags, against 2,461,502 bags at the same time last year. A little speculation has been indulged in, but, as a rule, the trading is of a legitimate character. Some increased interest is shown in mild sorts and buyers are rather inclined to purchase West Indies rather ahead of current requirements. Central American is firm, with Good Cucuta  $9\frac{3}{4}$ c and  $11\frac{1}{2}$ c for good average Bogotas. East Indies are firm, but transactions are of rather a small character.

The tea market continues to show some encouraging features, and while no especially large orders were received there are a good many of minor character, and in the aggregate there is a handsome total. Prices are well sustained and holders seem to look with confidence to the future.

The sugar market has been fairly active and many orders were received for deliveries of old contracts. The National refinery is said to be oversold two to three weeks. New business has been rather light, but, upon the whole, the week has been a good one for the sellers.

There is a steady market for rice and the situation shows regular, if slight, improvement almost daily. Prices are about unchanged and are still on a low level, choice domestic not bringing over  $3\frac{7}{8}$ @ $4$ c. A little new crop rice has been received, but not enough to attract attention and quotations of the same have been rather above the views of buyers.

Spices continue firm, and pepper especially shows an advancing tendency. Singapore black,  $12$ @ $12\frac{1}{8}$ c. Supplies in the East are said to be about exhausted and it is doubtless a good time to purchase fair quantities. The whole line of spices is well sustained.

Grocery grades of New Orleans molasses are steady, and with the advancing season there comes more and more call. Good to prime,  $18$ @ $27$ c. Low grades are in light supply and quotations are firmly sustained. Syrups are steady at full rates.

Canned goods generally show some improvement and there is a good call, especially for California canned peaches, the supply of which is limited. Gallon apples are moving with more freedom, and are rather easier as there is promise of a big pack. We still hear stories of a short crop of tomatoes, but packers in the South are willing to take orders at  $65$ c; but

even at this buyers do not seem to tumble over each other to obtain supplies. Corn is doing well and the output may be fairly large—if—and it's a big one, we do not have early frosts. Some Maine packers are running night and day and hope to be able to meet contracts. The range for the latter is  $\$1.50$ @ $1.60$ ; New York State,  $\$1.20$ @ $1.25$ . Peas are dull, and with a huge pack coming on the market the chances are rather in favor of comparatively low rates.

For high-grade creamery butter there is a better demand and quotations range at about  $19$ @ $19\frac{1}{2}$ c. Other grades are in ample supply and the situation is rather in favor of the buyer. Seconds to firsts,  $15\frac{1}{2}$ @ $18\frac{1}{2}$ c; imitation creamery,  $14$ @ $16$ c; factory,  $12\frac{1}{2}$ @ $13\frac{3}{4}$ c; renovated,  $14$ @ $16$ c, the latter for fancy stock.

Sales of cheese consist of small lots and buyers take little interest in the situation. Little is doing in an export way. Not over  $8\frac{3}{4}$ c can be quoted for full cream stock of small sizes.

While there is a steady call for fresh-gathered near-by stock and quotations are steady at  $27$ @ $28$ c, there is an ample supply of other grades and fancy Western are working out at about  $22$ @ $23$ c; average best,  $21$ @ $21\frac{1}{2}$ c; seconds,  $19$ @ $20$ c, and from this down to  $13$ @ $14$ c.

#### Have Abandoned the Sale of Produce.

Armour & Company have sent out the following letter of instructions to all its branch houses:

We have decided to discontinue the fruit and produce business, as there seems to have grown up recently some opposition to us on the part of fruit and produce commission merchants. This feeling was particularly brought to our attention by remarks made at a recent convention of the National League of Commission Merchants in Louisville. We have, therefore, concluded to discontinue the handling of all produce of this description and it has been decided that hereafter when the Armour Car Lines are employed in the transportation of fruits and other produce, the contents of these cars will be owned by others and not by Armour & Company.

This is welcome news to the produce trade, which has been discriminated against by the unfair methods of Armour & Company for some time past.

#### Toads as Insect Killers.

The wonderful insect-killing capacity of the toad is known in a general way to the enlightened few. An imported colony of toads may be the salvation of a flower garden. Many gardeners give their children a cent apiece for every cutworm destroyed. From May 1 to Aug. 1 a toad may destroy 2,160 cutworms, which it would cost  $\$21.60$  to destroy by hand. English gardeners are said to pay as much as  $\$25$  a hundred for toads for colonizing purposes.

#### The Requisite.

Briggs—Mrs. Pacer is a very bright woman, judging from my interview with her.

Griggs—What did she say?

Briggs—Nothing much. But she approved of what I said.

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.

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

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

## AUTOMOBILES

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

Michigan Automobile Co.  
Grand Rapids, Mich.

# WANTED

Daily shipments of Butter, Eggs and Poultry. We will pay the highest market price F. O. B. your station. Write or 'phone us at once for prices.

## S. ORWANT & SON, GRAND RAPIDS, MICH.

Wholesale dealers in Butter, Eggs, Fruit and Produce.  
References, Fourth National Bank of Grand Rapids and R. G. Dun.  
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.

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.

**How Capon Raising Can Be Made Profitable.**

It is surprising, in view of the decidedly great advantages of castrating males, that there is not a great deal more of it done; and it seems altogether probable that if poultry growers knew how great the advantages are and how simply and easily the operation is performed, there would be comparatively few cockerels allowed to grow beyond broiler size uncastrated—excepting the few needed for breeding purposes.

The uncastrated male bird grows up to be coarse, "staggy," and his coarse flavored, hard, stringy meat is worth less than half as much per pound as it would be if the tender, delicate flavored chicken condition had been continued by the birds being castrated. There is the greatest gain of castrating the males, in keeping them "soft," tender and fine flavored, and if poultrymen would but realize the greater profits to be secured the coarse, "staggy" males sent to market would be decidedly fewer.

A remarkable thing is that there is ever a short supply of the best fine tender chickens, and there are so many of the coarse, "staggy" things the marketmen have difficulty in getting them off their hands. The simple operation of castrating would change all this, and give the buying public the fine quality it prefers and is well able to pay well for.

It ought not to require much argument to convince readers that growing chickens to five to eight (or ten) pounds weight (alive), and getting 32 to 35 cents a pound for them paid a good profit. When a poultryman can sell his birds for \$1.50 to \$2.50 apiece, alive, he can see a substantial profit in growing them; and the essential thing to attaining that good price is to have the fine, large soft roasters and capons that the public wants. It is of no consequence whether they are dressed as roasters or as capons. Indeed, sometimes capons are changed into large soft roasters by simply stripping off the feathers left on as the distinguishing mark of capons.

The larger the capon the higher the price, hence the largest breeds make the best capons, make those that fetch the best prices. As a rule the Asiatic varieties are preferred by growers of capons; the Light Brahmas, being the largest variety of all, being the ones most generally grown.

Capons are most in favor and command the highest prices in late winter and early spring, February and March being the months of top notch prices. There is some call for capons in other months, and they sell at such time at prices that pay a good profit to the grower, but the best profit is in those marketed in February and March. As a rule, it is June hatched cockerels caponized in September that come to market then, and it is evident that the birds have to be housed and fed all through the winter to come to market at that time.

Capons should be killed by sticking in the mouth, and dry picked, with tail and wing feathers, the upper half of neck feathers and the feathers of

the lower third of the thigh (just above the hock joint) left on. The feathers are the distinguishing mark of capons in all markets. The shrunken head and undeveloped comb and wattles should always be left on, and all traces of blood upon the head and mouth should be removed by washing in cold water. Absolute cleanliness should be observed in the dressing, so that the birds shall be "clean," without the necessity of washing; the skin has a better, more attractive appearance if it has not been washed. Be careful to not tear the tender skin, and if it is accidentally torn put the torn part back in place and secure it with a needle and white thread, until the bird is cold, when the thread should be removed.

Pack in new, clean boxes, placing the birds in layers, with backs up, and pack them firmly into the boxes, as firmly as possible and yet not bruise them. Line the boxes with clean white paper; never use paper with printing on it, as the printers' ink will come off upon the skin, marring the good appearance so much desired. Make the packages as well as the capons look as neat, clean and attractive as possible. Keep in touch with a reliable dealer so he may know what stock you can supply and you may be kept informed as to prices and the needs of the market. Remember that in promoting the interests of the dealer you are working to your own advantage also, for what he can sell best pays you best. You will have no difficulty in finding a market for first quality capons, and at prices which pay well. If they are large, fat, well dressed and packed they will be the kind the buyers want, and they will sell at profitable prices.

**Could Eat Cereals.**

A certain man who was not of the cultured classes had made a fortune in the wholesale grocery business and was persuaded to furnish the capital to start a magazine. He went to a big book-printing office to arrange some of the details and put in a bad half hour because of his ignorance of the technicalities of his new enterprise.

The printer soon dropped such talk as that about names of type and the methods of printing and asked:

"Now, what would you have in the magazine? A short story or two, I suppose, and a serial—"

"All the cereals," he broke in. "There's nothing pays like advertising. Good rates to the big advertising people will boom the thing. We want the breakfast foods, soaps, coffees and the whole thing."

**RUGS FROM OLD CARPETS THE SANITARY KIND**

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

**PILES CURED**

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

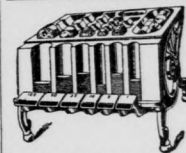
**Make Your Own Gas**

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

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



**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.

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

By using a **Bowser Self Measuring Oil Outfit**

Full particulars free. Ask for Catalogue "M"  
**S. F. Bowser & Co. Ft. Wayne, Ind.**

**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.

**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** Foote & Jenks  
Highest Grade Extracts. JACKSON, MICH.



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

**SHOULD NOT PROPOSE.****Why Women Should Leave Proposals to Men.**

There is no subject which has been so exhaustively discussed in the papers, neither any other upon which advice is so frequently asked, as that concerning the degree of activity which a woman may fitly and with due maidenly modesty manifest in courtship. Still another phase of the question has come to the fore, and women ask, apparently in all truth and sincerity, whether it is "all right" for a woman to make a proposal of marriage to a man in leap year.

No sensible woman would for a moment entertain the faintest idea of such a proceeding, unless she had good and sufficient reason to feel sure that the man in the case returned her affection and was desirous of marrying her; in which event it ought to be easy to lead him to say or do something which may at least be construed into a proposal of marriage—which would surely be in all respects the better way, whatever the number of days in the February of the current year.

Moreover, every woman not a fool knows, or ought to know, that the tradition of leap year is merely a jest, and in no way alters the actual relations between the sexes regarding love and marriage. True, one must amuse oneself, and leap year dinner parties and dances afford an agreeable variety. Also, such entertainments may give a woman the opportunity to encourage a bashful suitor; but even so, the opportunity must be handled with discretion, since it is a sort of unwritten law that no girl must be too attentive at a leap year party to the man for whom she cares most. It is bad form, just as, at a dinner of the usual sort, no man must be seated at the table next to his wife. Indeed, so far is this theory carried that custom demands that the woman who proposes in leap year must be answered "nay" in order fitly to carry out the jest. No man would dare to display such egregious vanity as to believe the offer made in sober earnest. Many sins may be forgiven a woman, but not that of asking a man in plain terms to marry her. Nor would the man who was asked at all appreciate the compliment paid him. Men, no less than women, are "kittle cattle," and there are sound wisdom and understanding of the heart of man in the refrain of the old song:

The fruit that will fall without shaking  
Indeed is too mellow for me!

Man retains many of the characteristics of his prehistoric ancestors—none more so than that of the cave man, whose method of courtship was to run with all his might and main after the woman who ran away from him the fastest. Ethnologists tell us that the idea that the woman must be sought by the man dates back to the old barbaric times when a man took his bride captive by deeds of arms, and she, however willing to be captured, was expected to defend her own dignity by a vigorous show of resistance. Centuries, which have altered so much, have but strengthened, while modifying, this tradition. "A

man may choose, but a woman must wait to be chosen."

Nevertheless, a woman gifted with tact may do almost everything except actually propose. Not for naught is the proverb that "one may steal a horse where another must not look at the stable." It is merely another way of saying that one man is gifted with the tact which accomplishes his ends satisfactorily and surely, while another man blunders and bungles, hopelessly and irremediably. There is no gainsaying the fact that many men would never marry the wives whom they do were they not skillfully beguiled into matrimony. But the snare is not spread in sight of the bird; the man is led sweetly and gently into the toils, drawn on so that he fancies himself the hunter, not the hunted. Not for a moment would he submit to be rudely dragged to the goal.

Many men, also, are dilatory in making a proposal, even although they be really in love, and put off the fateful question for one cause or another—some from nervousness, some from pure procrastination, some from diffidence, and some because of a lingering doubt as to whether it is not better to let well enough alone, and because of the haunting sense of the incurableness of marriage. It is just such men as these who are frightened off, never to return, by too great eagerness on the part of the woman whom they admire. When a plant is endangered by frost astute gardeners douche it with cold water instead of applying heat. Women have no monopoly of vanity, and most men like to believe that the attractive woman admires, or is even in love with them, but not one man in ten thousand wants a woman to tell him of her love until he has declared his for her. No woman who has the usual allowance of mother wit will ever profess more than friendship for, and a due appreciation of the wonderful gifts of the man whom she wishes to ensnare.

Moreover, it must be remembered that a downright proposal upon the woman's part would place the man in a most awkward position. It takes some moral courage, not to say hardness of heart, for a man to assure a woman that he does not return her affection, and has no desire to marry her, and if he be on good terms with her family and friends the difficulties of the situation are materially increased. It may easily happen that the offer of her hand and heart is not a welcome one, in which case he must choose between wounding her or sacrificing himself. Of course one may say that the woman has only herself to blame for her mortification, but even then the episode is among those which one, if not both, of the persons concerned would prefer had not happened.

If a man is in love with a woman and wishes to make her his wife—states of mind which, it may be remarked in passing, are not always identical—he usually manages to apprise her of the fact. "Love and a cough," says the Spanish proverb, "can not be hid." Most women of experience in love and lovers will bear

testimony that it is far and away easier to encourage a timid suitor than it is to discourage an unwelcome one without actually snubbing him. "If a man has a tongue in his head he finds it easy enough to prate of love to any woman who will listen to him," says a cynical bachelor in a recent novel. And it may be mentioned, also, that the percentage of deaf mutes who marry is not small.

There is no better rule for the conduct of life than that which forbids one to do anything for which one must make excuse to oneself or to others. This old and tried maxim holds doubly good in affairs of the heart. Whether there are any women who avail themselves of the suppositious privilege of leap year is a question which can only be answered by those who probably prefer to keep silent. It is at best but a sorry joke when a man says in his wife's presence that "she married him," but, alas, for any self-respecting woman who may possibly have to endure the humiliation of such an accusation with the stinging lash of truth in it, flung at her in the heat of passion or delivered, cut and thrust, in the cool contempt of scorn! Helen Oldfield.

**The Japanese Will Grow Taller.**

"Even if they should lose the war, and haven't that to make them feel big," remarked the doctor, "in all probability the next generation—or the next but one—of the Japanese will be as tall as the average American or European.

"It is the custom of sitting on the ankles on the floor, instead of on a chair as we do, that explains the shortness of the Japanese leg. The arteries are kinked by the cramped position, and are therefore not properly nourished. As a matter of fact, however, the Japanese spine is just of a length with the average American or European one. Indeed, we all differ in height rather by reason of leg than of back, and the spinal column is singularly constant among various individuals. Now the chair has gained a place in Japanese life, and soon the length of the Japanese leg will become normal."—Philadelphia Press.

**Blood Will Tell.**

The young man from New Haven, Conn., had come to his row's end. He had exhausted his vocabulary; he had lost his temper, and regained it. Now he was trying to influence her by reasoning.

"Chothilde," he demanded of the unsophisticated Southern maiden, "what do you want me to do next?"

"Nothin'," she replied in her plaintive drawl.

"Well," very much encouraged, "will you marry me?"

There was a long silence, which he knew only too well meant that she wouldn't.

"Why won't you marry me?" he demanded, savagely.

"Because," she replied, with a brave little gurgle, "I couldn't risk my life's happiness with a man whose grandfathers perpetrated wooden nutmegs on the public, Mr. Smithers!"

**FALL CLOTHING.****Buyers Demanding Immediate Shipment of Orders.**

Market buyers of clothing continue their purchasing in the most liberal manner. In many instances they are demanding that the goods be shipped immediately. Manufacturers generally are able to comply with these requests. Local houses are stimulated by the favorable reports from buyers in the market and leading wholesalers in clothing expect a very successful season. The designers are working to produce catchy new effects, although they say it will not be a season of many radical changes. One manufacturer, who does his own designing, says he expects a larger demand for double-breasted suits in lightweights, and is making new patterns for both the long and the short lapel, and will retain the narrow collar because he believes it has a much neater effect than the wide ones. Loose draping shoulder effects will be retained, the time having passed when men want suits that fit snugly.

Summer stagnation has prevailed in the retail branch of the trade, relieved a little by the cut-price of two-piece suits. As one retailer said, "It is difficult to make people buy what they don't need, and most of the sales this month are to people who take hold because prices are low." There is a much improved demand for good fabrics in the summer suits. The day of cheap flannels and crashes that wrinkle and shrink in a day seems to have passed forever. The light shades in fancy weaves, 12-ounce goods with smooth surface and well made up, are meeting with ready sale, because they are sure to do good service and keep their shape.

In the men's clothing line both the Chesterfield and belted back overcoat will sell. The tendency now seems to favor the Chesterfield. The new covert top coat, which falls straight from the shoulders, is selling best in the old tan shades. The lining, trimming and finishing of these styles are far above the average, and market buyers will be enabled to get better values than in seasons past, and all this in spite of the labor situation. Dark browns are favored in suits for fall. Conservatism rules, of course. The trousers are quite loose and conservatively wide at the bottom.

In the neckwear line there is nothing particularly new outside of the campaign novelties. The two-inch four-in-hand is thought well of by country merchants, and not a little purchasing is being done in the small midget shapes. The already registered approval of the fold collar for fall and winter speaks worlds for the popularity of the small tie. The two-inch four-in-hand will be worn by those men who favor the wing collar. Some of the newest cravats brought out are those with the fringed ends for wearing with rings. Browns seem to be taking the best now, although such combinations as black, scarlet and white, black, white and canary, and myrtle and white are taking exceedingly well.

In children's clothing for fall there

is a new style of suit. The jacket is on the order of a Norfolk, yet combining the good points of the Norfolk and double-breaster jacket, and is to be worn with knickerbockers. Norfolk suits in medium and high-priced goods, all sizes, are scarce. The demand exceeded the supply, the style having met with a better run than was expected by buyers and manufacturers. They have been better sellers than for any season before, and the fact has put the Norfolk well up in the front rank for fall, although it is less seasonable than for spring. The demand for outing suits for boys is increasing more and more each year, and this would seem to open up an opportunity for manufacturers to specialize along this line.

Bloomers have sold much better this year than last. Boys who formerly cried if their parents bought them bloomers, saying that the "other boys in school poked fun at them," are now crying for bloomers.

There is a diversion of opinion among buyers regarding Eton and sailor collar styles for fall. Some are of the opinion that the Eton linen collar has seen its best days and that it will be replaced for fall by the sailor style and dickey, and by the velvet and leather collar on styles buttoning to the neck. Some clothiers are showing velvet and leather collars in their full lines. An overcoat style with Eton collar is also shown; as if it were not sufficient to encumber a youngster with one collar when wearing two garments, is the argument used against the introduction of the Eton collar overcoat. But in putting the Eton collar on the overcoat, it is not intended that the little fellow is also to wear a white linen collar with the suit jacket. The velvet and leather collars in Eton shapes have been introduced as a substitute for the linen, the contention being that they do not soil so readily and that they fill the desire for a change.

From present indications it appears that browns and bright reds will be the favorite colors in sailor and Russian blouse suits for fall. Suits for juniors made in the Russian blouse style have been received for fall. A leading maker of little folks' clothing has introduced a new conception on the order of the vestee or continental suit for dress wear. The style is admirably suited for Sunday, party and evening wear. The jacket and bloomer trousers are in velvet, trimmed with soutache and silk buttons. The jacket is worn unbuttoned over a full white pique vest.

**Worse Than Hanging.**

During a celebrated murder trial in New York City two Irishmen were among the many interested spectators.

"Sure, the evidence will convict the prisoner," remarked one.

"Not only convict him, but will hang him," returned the other.

"Man alive! They don't hang murderers in New York!"

"Well, what do they do with them?"

"Kill them with elocution."

**Hardware Price Current**

| AMMUNITION                                  |             |          |          |
|---|-------------|----------|----------|
| Caps  |             |          |          |
| G. D., full count, per m.                   | 40          |          |          |
| Hicks' Waterproof, per m.                   | 50          |          |          |
| Musket, per m.                              | 75          |          |          |
| Ely's Waterproof, per m.                    | 60          |          |          |
| Cartridges                                  |             |          |          |
| No. 22 short, per m.                        | 2.50        |          |          |
| No. 22 long, per m.                         | 3.00        |          |          |
| No. 32 short, per m.                        | 5.00        |          |          |
| No. 32 long, per m.                         | 5.75        |          |          |
| Primers                                     |             |          |          |
| No. 2 U. M. C., boxes 250, per m.           | 1.60        |          |          |
| No. 2 Winchester, boxes 250, per m.         | 1.60        |          |          |
| Gun Wads                                    |             |          |          |
| Black edge, Nos. 11 & 12 U. M. C.           | 60          |          |          |
| Black edge, Nos. 9 & 10, per m.             | 70          |          |          |
| Black edge, No. 7, per m.                   | 80          |          |          |
| Loaded Shells                               |             |          |          |
| New Rival—For Shotguns                      |             |          |          |
| No.   | Powder      | Shot     | Gauge    |
| 120   | 4           | 1 1/2    | 10       |
| 129   | 4           | 1 1/4    | 9        |
| 128   | 4           | 1 1/4    | 8        |
| 126   | 4           | 1 1/4    | 6        |
| 135   | 4 1/4       | 1 1/4    | 5        |
| 154   | 4 1/2       | 1 1/4    | 4        |
| 200   | 3           | 1        | 10       |
| 208   | 3           | 1        | 8        |
| 236   | 3 1/4       | 1 1/4    | 6        |
| 265   | 3 1/2       | 1 1/4    | 5        |
| 264   | 3 1/2       | 1 1/4    | 4        |
| Discount 40 per cent.                       |             |          |          |
| Paper Shells—Not Loaded                     |             |          |          |
| No. 10, pasteboard boxes 100, per 100.      | 72          |          |          |
| No. 12, pasteboard boxes 100, per 100.      | 64          |          |          |
| Gunpowder                                   |             |          |          |
| Kegs, 25 lbs., per keg.                     | 4.90        |          |          |
| 1/2 Kegs, 12 1/2 lbs., per 1/2 keg.         | 2.90        |          |          |
| 1/4 Kegs, 6 1/4 lbs., per 1/4 keg.          | 1.60        |          |          |
| Shot  |             |          |          |
| In sacks containing 25 lbs.                 |             |          |          |
| Drop, all sizes smaller than B.             | 1.75        |          |          |
| Augurs and Bits                             |             |          |          |
| Snell's                                     | 60          |          |          |
| Jennings' genuine                           | 25          |          |          |
| Jennings' imitation                         | 50          |          |          |
| Axes  |             |          |          |
| First Quality, S. B. Bronze                 | 6.50        |          |          |
| First Quality, D. B. Bronze                 | 9.00        |          |          |
| First Quality, S. B. S. Steel               | 7.00        |          |          |
| First Quality, D. B. Steel                  | 10.50       |          |          |
| Barrows                                     |             |          |          |
| Railroad                                    | 15.00       |          |          |
| Garden                                      | 33.00       |          |          |
| Bolts                                       |             |          |          |
| Stove                                       | 70          |          |          |
| Carriage, new list                          | 70          |          |          |
| Flow  | 50          |          |          |
| Buckets                                     |             |          |          |
| Well, plain                                 | 4.50        |          |          |
| Butts, Cast                                 |             |          |          |
| Cast Loose Pin, figured                     | 70          |          |          |
| Wrought Narrow                              | 60          |          |          |
| Chain                                       |             |          |          |
| 1/2 in. 5-16 in. 3/4 in. 1/2 in.            |             |          |          |
| Common                                      | 7 c.        | 6 c.     | 6 c.     |
| BB  | 8 1/2 c.    | 7 1/2 c. | 6 1/2 c. |
| BBB   | 8 c.        | 7 c.     | 6 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                                  | 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          |          |          |
| Japanese Tinware                            | 30&10       |          |          |

| Iron  |                      |
|---|----------------------|
| Bar Iron  | 2 25 c rates         |
| 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                |
| Dampers, American   | 50                   |
| Molasses Gates  |                      |
| Stebbin's Pattern   | 60&10                |
| Enterprise, self-measuring  | 30                   |
| Pans  |                      |
| Fry, Acme   | 60&10                |
| Common, polished  | 70&10                |
| Patent Planished Iron   |                      |
| "A" Wood's pat. plan'd, No. 24-27   | 10 80                |
| "E" Wood's pat. plan'd, No. 25-27   | 9 80                 |
| Broken packages   | 1/2 c per lb. extra. |
| Planes  |                      |
| Ohio Tool Co.'s fancy   | 40                   |
| Sciota Bench  | 50                   |
| Sandusky Tool Co.'s fancy   | 40                   |
| Bench, first quality  | 45                   |
| Nails   |                      |
| Advance over base, on both Steel & Wire                                       |                      |
| Steel nails, base   | 2 75                 |
| Wire nails, base  | 2 30                 |
| 10 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                 |
| 14x20 IX, Charcoal, Dean  | 9 00                 |
| 20x28 IC, Charcoal, Dean  | 15 00                |
| 14x20 IC, Charcoal, Alloway Grade   | 7 50                 |
| 14x20 IX, Charcoal, Alloway Grade   | 9 00                 |
| 20x28 IC, Charcoal, Alloway Grade   | 15 00                |
| 20x28 IX, Charcoal, Alloway Grade   | 18 00                |
| Ropes   |                      |
| Sisal, 1/2 inch and larger  | 10                   |
| Sand Paper  |                      |
| List acct. 19, '86  | dis 50               |
| Sash Weights  |                      |
| Solid Eyes, per ton   | 30 00                |
| Sheet Iron  |                      |
| Nos. 10 to 14   | 3 60                 |
| Nos. 15 to 17   | 3 75                 |
| 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                 |
| Soldier   |                      |
| 1/4 @ 1/2   | 21                   |
| Squares   |                      |
| Steel and Iron  | 60-10-5              |
| Tin—Melyn Grade   |                      |
| 10x14 IC, Charcoal  | 10 50                |
| 14x20 IC, Charcoal  | 12 00                |
| 10x14 IX, Charcoal  | 12 00                |
| Each additional X on this grade, \$1.25.                                      |                      |
| Tin—Alloway 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, Nickeled   | 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  | 52                |
| 10 gal. each   | 66                |
| 12 gal. each   | 78                |
| 15 gal. meat tubs, each  | 1 20              |
| 20 gal. meat tubs, each  | 1 60              |
| 25 gal. meat tubs, each  | 2 25              |
| 30 gal. meat tubs, each  | 2 70              |
| Churns   |                   |
| 2 to 6 gal. per gal.   | 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  | 33                |
| No. 2 Sun  | 50                |
| No. 3 Sun  | 35                |
| Tubular  | 50                |
| Nutmeg   | 50                |
| MASON FRUIT JARS   |                   |
| With Porcelain Lined Caps  |                   |
|  | Per Gross.        |
| Pints  | 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 75              |
| 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 00              |
| Rochester  |                   |
| No. 1 Lime (65c doz.)  | 3 50              |
| No. 2 Lime (75c doz.)  | 4 00              |
| No. 2 Flint (80c doz.)   | 4 60              |
| Electric   |                   |
| No. 2 Lime (70c doz.)  | 4 00              |
| No. 2 Flint (80c doz.)   | 4 60              |
| OIL CANS   |                   |
| 1 gal. tin cans with spout, per doz.   | 1 20              |
| 1 gal. galv. iron with spout, per doz.   | 1 38              |
| 2 gal. galv. iron with spout, per doz.   | 2 20              |
| 3 gal. galv. iron with spout, per doz.   | 3 10              |
| 5 gal. galv. iron with spout, per doz.   | 4 05              |
| 5 gal. galv. iron with faucet, per doz.  | 3 70              |
| 5 gal. galv. iron with faucet, per doz.  | 4 68              |
| 5 gal. Tilting cans  | 7 00              |
| 5 gal. galv. iron Nacefas  | 9 00              |
| LANTERNS   |                   |
| No. 0 Tubular, side lift   | 4 65              |
| No. 1 B Tubular  | 7 25              |
| No. 15 Tubular, dash   | 6 50              |
| No. 2 Cold Blast Lantern   | 7 75              |
| No. 12 Tubular, side lamp  | 12 60             |
| No. 3 Street lamp, each  | 2 50              |
| LANTERN GLOBES   |                   |
| No. 0 Tub., cases 1 doz. each, bx, 10c.  | 50                |
| No. 0 Tub., cases 2 doz. each, bx, 15c.  | 50                |
| No. 0 Tub., bbls. 5 doz. each, per bbl.  | 2 25              |
| No. 0 Tub., Bull's eye, cases 1 dz. e'ch   | 1 25              |
| BEST WHITE COTTON WICKS  |                   |
| Roll contains 32 yards in one piece.   |                   |
| No. 0, 3/8 in. wide, per gross or roll.  | 25                |
| No. 1, 1/2 in. wide, per gross or roll.  | 30                |
| No. 2, 1 in. wide, per gross or roll.  | 45                |
| No. 3, 1 1/2 in. wide, per gross or roll.  | 85                |
| COUPON BOOKS   |                   |
| 50 books, any denomination   | 1 50              |
| 100 books, any denomination  | 2 50              |
| 500 books, any denomination  | 11 50             |
| 1000 books, any denomination   | 20 00             |
| Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge. |                   |
| Coupon Pass Books  |                   |
| Can be made to represent any denomination from \$10 down.  |                   |
| 50 books   | 1 50              |
| 100 books  | 2 50              |
| 500 books  | 11 50             |
| 1000 books   | 20 00             |
| Credit Checks  |                   |
| 500, any one denomination  | 2 00              |
| 1000, any one denomination   | 3 00              |
| 2000, any one denomination   | 5 00              |
| Steel punch  | 75                |

## DRY GOODS

### Weekly Market Review of the Principal Staples.

**Dress Goods**—This week has shown a splendid increase in the actual business transacted on the dress goods end of the market and the interest that buyers are taking in the various lines open for their edification. It is to some extent possible now to see the probable future of the different fabrics and designs, and to determine with something like accuracy what are likely to be the leaders for the spring. There is little doubt that fancy lines have increased in interest during the week past, in spite of the promises of a few weeks ago, and even up to two weeks ago for the plain goods, although the latter are not by any means out of it now. As a matter of fact, the sales of the two divisions as reported show that where all grades are taken into consideration, the plain lines are still far in the lead. Fancies are being bought chiefly in high grades by the cloak and suit cutters. The jobbers are of the opinion still that the plain lines are the ones for them to bank on, and are buying their supplies with that end in view. Certainly the mills that have made the lightweight goods, such as broadcloths, which are so popular and have been for some time in imported lines, have little to complain of in regard to the amount of business they have accomplished so far, and have every reason to believe that their business will continue without interruption until the season closes.

**Ginghams**—Staple ginghams have been reduced  $\frac{3}{4}$ c during the past week, but otherwise quotations are practically unchanged. Print cloths are a trifle firmer, this being particularly the case with wide goods, certain qualities of which are in greatly reduced supply just now. In fact, stocks are said to have been materially reduced within the past fortnight. Narrow goods are not in good demand, but prices rule steady.

**Underwear**—Uncertainty in the spring underwear situation has been removed by practical settlement of prices. Lists that appeared to be unsatisfactory four weeks ago are now acceptable to the average buyer, which accounts for the increasing number of orders. Generally the quotations of knit goods depend entirely on the relation of supply to the demand or on the position of raw material at the time the goods are produced. The style feature seldom enters into the consideration, which means that quality controls the price. In some cases cotton underwear for the present fall season is slightly higher priced than that shown in the sample for next spring. This is due to the fact that all of the cotton underwear now finished and ready for buyers was made from cotton considerably higher than the present quotations of the staple indicate. There is

no certainty that the price of cotton will be very much cheaper. A "bumper" crop of good quality cotton would, of course, mean a reduction, but the ravages of the weevil have reduced the acreage in some cases, which has given a different tone to the market. The prices for next spring, it is reasonable to suppose, are low enough, and manufacturers have bought their yarns a little cheaper than for a corresponding time of last year. This offers an explanation to the skeptical why the market has been slightly disorganized by a discrepancy in the price of fall and spring goods. During the last few weeks more interest has been disclosed in a duplicate way than had been noted since the beginning of the season. This development is not due to any change in the situation. Jobbers have naturally been shipping goods, and in some instances find it necessary to replace staple numbers. Further complaints are made that the fall deliveries are in many cases unsatisfactory. One large buyer says a delivery just received by him is about the worst he ever saw. He makes a point that the goods are not even seconds, for while seconds are mended before leaving the factory, these goods have not even been mended, and the buyer says his department would have difficulty in selling the shipment for seconds. This is typical of other similar cases and is indeed a bad commentary on the product of many American mills. The temptation to deliver inferior goods has been greater this year than almost any other year. For the reason that the indications are for a large cotton crop, the natural inference would be a much lower price for cotton. Some mills have speculated on lower cotton and made prices with this thought in mind. Some of the lower grades of knit goods are the worst. Manufacturers in certain cases could not stand the loss to deliver goods according to sample. To do so would mean that they must lose considerable money, for it is a fact that some were made on a basis of  $7\frac{1}{2}$ c cotton.

**Velvets**—Warp prints in taffetas, gros de Naples or satin duchess, in large, bold floral designs covering cream or pale-tinted grounds, are shown in imported lines; also hand-tinted broche designs and hand-tinted velvet designs on the same grounds. A high novelty shown is warp print or broche silk with Venice lace inserts in certain parts of the design. These appear in the Louis XVI. garland and basket pattern, the basket being of lace. The same pattern is carried out with gold spangles in place of the inserted lace. These goods are all marked with prices prohibitive to a moderate purse, but indicate the ultra-fashionable trend and offer suggestions that may be of future service.

There is a growing confidence in a velvet season that will round up satisfactorily, since rumors from abroad have confirmed belief in an extensive use of velvet for gowns, costumes and coats next winter. Blacks will dominate, but the dark,

# AS A RULE

## WE DO NOT

### TAKE VERY MUCH STOCK IN

## TESTIMONIALS



Madame Grant is the leading dressmaker in Kalamazoo, and as you know "a prophet is not without honor save in his own country" we feel that the following extract from a letter received by us carries with it a little more than the usual weight:

"PURITAN CORSET CO.,  
KALAMAZOO, MICH.

Gentlemen:—I have demonstrated to my entire satisfaction that the Puritan Corset Style No. 79, is for all classes of figures the best corset manufactured today in this or any other country. It gives a certain style to the figure not obtained by any other garment. I insist upon my customers wearing them when being fitted.

MADAME GRANT."

Write us if we have no representative in your town. We may be able to do you some good.

**PURITAN CORSET CO.**

KALAMAZOO, MICH.

rich brown, myrtle and wintergreen and some of the dark blues and terracotta shades will also be in demand. Narrow velvets will be used again for accessories and as a foundation for the fashionable embroideries of all kinds. Pash velvet will be used for millinery. It is probable that velveteens of the best quality will replace velvets for costumes even for the best class of trade. They have the appearance of silk velvet, and wear like cloth, which combination is sure to influence practical women in their favor. Evening gowns will be made mostly of chiffon velvet, and it is rumored there will be a demand for it for theater waists of dressy tendency. As a trimming velvet it is endorsed by the best customers, and it will be used also for accessories and certain styles in millinery. In fancy velvets broadtail is far in the lead and comes in all of the popular dark and medium shades, and all of the bright relieving colors as well. A manufacturer of velvets is showing a Parisian costume of medium shades of golden-brown broadtail, the trimmings and buttons of which are of onion brown, and a hat is of the same combination with a touch of coq de roche broadtail in the trimming. A fac-similé of this toilette is exhibited at the St. Louis Fair. Fancy waisting velvets with dots, cubes or other small designs in fiber, are a line well taken by manufacturers of waists and suits. These are sometimes called embroiderettes. Shadow effects in impress goods are also meeting with success.

Knee Drawers—Have been attracting a good deal of attention during the past season. At the beginning of the summer merchants did not appear to be selling many of these goods, but later on the public seems to have "warmed up" to them considerably, and the chances are that next season's sales will be fairly heavy, as the public is brought to realize the advantages possessed by this style of underwear at a season when outdoor sports are "the thing."

Cloakings—The cloaking end of the trade is moving along fairly well, considering the manner in which it seems necessary to buy such goods now. The promises for the season are good and some excellent orders have been booked during this last week for kerseys, covert cloths, tourists' cloths and similar lines, from the cloakmakers. It will take a little stronger showing of fall weather to put this part of the goods market where it ought to be.

Mercerized Lines — Among the quick and reasonably satisfactory sellers for the spring of 1905, the mercerized lines stand pre-eminent with many—those mills that understand how to make them right. Such mills have had a big business in these fabrics, while those that have missed the vital points are complaining of unsatisfactory business in the mercerized end.

**Demand Is Good for Colored Dress Silks.**

The popularity of silks seems of sufficient momentum to carry through the winter. The number of yards of silks sold this season has been un-

usually large. The surprising thing is the lack of enthusiasm on the part of the silk dealers. The city retail branch of the silk business is enthusiastic regarding the present sale of silks and is willing to give expression to its enthusiasm. But the distributing trade is more stoical. The conviction has been growing that the season of 1905 is going to be a hummer in the silk trade. All conditions warrant this belief. Just now the large cities are realizing a marked demand for silk fabrics. This popularity should reach throughout the entire country next spring and summer if the fashions favor silk. The well posted authorities say the shirt waist suit is on the programme for next year. Granted that and the sale of silks in large quantities is assured.

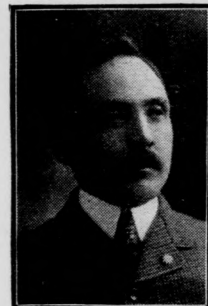
The tendency of colored fancy silks is the feature with the general trade. Jobbing interests were concerned to know early what their customers were going to do for fall. Some maintained that it was not wise to follow the second season with the same designs that were so successful this summer. The wise silk manager, however, stuck to the colored fancies. Even those who placed liberal orders for colored fancies are finding their early orders of insufficient proportions. One concern reports an order for 400 pieces given last week to be shipped at once. Neat effects in small patterns are wanted. In a few instances merchants who placed their orders early for colored fancies became frightened and cancelled. They have since found that they are unable to secure other silks that are so popular.

Silk counters of the retail stores show colored fabrics. The managers admit their inability to supply anything more in demand. One large window of a department store this week displayed the new novelty silks for fall. There were thirteen styles draped in the large double window, and every pattern in the window was brown. The price on all was the same, \$1 per yard.

Plaid silks are being favorably considered by the trade at the counters of the city stores. The trade is buying them for waists. One department reports quite a number of sales of plaid silks every day.

Velveteens are expected to engage more of the attention of shoppers than velvets. For the dressy dress chiffon velvet may be chosen, but for service velveteens are more practicable. Some of the velveteens shown to-day have the effect of a velvet. The glazed appearance of the old velveteen is absent. Velveteen for the manufacturing trade is a feature. Manufacturers of novelties, belts, etc., are considering a quantity. The cutting up trade is also asking for them. Broadtails continue to be an important feature of this line. The sale is reported to have been large and is continuing. Full costumes of broadtails are exhibited in the city sales-rooms.

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



C. C. O'NEILL

**MERCHANTS**

Do not wait any longer in getting rid of your summer goods. Our

**NEW IDEA SALE**

at this time will dispose of your summer goods and attract large crowds to your store, bringing people who have never been there before. It will bring in cash—it will prepare you for the best fall business. We are specialists in the merchandising business.

Do not be beguiled by the numerous so-called salesmen. Remember we are the oldest house in this line and make the special sale business our special study and sole pursuit.

Write today.

**C. C. O'NEILL & CO.**

272-274-276-278 Wabash Ave.,

Chicago, Ill.



We are **Headquarters**

For Men's and Boys' Winter Caps and carry a complete line in all the latest styles.

Boys' Caps from \$2.25 to \$4.50 the dozen.

Men's Caps from \$2.25 to \$15.00 the dozen.

Made of the following materials, Leather, Plush and Cloth.

See our line before placing your order.

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

Wholesale Dry Goods

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

**Toques and Tams**

Our line of Tam O'Shanter and Toques, or so-called stocking caps, is a very good one. We have pretty numbers to retail at 25c, 50c and \$1.00. Look over our stock before placing your order.



**WE HAVE**

- Yarn Toques, striped assortment, light or dark, at..... \$2 25
- Yarn Toques, striped assortment, at..... 4 50
- Yarn Toques, plain color assortment, at..... 4 50
- Angora Toques, fancy assortment, at..... 4 50
- Tam O'Shanter, round style assortment, mixed colors, at.. 4 50
- Tam O'Shanter, round style assortment, plain colors, at.. 4 50
- Tam O'Shanter, square style assortment, plain colors, at.. 4 50
- Tam O'Shanter, round style assortment, mixed colors, at.. 9 00
- Tam O'Shanter, round style Angora assortment, plain colors, at..... 9 00
- Tam O'Shanter, square style assortment, plain colors, at.. 9 00

**GRAND RAPIDS DRY GOODS CO.**

Exclusively Wholesale

**GRAND RAPIDS, MICH.**



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.

#### Tendency of Men To Become Too Polite to Women.

Can politeness be overdone? The other day a man met a lady in a prominent street. They stopped to chat. The man removed his hat. He struck an attitude of humility. They chatted for ten minutes. All the time the man held his hat in his hand and stood there in an acquiescent attitude while the lady talked animatedly and evidently in a radiant humor. The man was overdoing himself in the act of being polite. He was merely acting the part of a well-dressed flunky.

We have heard it announced as an axiom that the predominance of the schoolmarm in our public school system is doing a great deal to effeminize our boys. If it is responsible for the tendency to overstimulate our desire to appear polite, the point is perhaps well taken. It won't do to be too dogmatic on this subject. Perhaps better views may offset this conclusion. But the fact remains that a tendency does exist among us to be overpolite, and the case cited bears witness to this belief. There are men who always have their hats in their hands when ladies are about and who conduct themselves, broadly speaking, in a servile manner that comports ill with the dignity of good breeding and can hardly appeal to the good sense of a woman of taste and refinement.

But there is one point in our universal bearing in respect to which most of us might profitably seek improvement. That is the relative deportment of men toward one another. Here we often find a glaring deficiency of politeness. In a majority of cases it is dangerous for a man to risk a conversation with a stranger. In numerous instances a polite remark is met with a frown and a reproving stare from the person addressed.

Out in the wild and woolly West and down South men still preserve a primitive form of politeness in their relation to strangers. One is permitted to ask questions and is reasonably sure of receiving a courteous reply. In some sections the person addressed is apt to know all about your family before he leaves you. In the West the wayfarer is expected to be communicative and to dip in like an old friend, whether it is a game of seven-up or a discussion of crops and politics. But in this particular part of the United States unless one has enjoyed a formal introduction to the person whom he wishes to engage in conversation he is prone to come off with a severe rebuff. There are gar-

rulous persons who are continually butting in, whether they are encouraged to do so or not. A wholesome rebuff won't hurt this kind of individuals. But all men who are disposed to converse are not in that category. To be overpolite to women and surly to men is as reprehensible as the other extreme.

We have the Indian fashion of shaking hands and keeping our hats on, and most of the handshaking that is done is as much pro forma and intrinsically as cold and unsympathetic as that same form of politeness between two pugilists preparing to maul each other. In continental Europe when men of breeding meet or are introduced they remove their hats and bow. The act of shaking hands is reserved for warm intimates. Even good friends doff their hats in salute on meeting. This form of politeness may be mere sham, if it is not prompted by a courteous sentiment that springs from the heart. But why not cultivate manly courtesy as a creed and elevate the tone of genuine politeness, without either making it servile or confining it strictly to one sex? Let there be enough politeness to go around.

#### Why Luck Should Be Spelled Pluck.

Spell luck with a capital "P" before it. This is the kind of luck that is unfaillingly good because it supplies its brave beneficiary with the courage that lightly surmounts most of life's difficulties and trials. No individual who spells luck with a "P" can ever be a coward. And it is the coward usually, other things being equal, who falls and fails.

The most careless analysis proves the luck spelled with a "P" is best worth having. Fear is a depressing force always; habitually indulged it means almost certain death to the highest possibilities for success and happiness. The saddest aspect of all the countless, varied fears that oppress humanity is found in the fact that so many of them are unnecessary and groundless in the extreme.

"My life has been full of troubles," mourned the much quoted old woman whose plaint teaches so valuable a lesson, "and half of them never came." A brave and cheery determination not to fear the future, never to worry about the "troubles" until they were actually in existence, to make always the best of things, would have transformed a sad existence into a happy life.

"The coward dies a hundred deaths; the brave man dies but once."

"No one can be really brave unless he is afraid."

Here are two bits of indubitable wisdom, one old, the other newer, well worthy the attention of those who would spell their luck with a "P." Anticipated sorrows and troubles, to continue the line of the first a little longer, are usually much more distressing than real ones; few trials are as bitter in the actual bearing as in prospect. And, if the hard thing must come, why wear out the powers of endurance and recuperation by premature anxiety? The luck that is spelled with a "P" is usually marked by a cheerful doing of to-day's

duties, with a determination to let to-morrow take care of itself, at least in regard to its troubles and woes.

It is small credit to take up the second suggestion, to face life's problems calmly if one is naturally courageous, if there is nothing to fear. The man who sees and recognizes danger, who inevitably fears it with the "pure human" part of his nature, yet who bravely goes into and through it for the sake of duty—this is the hero. This man, beloved of his fellows, approved by his own conscience—although he may not suspect it—spells his luck with a "P."

For the rest, the man who spells his luck with a "P" knows more of the joy of life, the exhilaration of victory, than twenty cowards can know. The clear joy to be obtained only through the surmounting of an obstacle is his fullest measure. So, too, with the light hearted, triumphant gladness born of a hindrance averted. The man who spells his luck with a "P" learns early in his career that many of the blackest trouble clouds that shadow the working horizon are shadow clouds merely. Certain savages believe that the strength, vitality and power of the enemy slain pass into the life of the slayer. It is easy for the man who spells luck with a "P" and his friends to regard this belief as at least metaphorically veracious, he is so indomitable, so optimistic, so seemingly favored of fortune, so full of hope and resources and cheer.

All of which would be empty preaching but for the fact that the "P" mode of luck spelling is so easy and desirable of acquirement. Turn about, fretters, cripplingly anxious to-day about the luck of to-morrow. Spell your luck with a "P," and do to-day's duty bravely. Then when the dreaded "hard month of the year," the autumnal examinations, the spring house cleaning, the important payment are really due, full strength with which to meet them will be at command rather than the nervous depletion resulting from long days and nights of unnecessary, superfluous worry, and the grave crises will bring you but triumph.

For the luck that is spelled with a "P" will never fail you. To meet and greet it will come all manner of good things in due time and season, while the calm mind, sleep, and faith born

of its wholesome courage will discover and bring about opportunities for thrift, happiness, money making and varied accomplishments, unnumbered, surprising, undreamed of.

Frances Byrnes.

#### Bombastic Eloquence.

The late James T. Lewis, War Governor of Wisconsin, took a deep interest in bombastic and hifalutin rhetoric. He knew by heart a number of political speeches of the absurdest kind, and to hear him quote these speeches was amusing, for he injected into their delivery not a little mock fire and fury.

One of the speeches in Mr. Lewis' collection was made in the Lincoln campaign. Its climax ran:

"Build a worm fence around a winter's supply of summer weather; skim the clouds from the sky with a teaspoon; catch a thunderbolt in a bladder; break a hurricane to harness; ground sluice an earthquake; lasso, an avalanche; pin a lid on the crater of an active volcano; hide all the stars in a nail keg; hang the ocean on a grape vine to dry; put the sky to soak in a gourd; nail up eternity in a woodshed; and paste 'To Let' signs on the sun and moon; but never—never for a moment, sir—delude yourself with the idea that any ticket or party can beat ourn."

A man that persists in coming to see a girl who has a small brother means business.

The meanest thing about a mother-in-law is usually her son-in-law.

#### 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.

BUY OF YOUR JOBBER

**"IMPERIAL"**

**COMPUTING SCALE**

ONLY \$3.75

WARRANTED ACCURATE

WEIGHS 2 LBS. BY 1/2 OZS.

SAVES TIME & MONEY

COMPUTES COST OF CANDY FROM 5 TO 60 CENTS PER LB.

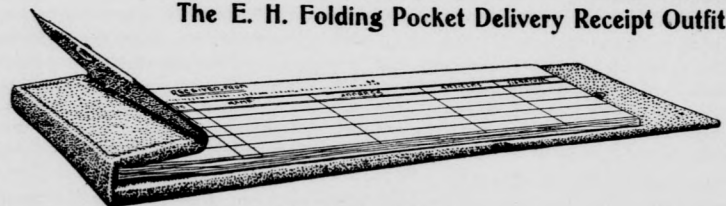
BEAUTIFULLY NICKEL PLATED THROUGHOUT

PELOUSE SCALE & MFG. CO.

118-132 W. JACKSON BOULEVARD, CHICAGO.

ATTRACTIVE CATALOGUE 30 DIFFERENT KINDS OF SCALES

#### The E. H. Folding Pocket Delivery Receipt Outfit



Showing Binder Open

Sheets can be removed or inserted instantly. As fast as sheets are filled with signed deliveries they are removed and placed in a post binder, which is kept in the office where it can be referred to at any time, thereby keeping the office in touch with deliveries. Let us send you full descriptive circular and price list.

**THE Edward Hine Co.**

Loose Leaf Devices, Printing and Binding.

8-16 Lyon Street, Grand Rapids, Michigan



**Gripsack Brigade.**

The initials of the gentleman who has engaged to cover the Saginaw Valley for the Worden Grocer Co. are O. C. Parsons—not W. S. Parsons, as stated last week.

F. E. Miller, of Ionia, succeeds Will Isham as traveling representative for the J. I. Case Threshing Machine Co. Mr. Miller was formerly on the road for the International Harvester Co.

Big Rapids Pioneer: Royal Street-er has taken a position as traveling salesman for James H. Dunham & Co., a New York dry goods firm. He will travel in Michigan and expects to go out the last of the month.

Cornelius Crawford (Hazeltime & Perkins Drug Co.) is staying in today to witness the 2:20 trot for which the Grand Rapids Brewing Co. put up a purse of \$500. His mare Camille is entered in the race and he confidently expects she will win first money.

**The Boys Behind the Counter.**

Flint—Bert Freeman has resigned his position with the Saginaw Dry Goods Co., where he has been for several months, to return to the employ of Smith, Bridgman & Co.

Ann Arbor—H. F. Frost has taken a position with Mack & Co. in the furniture and carpet department. This is the same line of business in which Mr. Frost was engaged at Durand for a number of years.

Bay City—Wm. Beck, of Ewart, has engaged to manage the domestic department in the H. G. Wendland store.

Big Rapids—C. M. Barry, pharmacist in the drug store of Geo. F. Fairman, was married recently to Miss Edith Wessels, of St. Louis.

Lansing—Ed. Retan, who for the past four years has been employed by the Robinson Drug Co., has resigned his position and gone to Detroit, where he will take up work in the Detroit College of Medicine.

Flint—Wm. C. Carr, who was connected with the Palmer store, in this city, for many years, is now associated with Warrick Brothers as assistant manager of their dry goods establishment.

Hastings—Frank Gillespie, formerly prescription clerk for A. L. Edwards, of Hart, has taken a similar position with W. H. Goodyear, at this place.

Traverse City—Geo. W. Smith, of the clothing department of the Boston store, was recently united in marriage by Rev. W. L. Laufman at the First M. E. parsonage to Miss Bessie Noyse, of Chicago, formerly employed in Siegel & Cooper's store there.

Kalamazoo—Rhenius Bell, at the Sheid Table Market, has won the first prize offered by the Malta Vita Co., Battle Creek, for the person in Michigan who sold the most packages of Malta Vita in two months. The prize was \$100. The contest began June 1 and ended July 31. In that time Mr. Bell sold 5,002 packages. The second and third prizes went to clerks at Detroit.

Clarkston—S. E. Morgan, who recently accepted a position as druggist

for J. A. Loan, is at Detroit taking treatment for the injury which he received while packing his household goods preparatory to coming here. Mr. Morgan fell through a trap door, injuring his limb, which is giving him considerable trouble.

Lansing—Alfred Wise has resigned his position in the Rose & Burton shoe store and gone to Grand Rapids, where he will be connected with the National Biscuit Co.

The valor displayed by the Japanese will never be properly described, although the results attained by it will, of course, be fully recognized. The reports from the scenes of battle have thus far been of the most matter of fact nature. The newspaper correspondents have not been allowed much freedom at the front. They have personally witnessed but few of the important engagements and have not been permitted in many instances to forward such information as they have gathered in anything approaching detail. The only authoritative accounts of the operations in Manchuria have come almost exclusively from the officers in command. They are necessarily brief statements and do not have any literary adornments. It is the studied purpose of the Japanese generals not to make known the significance of their movements, nor to give publicity to any fact that will enable the enemy to anticipate their plans. Enough reaches the outside world to produce the conviction that the Japanese have performed, individually and collectively, deeds of heroism that have never been excelled in the history of modern warfare. The spirit they manifest is nothing short of marvelous, and although the literature of the war may be inadequate, history can not fail to accord the Japanese a glorious chapter.

A new device has caused a boom in hardware in the prohibition State of South Dakota. It is a spirit level, ruler, calendar and pencil holder combined, and in South Dakota sells two for a quarter at the best regulated hardware stores. Where there was one hardware store in one town, there are now three, and all are doing a big business in spirit levels. The most interesting thing about the device is the spirit level, with emphasis on "spirit." In the center of a square piece of wood about eight inches long is a hole running lengthwise, into which fits very neatly a glass tube, tightly corked, containing two ounces of spirits. Another hole running lengthwise is just large enough to hold a lead pencil. In the middle of the piece of wood are two holes running at right angles to the aperture extraordinary containing the tube. One can look into these smaller holes and see the spirits in the glass tube. The owner of the device may, if he chooses, extract the tube from the frame, uncork it and proceed to the work of putting down liquor according to the manner in vogue in non-prohibition states. Thereupon the possessor has no more use for the spirit level, nor the lead pencil, nor the calendar, nor the ruler.

**Manufacturing Matters.**

Caro—The flour mill owned by J. R. Sissins burned to the ground Sept. 20. Five hundred bushels of wheat and fifty bushels of flour were consumed. There is \$4,000 insurance on the mill.

Lowell—Ecker & Foster, proprietors of the lumber yard and planing mill here, are embarrassed and have uttered a trust mortgage to Porter Carr, trustee, securing creditors to the amount of \$10,000.

Petoskey—The Petoskey Block Manufacturing Co. has been organized for the purpose of manufacturing lumber and woodenware. The capital stock is \$30,000 common and \$5,000 preferred. Three hundred and twenty-six dollars has been paid in in cash and \$18,474 in property.

Detroit—The perfumery business which has been running under the name of the Phoenix Perfumery Co., at 23 Jefferson avenue, has filed articles of association without changing the name, with \$2,000 authorized stock, \$500 of which is said to be paid in. Edward A., Charles D. and Marie Weber Fiske are named as stockholders.

Hillsdale—The Fleming Screen Works, manufacturer of a patent sliding screen, has sold its patents and business to the Hillsdale Screen Works, which will consolidate the business with its own. The new building for the Hillsdale company, on the site of the one destroyed by fire last spring, is nearly ready for use.

Kalamazoo—The Illinois Envelope Co., of Centralia, Ill., seeks a location in this city. The company recently completed a \$12,000 factory building at Centralia and since has decided to make a change. Four hundred men are employed and a million envelopes are made a day. The company asks for a building site and \$4,000, the expense of moving.

Lake Odessa—The Verity Manufacturing Co. will remain at Lake Odessa, \$4,000 in preferred stock having been subscribed at par by local investors. A new company has been organized with \$10,000 common stock and \$5,000 preferred. E. D. Verity is President of the new corporation, C. C. Verity is Secretary and W. J. Percival is Treasurer. A new building, 30x50 feet in dimensions, will be erected at once for use as a store room and finishing and packing room.

Bay City—Frank Buell, associated with the J. T. Wylie Manufacturing Co., has purchased 20,000 acres of hardwood timber land in Otsego and Cheboygan counties of the Haak Lumber Co., estimated to contain 175,000,000 feet of standing timber, which will be lumbered and the logs railed to Bay City, where they will be manufactured in the Hall mill, recently bought by Mr. Buell and in which H. A. Batchelor and J. T. Wylie are also interested. It is calculated this mill has twenty years' stock already provided for. It will be of decided advantage to the lumber industry of this city.

Kalamazoo—The flour and feed store owned by Merrill & Ogden has been sold to Zinn & Little, who have

been in the grain business since January 1. They bought the grain elevator owned by J. L. Sebring for many years. They remodeled it at that time, and put in a feed grinder and added a stock of flour and feed. Mr. Zinn also operates a flour mill at Galesburg, milling the flour known as "Our Standard." Messrs. Merrill and Ogden have been in the flour and feed business for the last four years at 230 East Kalamazoo avenue. They are both old feed men. Mr. Merrill was for a long time head salesman for Miller, Ryder & Winterburn. Mr. Ogden was for a number of years connected with W. E. Mershon & Co. The former will act as head salesman for Zinn & Little.

Detroit—Frederick A. Turney has filed a bill against the National Cereal Co., Ltd., of Battle Creek, manufacturer of X-Cel-O flakes, alleging fraud in the sale of \$1,000 worth of stock to him last April. Eugene Miller, Walter H. North, Lewis B. Anderson, George W. Taylor and C. A. Boyle, all of Battle Creek, are made party defendants. Turney alleges that in April he was offered the agency for the company in the State of Massachusetts, with headquarters at Boston, providing, however, that he take \$1,000 worth of stock. He sets up that he accepted the proposition, but declares that the food found no sale and that he was forced to abandon the business. He avers that his \$1,000 was obtained under false representations and that of the \$400,000 claimed as capital stock \$200,000 was rated as the value of the formula for the flakes. He asks for the return of the \$1,000.

The furriers report that the demand for furs this season is much more active than it was at this time last year. There are several reasons for the increased demand, one being that the long, cold winter of last year caused more furs to be worn than formerly. The war between Russia and Japan was expected to curtail materially the production of furs, as Russia is the greatest fur producer in the world, and many hunters have enlisted. Thus far, however, there has been no perceptible falling off in the offerings of furs from Russia.

"Yes, I think I am growing in grace," remarked the flippant woman to her pastor. She didn't explain, however, that she was giving two hours a day to physical culture.

**LIVINGSTON HOTEL**

The steady improvement of the Livingston with its new and unique writing room unequalled in Michigan, 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.

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GRAND RAPIDS, MICH.



#### Michigan Board of Pharmacy.

President—Henry Heim, Saginaw.  
 Secretary—Arthur H. Webber, Cadillac.  
 Treasurer—J. D. Muir, Grand Rapids.  
 C. E. 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—E. E. Russell, Jackson.  
 Executive Committee—John D. Muir, Grand Rapids; E. E. Calkins, Ann Arbor; L. A. Seltzer, Detroit; John Wallace, Kalamazoo; D. S. Hallett, Detroit.  
 Trade Interest Committee, three-year term—J. M. Lemen, Shepherd and H. Dolson, St. Charles.

#### PHARMACIST AND PHYSICIAN.

##### New Aspect of Their Mutual Relations.

Some of the articles that have recently appeared in medical, as well as pharmaceutical, journals would appear to indicate that the relations existing between pharmacists and physicians are in an unsatisfactory and altogether unsettled condition. While it is true that the subject-matter under discussion is not new, and that many of the questions that are now involved have arisen over and over again for upwards of a century, some recent developments in connection with the trade in nostrums, or patent medicines, have added a tone of bitterness to the controversy that will not tend to bring about more amicable relations in the near future.

Unfortunately, too, there is, in nearly all of the printed articles, an evident tendency to hold up the shortcomings and frailties of a few as an evidence of the tendency and ideals of all. That there are members in both professions who do not live up to the prescribed principles or codes of ethics, and whose technical training or skill does not compare favorably with the best that is attainable, all must admit. But to say, on the other hand, that all the members of these respective callings are guilty of any or all of the accusations that have recently been made would be overstepping the bounds of truth very materially. Over and above the evident falsity of any series of general accusations, we should always remember that crimination or recrimination will not, and can not, of itself bring other than discredit to all concerned.

It will be much more in keeping with a genuine desire for progress, therefore, if we as pharmacists, recognizing the shortcomings of physicians, also recognize our own, and honestly strive to correct existing abuses by the gradual elimination of objectionable practices.

I shall try to outline the underlying causes of many of the present differences of opinion, and also to indicate the position that I believe pharmacy will hold in the future. In addition to this I shall attempt to indicate how we as individuals can, now and in the near future, contribute

very materially to bringing about a better understanding between pharmacists and physicians, and incidentally contribute no little to a better knowledge of drugs and medicines on the part of future graduates in medicine.

It has been frequently predicted, and for apparent good reasons, that in the future economic arrangement there can be no question regarding the retail druggist of to-day or of yesterday. Be that as it may, so far as the purely commercial interests of the retail druggist are concerned, there can be no question regarding the necessity and the consequent continuance of the professional pharmacist. With the constant increase of specialization in the practice of medicine, and the accompanying realization that the human body is not a machine and that its ills cannot well be treated on general principles, there must be an accompanying increase in appreciation of the competent pharmacist, who is willing and able to act as an assistant or adjunct to the medical practitioner. While it is true that the future pharmacist will not be as numerous as he is at the present time, he will occupy a relatively higher position in the social scale, and will in addition be in a position to accomplish much that will make him honored and respected at home and abroad.

For us as pharmacists it would appear imperative, then, that we bear this possible development along professional lines in mind and see that the proper material is available when the expected change is brought about. The proper foundation for this rational development of professional pharmacy can be laid at the present time, and, in addition to this, we may aid in the pharmaceutical education of future physicians if we can, by any means at our command, improve the present status of hospital pharmacy in the United States. In the education of future generations of physicians hospital training will necessarily play a most important part. Even at the present time a medical education that does not include at least some hospital experience is considered inadequate. This being true, it becomes evident at once that the impressions a recent graduate receives during his hospital experience—impressions of drugs and druggists—must be lasting ones and ones that will largely control his future ideas and practices.

How woefully deficient and unsatisfactory the drug service in many of our hospitals must be, becomes evident when we realize that in this great country, with hundreds of institutions to supply them, we have had but one solitary instance of a hospital pharmacist who has become widely known through his professional and scientific work. I refer to the late Charles Rice, of Bellevue Hospital, New York, who, I am sorry to add, was himself a foreigner by birth and early training. Compared to what has been accomplished by the pharmacists of European hospitals, particularly by those of France, this is indeed a poor

showing. Much of this deficiency of the past, however, could be corrected in the future if members of this Association, who are influential in their communities, will direct the attention of hospital authorities to their shortcomings in this respect.

One of the most widespread abuses in hospital and dispensary practice is due to the fact that, apart from a rather limited number of routine stock mixtures, the medicines dispensed consist largely of proprietary preparations that have been donated by charitable manufacturers with a view to having them brought to the attention of the medical men connected with the institution and, if possible, securing from them suitable endorsements for publication. It need not surprise us, therefore, that physicians who have had hospital experience are frequently more hopelessly dependent on the use of proprietary remedies than graduates who have not had the so-called advantages of a hospital training. Much of this could and would be changed, if hospitals, particularly the larger and more influential institutions, were to employ competent pharmacists who could secure and hold the confidence of the visiting as well as of the resident staff of physicians, and who could and would be consulted on the probable standing of new remedies.

This brings us to a consideration of the intellectual needs and wants of men capable of holding such positions. If the hospital pharmacist of to-day, or the professional pharmacist of to-morrow, is to have and to hold the confidence of medical practitioners, he must be at least the equal of the medical man in education, in ideas and in ideals—so much so that with the increase in the requirements made of medical students there must be a corresponding increase in the demands that are made on the general information possessed by the future pharmacist. He must be a well educated, thoroughly scientific and altogether capable man, well versed in all the branches of knowledge connected with his own profession, and gifted with a breadth of view that will readily place him above the average of his fellow-men. In return for his knowledge and acquirements he must not expect to be eminently suc-

cessful from a monetary point of view, but he will be assured of a comfortable existence and the opportunity of doing considerable original work that may in turn revert to the material advantage of himself and his fellow-workers in the same field.

Those of us, however, who have not had the educational advantages that must be provided for the men of the future, and who probably feel that we can not aspire to fit in exactly with the demands that will be made of the coming professional pharmacist, can, in the meantime, conduct ourselves and our business in such a way that we will gain the trust and confidence of physicians of to-day, and in this way establish a precedent that will be of incalculable value to our more professional and scientifically more able successors of to-morrow.

M. I. Wilbert.

#### Might Be True.

Wife—This paper tells about a man who says he never made love to a woman in his life. Do you believe it?

Husband—Well, I have no reason to doubt it. Perhaps he didn't have to.

Wife—Didn't have to?

Husband—That's what I said. He probably made a specialty of widows.

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| <b>Acidum</b> | <b>Aceticum</b> ..... 60@ 8 | <b>Benzoinum, Ger.</b> ..... 70@ 75 | <b>Boricum</b> ..... 17 | <b>Carbolicum</b> ..... 25@ 25 | <b>Citricum</b> ..... 38@ 40 | <b>Hydrochlor</b> ..... 3@ 5 | <b>Nitrosum</b> ..... 8@ 10 | <b>Oxalicum</b> ..... 12@ 14 | <b>Phosphoricum, dil.</b> ..... 15 | <b>Salicylicum</b> ..... 42@ 45 | <b>Sulphuricum</b> ..... 14@ 15 | <b>Tannicum</b> ..... 1.10@1.20 | <b>Tartaricum</b> ..... 38@ 40 | <b>Ammonia</b> | <b>Aqua, 18 deg.</b> ..... 4@ 6 | <b>Aqua, 20 deg.</b> ..... 6@ 8 | <b>Carbonas</b> ..... 13@ 15 | <b>Chloridum</b> ..... 12@ 14 | <b>Aniline</b> | <b>Black</b> ..... 2.90@2.25 | <b>Brown</b> ..... 80@1.00 | <b>Red</b> ..... 45@ 50 | <b>Yellow</b> ..... 2.50@3.00 | <b>Baccae</b> | <b>Cubebae</b> ..... po. 25 22@ 24 | <b>Juniperus</b> ..... 5@ 6 | <b>Xanthoxylum</b> ..... 30@ 35 | <b>Balsamum</b> | <b>Cubebae</b> ..... po. 20 12@ 15 | <b>Peru</b> ..... @1.50 | <b>Terabin, Canada</b> ..... 60@ 65 | <b>Tolutan</b> ..... 45@ 50 | <b>Cortex</b> | <b>Abies, Canadian</b> ..... 18 | <b>Cassiae</b> ..... 12 | <b>Cinchona Flava</b> ..... 18 | <b>Muonymus atro.</b> ..... 30 | <b>Myrica Cerifera</b> ..... 30 | <b>Prunus Virginl.</b> ..... 12 | <b>Quillaja, gr'd.</b> ..... 12 | <b>Sassafras</b> ..... po. 18 15 | <b>Ulmus</b> ..... 25, gr'd. 45 | <b>Extractum</b> | <b>Glycyrrhiza Gla.</b> ..... 24@ 30 | <b>Glycyrrhiza, po.</b> ..... 28@ 30 | <b>Haematox</b> ..... 11@ 12 | <b>Haematox, is.</b> ..... 13@ 14 | <b>Haematox, 1/2s.</b> ..... 14@ 15 | <b>Haematox, 1/4s.</b> ..... 16@ 17 | <b>Ferru</b> | <b>Carbonate Precip.</b> ..... 15 | <b>Citrate and Quina</b> ..... 2.25 | <b>Citrate Soluble</b> ..... 40 | <b>Ferrocyanidum S.</b> ..... 15 | <b>Solut. Chloride.</b> ..... 3 | <b>Sulphate, com'l.</b> ..... 90 | <b>Sulphate, com'l. by bbl, per cwt.</b> ..... 7 | <b>Sulphate, pure</b> ..... 7 | <b>Flora</b> | <b>Arnica</b> ..... 15@ 18 | <b>Anthemis</b> ..... 22@ 25 | <b>Matricaria</b> ..... 30@ 35 | <b>Folia</b> | <b>Barosma</b> ..... 30@ 33 | <b>Cassia Acutifol.</b> ..... 20@ 25 | <b>Tinnevelly</b> ..... 25@ 30 | <b>Cassia, Acutifol.</b> ..... 25@ 30 | <b>Salvia officinalis.</b> ..... 12@ 15 | <b>1/4s and 1/2s.</b> ..... 8@ 10 | <b>Uva Ursi.</b> ..... 8@ 10 | <b>Gummi</b> | <b>Acacia, 1st pkd.</b> ..... @ 65 | <b>Acacia, 2d pkd.</b> ..... @ 45 | <b>Acacia, 3d pkd.</b> ..... @ 25 | <b>Acacia, sifted sts.</b> ..... @ 28 | <b>Acacia, po.</b> ..... 45@ 50 | <b>Aloe, Barb.</b> ..... 12@ 14 | <b>Aloe, Cape.</b> ..... @ 25 | <b>Aloe, Socotri</b> ..... @ 30 | <b>Ammoniac</b> ..... 55@ 60 | <b>Assafoetida</b> ..... 35@ 40 | <b>Benzoinum</b> ..... 50@ 55 | <b>Catechu, is.</b> ..... @ 13 | <b>Catechu, 1/2s.</b> ..... @ 14 | <b>Catechu, 1/4s.</b> ..... @ 16 | <b>Camphorae</b> ..... 75@ 80 | <b>Euphorbium</b> ..... @ 40 | <b>Galbanum</b> ..... @1.00 | <b>Gamboge</b> ..... po. 1.25@1.35 | <b>Guaiacum</b> ..... po. 35 35@ 40 | <b>Kino</b> ..... po. 75c @ 60 | <b>Mastic</b> ..... @ 60 | <b>Myrrh</b> ..... po. 50. @ 45 | <b>Opil</b> ..... 3.00@3.10 | <b>Shellac</b> ..... 60@ 65 | <b>Shellac, bleached</b> ..... 65@ 70 | <b>Tragacanth</b> ..... 70@1.00 | <b>Herba</b> | <b>Absinthium, oz pk</b> ..... 25 | <b>Eupatorium, oz pk</b> ..... 20 | <b>Lobelia</b> ..... oz pk 25 | <b>Majorum</b> ..... oz pk 23 | <b>Mentha PIP</b> ..... oz pk 23 | <b>Mentha Vir</b> ..... oz pk 25 | <b>Rue</b> ..... oz pk 22 | <b>Tanacetum V.</b> ..... 22 | <b>Thymus V.</b> ..... oz pk 25 | <b>Magnesia</b> | <b>Calcined, Pat.</b> ..... 55@ 60 | <b>Carbonate, Pat.</b> ..... 18@ 20 | <b>Carbonate K-M.</b> ..... 18@ 20 | <b>Carbonate</b> ..... 18@ 20 | <b>Oleum</b> | <b>Absinthium</b> ..... 3.00@3.25 | <b>Amygdalae, Dulc.</b> ..... 50@ 60 | <b>Amygdalae Ama.</b> ..... 8.00@8.25 | <b>Anisi</b> ..... 1.75@1.85 | <b>Aurant Cortex</b> ..... 2.20@2.40 | <b>Bergamit</b> ..... 2.35@2.55 | <b>Cajiputi</b> ..... 1.10@1.15 | <b>Caryophylli</b> ..... 1.50@1.60 | <b>Cedar</b> ..... 25@ 70 | <b>Chenopadii</b> ..... @2.00 | <b>Cinnamoni</b> ..... 1.10@1.20 | <b>Citronella</b> ..... 40@ 45 | <b>Conium Mac.</b> ..... 80@ 90 | <b>Copaiba</b> ..... 1.15@1.25 | <b>Cubebae</b> ..... 1.30@1.45 | <b>Erechtithos</b> ..... 4.25@4.50 | <b>Erigeron</b> ..... 1.00@1.10 | <b>Gaultheria</b> ..... 3.00@3.10 | <b>Geranium</b> ..... oz. 75 | <b>Gossippil, Sem gal</b> ..... 50@ 60 | <b>Hedeoma</b> ..... 1.40@1.50 | <b>Junipera.</b> ..... 1.40@1.20 | <b>Lavandula</b> ..... 90@2.75 | <b>Limonis</b> ..... 90@1.10 | <b>Mentha Piper.</b> ..... 4.50@4.75 | <b>Mentha Verid.</b> ..... 5.00@5.50 | <b>Morrhuae, gal.</b> ..... 1.50@2.50 | <b>Myrcia</b> ..... 4.00@4.50 | <b>Olive</b> ..... 75@3.00 | <b>Picis Liquida</b> ..... 10@ 12 | <b>Picis Liquida gal.</b> ..... @ 35 | <b>Ricina</b> ..... 90@ 94 | <b>Rosmarini</b> ..... @1.00 | <b>Rosae, oz</b> ..... 5.00@6.00 | <b>Succini</b> ..... 40@ 45 | <b>Sabina</b> ..... 90@1.00 | <b>Santal</b> ..... 2.75@3.00 | <b>Sassafras</b> ..... 85@ 90 | <b>Sinapis, ess. oz.</b> ..... @ 65 | <b>Tigill</b> ..... 1.50@1.60 | <b>Thyme</b> ..... 40@ 50 | <b>Thyme, opt</b> ..... @1.60 | <b>Theobromas</b> ..... 15@ 20 | <b>Potassium</b> | <b>Bi-Carb</b> ..... 15@ 18 | <b>Bichromate</b> ..... 13@ 15 | <b>Bromide</b> ..... 40@ 45 | <b>Carb</b> ..... 12@ 15 | <b>Chlorate po 17@19</b> ..... 16@ 18 | <b>Cyanide</b> ..... 34@ 38 | <b>Iodide</b> ..... 2.75@2.85 | <b>Potassa, Bitart pr</b> ..... 30@ 32 | <b>Potass Nitras opt</b> ..... 7@ 10 | <b>Potass Nitras</b> ..... 6@ 8 | <b>Prussiate</b> ..... 23@ 26 | <b>Sulphate po</b> ..... 15@ 18 | <b>Radix</b> | <b>Aconitum</b> ..... 20@ 25 | <b>Althae</b> ..... 30@ 33 | <b>Anchusa</b> ..... 10@ 12 | <b>Arum po</b> ..... @ 25 | <b>Calamus</b> ..... 20@ 40 | <b>Gentiana</b> ..... po 15 12@ 15 | <b>Glycyrrhiza pv 15</b> ..... 16@ 18 | <b>Hydrastis, Can.</b> ..... @1.75 | <b>Hydrastis Can. po.</b> ..... @2.10 | <b>Hellebore, Alba.</b> ..... 12@ 15 | <b>Inula, po</b> ..... 18@ 22 | <b>Ipecac, po</b> ..... 2.75@2.80 | <b>Iris plox</b> ..... 35@ 40 | <b>Jalapa, pr</b> ..... 25@ 30 | <b>Maranta, 1/4s</b> ..... @ 35 | <b>Podophyllum po.</b> ..... 22@ 25 | <b>Rhel</b> ..... 75@1.00 | <b>Rhel, cut</b> ..... @1.25 | <b>Rhel, pv</b> ..... 75@1.35 | <b>Spigelia</b> ..... 35@ 38 | <b>Sanguinari, po 24</b> ..... @ 22 | <b>Serpentaria</b> ..... 65@ 70 | <b>Senega</b> ..... 85@ 90 | <b>Smilax, off's H.</b> ..... @ 40 | <b>Smilax, M</b> ..... @ 25 | <b>Scillae</b> ..... po 35 10@ 12 | <b>Symplocarpus</b> ..... @ 25 | <b>Valeriana Eng.</b> ..... @ 25 | <b>Valeriana, Ger</b> ..... 15@ 20 | <b>Zingiber a</b> ..... 14@ 16 | <b>Zingiber j</b> ..... 16@ 20 | <b>Semen</b> | <b>Anisum</b> ..... po. 20 @ 16 | <b>Apium (gravel's)</b> ..... 13@ 15 | <b>Bird, is</b> ..... 4@ 6 | <b>Carui</b> ..... po 15 10@ 11 | <b>Cardamon</b> ..... 70@ 93 | <b>Coriandrum</b> ..... 10@ 12 | <b>Cannabis Sativa.</b> ..... 7@ 8 | <b>Cydonium</b> ..... 75@1.00 | <b>Cheopodium</b> ..... 25@ 30 | <b>Dipterix Odorate.</b> ..... 80@1.00 | <b>Foeniculum</b> ..... @ 18 | <b>Foenugreek, po</b> ..... 7@ 9 | <b>Lini</b> ..... 4@ 6 | <b>Lini, gr'd</b> ..... bbl 4 3@ 6 | <b>Lobelia</b> ..... 75@ 80 | <b>Pharlaris Cana'n.</b> ..... 9@10 | <b>Rapa</b> ..... 5@ 6 | <b>Sinapis Alba</b> ..... 7@ 9 | <b>Sinapis Nigra</b> ..... 9@ 10 | <b>Spiritus</b> | <b>Frumenti W D.</b> ..... 2.00@2.50 | <b>Frumenti</b> ..... 1.25@1.50 | <b>Juniperis Co O T.</b> ..... 1.65@2.00 | <b>Juniperis Co</b> ..... 1.75@3.50 | <b>Saccharum N E</b> ..... 1.90@2.10 | <b>Spt Vini Galli</b> ..... 1.75@6.50 | <b>Vini Oporto</b> ..... 1.25@2.00 | <b>Vini Alba</b> ..... 1.25@2.00 | <b>Sponges</b> | <b>Florida sheeps' wl carriage</b> ..... 2.50@2.75 | <b>Nassau sheeps' wl carriage</b> ..... 2.50@2.75 | <b>Velvet extra shps' wool, carriage</b> ..... @1.50 | <b>Extra yellow shps' wool, carriage</b> ..... @1.25 | <b>Grass sheeps' wl, carriage</b> ..... @1.00 | <b>Hard, slate use.</b> ..... @1.00 | <b>Yellow Reef, for slate use</b> ..... @1.40 | <b>Syrups</b> | <b>Acacia</b> ..... @ 50 | <b>Aurant Cortex</b> ..... @ 50 | <b>Zingiber</b> ..... @ 50 | <b>Ipecac</b> ..... @ 60 | <b>Ferri Iod</b> ..... @ 50 | <b>Rhel Arom</b> ..... @ 50 | <b>Smilax Off's</b> ..... 50@ 60 | <b>Senega</b> ..... @ 50 | <b>Scillae</b> ..... @ 50 | <b>Scillae Co</b> ..... @ 50 | <b>Tolutan</b> ..... @ 50 | <b>Prunus virg</b> ..... @ 50 | <b>Tinctures</b> | <b>Aconitum Nap's R</b> ..... 60 | <b>Aconitum Nap's F</b> ..... 50 | <b>Aloes</b> ..... 60 | <b>Aloes &amp; Myrrh</b> ..... 60 | <b>Arnica</b> ..... 60 | <b>Assafoetida</b> ..... 50 | <b>Atrope Belladonna</b> ..... 50 | <b>Auranti Cortex</b> ..... 50 | <b>Benzoin</b> ..... 60 | <b>Benzoin Co</b> ..... 50 | <b>Barosma</b> ..... 50 | <b>Cantharides</b> ..... 75 | <b>Capicum</b> ..... 50 | <b>Cardamon</b> ..... 75 | <b>Cardamon Co</b> ..... 75 | <b>Castor</b> ..... 1.00 | <b>Catechu</b> ..... 50 | <b>Cinchona</b> ..... 60 | <b>Cinchona Co</b> ..... 60 | <b>Columba</b> ..... 50 | <b>Cubebae</b> ..... 50 | <b>Cassia Acutifol Co</b> ..... 50 | <b>Digitalis</b> ..... 50 | <b>Ferri Chloridum</b> ..... 50 | <b>Gentian</b> ..... 35 | <b>Gentian Co</b> ..... 50 | <b>Guaiaca</b> ..... 60 | <b>Guaiaca ammon</b> ..... 60 | <b>Hyoscyamus</b> ..... 50 | <b>Iodine</b> ..... 75 | <b>Iodine, colorless</b> ..... 75 | <b>Kino</b> ..... 50 | <b>Lobelia</b> ..... 50 | <b>Myrrh</b> ..... 50 | <b>Nux Vomica</b> ..... 4@ 5 | <b>Opil</b> ..... 75 | <b>Opil, comphorated</b> ..... 1.50 | <b>Opil, deodorized</b> ..... 50 | <b>Quassia</b> ..... 50 | <b>Rhatany</b> ..... 50 | <b>Rhel</b> ..... 50 | <b>Sanguinaria</b> ..... 50 | <b>Serpentaria</b> ..... 50 | <b>Stimonium</b> ..... 60 | <b>Tolutan</b> ..... 60 | <b>Valerian</b> ..... 50 | <b>Veratrum Veride.</b> ..... 50 | <b>Zingiber</b> ..... 20 | <b>Miscellaneous</b> | <b>Aether, Spts Nit 3</b> ..... 30@ 35 | <b>Aether, Spts Nit 4</b> ..... 34@ 38 | <b>Alumna, gr'd po 7</b> ..... 3@ 4 | <b>Annatto</b> ..... 40@ 50 | <b>Antimoni, po</b> ..... 4@ 5 | <b>Antimoni et Po T</b> ..... 40@ 50 | <b>Antipyrin</b> ..... @ 25 | <b>Antifebrin</b> ..... @ 20 | <b>Argenti Nitras, oz</b> ..... @ 48 | <b>Arsenicum</b> ..... 10@ 12 | <b>Balm Gilead buds</b> ..... 45@ 50 | <b>Bismuth S N</b> ..... 2.20@2.30 | <b>Calcium Chlor, is</b> ..... @ 9 | <b>Calcium Chlor, 1/2s</b> ..... @ 10 | <b>Calcium Chlor, 1/4s</b> ..... @ 12 | <b>Cantharides, Rus.</b> ..... @1.40 | <b>Capsici Fruc's af.</b> ..... @ 20 | <b>Capsici Fruc's po.</b> ..... @ 22 | <b>Cap'i Fruc's B po.</b> ..... @ 15 | <b>Caryophyllus</b> ..... 25@ 28 | <b>Carminc, No 40</b> ..... @3.00 | <b>Cera Alba</b> ..... 50@ 55 | <b>Cera Flava</b> ..... 40@ 42 | <b>Crocus</b> ..... 75@1.80 | <b>Cassia Fructus</b> ..... @ 35 | <b>Centrarria</b> ..... @ 10 | <b>Cetaceum</b> ..... @ 45 | <b>Chloroform</b> ..... 55@ 60 | <b>Chloro'm, Squibbs</b> ..... @1.10 | <b>Chloral Hyd Crst.1</b> ..... 35@1.60 | <b>Chondrus</b> ..... 20@ 25 | <b>Cinchonidine P-W</b> ..... 38@ 48 | <b>Cinchonid'e Germ</b> ..... 38@ 48 | <b>Cocaine</b> ..... 4.05@4.25 | <b>Corks list d p ct.</b> ..... 75 | <b>Croosotum</b> ..... @ 45 | <b>Creta</b> ..... bbl 75 @ 4 | <b>Creta, prep</b> ..... @ 5 | <b>Creta, precip</b> ..... 9@ 11 | <b>Creta, Rubra</b> ..... @ 8 | <b>Crocus</b> ..... 1.75@1.80 | <b>Cudbear</b> ..... @ 24 | <b>Cupri Sulph</b> ..... 6@ 8 | <b>Loxtrine</b> ..... 7@ 10 | <b>Ether Sulph</b> ..... 78@ 92 | <b>Emery, all Nos.</b> ..... @ 8 | <b>Emery, po</b> ..... @ 6 | <b>Ergota</b> ..... po 90 85@ 90 | <b>Flake White</b> ..... 12@ 15 | <b>Galla</b> ..... @ 23 | <b>Gambler</b> ..... 8@ 9 | <b>Gelatin, Cooper</b> ..... @ 60 | <b>Gelatin, French</b> ..... 35@ 60 | <b>Glassware, fit box</b> ..... 75 & 5 | <b>Less than box</b> ..... 70 | <b>Glue, brown</b> ..... 11@ 13 | <b>Glue, white</b> ..... 15@ 25 | <b>Glycerina</b> ..... 16 @ 20 | <b>Grana Paradisi</b> ..... @ 25 | <b>Humulus</b> ..... 25@ 55 | <b>Hydrarg Ch Mt.</b> ..... @ 95 | <b>Hydrarg Ch Cor</b> ..... @ 90 | <b>Hydrarg Ox Ru'm</b> ..... @1.05 | <b>Hydrarg Ammo'l.</b> ..... @1.15 | <b>Hydrarg Ungue'm</b> ..... 50@ 60 | <b>Hydrargyrum</b> ..... 75 | <b>Ichthyobolla, Am.</b> ..... 90@1.00 | <b>Indigo</b> ..... 75@1.00 | <b>Iodide, Resubi</b> ..... 3.85@4.00 | <b>Iodoform</b> ..... 4.10@4.20 | <b>Lupulin</b> ..... @ 50 | <b>Lycopodium</b> ..... 85@ 90 | <b>Maels</b> ..... 65@ 75 | <b>Liquor Arsen et</b> ..... @ 25 | <b>Hydrarg Iod</b> ..... @ 25 | <b>Liq Potass Arstnit</b> ..... 10@ 12 | <b>Magnesia, Sulph.</b> ..... 2@ 3 | <b>Magnesia, Sulh bbl</b> ..... @14 |
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|---|---|--|
| <b>Mannia, S F</b> ..... 75@ 80                       | <b>Sapo, M</b> ..... 10@ 12               | <b>Lard, extra</b> ..... 70@ 80                      |
| <b>Menthal.</b> ..... 4.00@4.50                       | <b>Sapo, G</b> ..... @ 15                 | <b>Lard, No. 1</b> ..... 60@ 65                      |
| <b>Morphia, S P &amp; W. 2</b> ..... 35@2.60          | <b>Scidlitz Mixture.</b> ..... 20@ 22     | <b>Linseed, pure raw</b> ..... 44@ 47                |
| <b>Morphia, S N Y Q. 2</b> ..... 35@2.60              | <b>Sinapis</b> ..... @ 18                 | <b>Linseed, boiled</b> ..... 45@ 48                  |
| <b>Morphia, Mal</b> ..... 2.35@2.60                   | <b>Sinapis, opt</b> ..... @ 30            | <b>Neatsfoot, w str.</b> ..... 85@ 70                |
| <b>Moschus Canton</b> ..... @ 40                      | <b>Snuff, Maccaboy,</b> ..... @ 41        | <b>Spts. Turpentine.</b> ..... 60@ 65                |
| <b>Myristica, No. 1</b> ..... 38@ 40                  | <b>De Voes</b> ..... @ 41                 | <b>Paints</b> ..... bbl L                            |
| <b>Nux Vomica, po 15</b> ..... @ 10                   | <b>Snuff, S'h De Voes</b> ..... @ 11      | <b>Red Venetian</b> ..... 1.14 2 @ 8                 |
| <b>Os Sepia</b> ..... 25@ 28                          | <b>Soda, Boras</b> ..... 9@ 11            | <b>Ochre, yel Mars</b> ..... 1.14 2 @ 4              |
| <b>Pepsin Saac, H &amp; P D Co</b> ..... @1.00        | <b>Soda, Boras, po.</b> ..... 9@ 11       | <b>Ochre, yel Ber</b> ..... 1.14 2 @ 3               |
| <b>Picis Liq NN 1/2 gal doz</b> ..... @2.00           | <b>Soda et Pot's Tart</b> ..... 28@ 30    | <b>Putty, commer'l. 2 1/2</b> ..... 2 1/2 @ 3        |
| <b>Picis Liq, qts.</b> ..... @1.00                    | <b>Soda, Carb</b> ..... 1 1/2 @ 2         | <b>Putty, strictly pr. 2 1/2</b> ..... 2 1/2 @ 3     |
| <b>Picis Liq, pints.</b> ..... @.85                   | <b>Soda, Bi-Carb</b> ..... 3@ 5           | <b>Vermillion, Prime</b> ..... American ..... 13@ 15 |
| <b>Pil Hydrarg. po 80</b> ..... @.50                  | <b>Soda, Sulphas</b> ..... 3 1/2 @ 4      | <b>Vermillion, Eng.</b> ..... 7@ 75                  |
| <b>Piper Alba</b> ..... po 35 @.80                    | <b>Spts. Cologne</b> ..... @2.60          | <b>Green, Paris</b> ..... 14@ 18                     |
| <b>Plumb Burgun</b> ..... @.7                         | <b>Spts. Ether Co.</b> ..... 50@ 55       | <b>Green, Feinsular</b> ..... 13@ 16                 |
| <b>Pulvis Acet</b> ..... 10@ 12                       | <b>Spts. Myrcia Dom</b> ..... @2.00       | <b>Lead, red</b> ..... 6 1/2 @ 7                     |
| <b>Pulvis Ip'e et Opil. 1</b> ..... 30@1.50           | <b>Spts. Vini Rect bbl</b> ..... @        | <b>Lead, white</b> ..... 6 1/2 @ 7                   |
| <b>Pyrethrum, bxs H &amp; P D Co. doz.</b> ..... @.75 | <b>Spts. Vini Rect 1/2 bbl</b> ..... @    | <b>Whiting, white S'n</b> ..... @.95                 |
| <b>Pyrethrum, pv</b> ..... 25@ 30                     | <b>Spts. Vini R't 10 gl</b> ..... @       | <b>Whiting, Gilders'</b> ..... @1.25                 |
| <b>Quassia</b> ..... 8@ 10                            | <b>Strychnia, Crystal</b> ..... 90@1.15   | <b>White, Paris, Am'r</b> ..... @1.25                |
| <b>Quina, S P &amp; W.</b> ..... 23@ 33               | <b>Sulphur, Subl</b> ..... 2 1/2 @ 4      | <b>Whit'g. Paris, Eng</b> ..... cliff @1.40          |
| <b>Quina, S Ger.</b> ..... 23@ 33                     | <b>Sulphur, Roll</b> ..... 2 1/2 @ 3 1/2  | <b>Universal Prep'd. 1</b> ..... 10@1.20             |
| <b>Quina, N Y</b> ..... 23@ 33                        | <b>Tamarinds</b> ..... 3@ 10              | <b>Varnishes</b>                                     |
| <b>Rubia Tinctorum.</b> ..... 12@ 14                  | <b>Terebenth Venice</b> ..... 28@ 30      | <b>No. 1 Turp Coach. 1</b> ..... 10@1.20             |
| <b>Saccharum La's</b> ..... 22@ 25                    | <b>Theobromae</b> ..... 44@ 50            | <b>Extra Turp</b> ..... 1.60@1.70                    |
| <b>Salacin</b> ..... 4.50@4.75                        | <b>Vanilla</b> ..... 9.00@                | <b>Coach Body</b> ..... 2.75@3.00                    |
| <b>Sanguis Drac's</b> ..... 40@ 50                    | <b>Zinci Sulph</b> ..... 7@ 8             | <b>No. 1 Turp Furn. 1</b> ..... 1.00@1.10            |
| <b>Sapo, W</b> ..... 12@ 14                           | <b>Oils</b>                               | <b>Extra T Damar.</b> ..... 1.55@1.60                |
|   | <b>Whale, winter</b> ..... bbl gal 70@ 70 | <b>Jap Dryer No 1 T</b> ..... 70@                    |

You are invited to inspect our

# Holiday Line

on exhibition on and after

## Sept. 12, 1904

in the Blodgett Building opposite our office

### Hazeltine & Perkins Drug Co.

Grand Rapids, Michigan



6

Table with 2 columns: Item Name and Price. Includes sections for Molasses, Mince Meat, Mustard, Olives, Pipes, Pickles, Playing Cards, Potash, Provisions, Sausages, and Rice.

7

Table with 2 columns: Item Name and Price. Includes sections for Salad Dressing, Saleratus, Sal Soda, Salt, Cheese, SODA, Soups, Spices, SALT FISH, Starch, Syrup, Tea, and Snuff.

8

Table with 2 columns: Item Name and Price. Includes sections for Soap, Central City Soap Co's brand, Lauitz Bros. & Co. Brands, and Young Hyson.

9

Table with 2 columns: Item Name and Price. Includes sections for English Breakfast, Ceylon, Tobacco, Plug, Smoking, Twine, Vinegar, Wicking, and Woodenware.

10

Table with 2 columns: Item Name and Price. Includes sections for Clothes Pins, Egg Crates, Humpty Dumpty, Faucets, Pop Sticks, Pails, Toothpicks, Traps, Tubbs, Wash Boards, Window Cleaners, Wood Bowls, Wrapping Paper, Yeast Cake, and Fresh Fish.

11

Table with 2 columns: Item Name and Price. Includes sections for Pelts, Tallow, Confections, Mixed Candy, Fancy-In Pails, Fancy-In 5lb. Boxes, Pop Corn, Nuts, and Hides and Pelts.

**SPECIAL PRICE CURRENT**

**AXLE GREASE**



Mica, tin boxes .75 9 00  
Paragon .55 8 00

**BAKING POWDER**  
Jaxon Brand

**JAXON**  
1 1/2 lb. cans, 4 doz. case 45  
1 1/2 lb. cans, 4 doz. case 85  
1 lb. cans, 2 doz. case 60

**Royal**

10c size. 90  
1/4 lb cans 135  
6 oz cans 190  
1/2 lb cans 250  
3/4 lb cans 375  
1 lb cans 480  
3 lb cans 13 00  
5 lb cans 21 50

**BLUING**

Arctic 4 oz ovals, p gro 4 00  
Arctic 8 oz ovals, p gro 6 00  
Arctic 16 oz ro'd, p gro 9 00

**BREAKFAST FOOD**  
Walsh-DeRoo So.'s Brands



Sunlight Flakes  
Per case . . . . . \$4 00  
Wheat Grits  
Cases, 24 2 lb. pack's. \$2 00

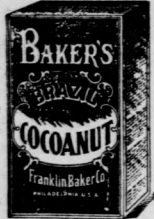
**CIGARS**



G. J. Johnson Cigar Co.'s bd.  
Less than 500 . . . . . \$3 00  
500 or more . . . . . \$2 00  
.000 or more . . . . . \$1 00

**COCOANUT**

Baker's Brazil Shredded



70 1/4 lb pkg, per case. .2 60  
85 1/2 lb pkg, per case. .2 60  
38 1/4 lb pkg, per case. .2 60  
16 1/2 lb pkg, per case. .2 60

**FRESH MEATS**

**Beef**  
Carcass. . . . . 4 @ 7 1/2  
Forequarters. . . . . 4 @ 5 1/2  
Hindquarters. . . . . 6 @ 8 1/2  
Loins. . . . . 9 @ 13  
Ribs. . . . . 8 @ 11  
Rounds. . . . . 6 @ 7  
Chucks. . . . . 4 1/2 @ 5  
Plates. . . . . @ 4  
**Pork**  
Dressed. . . . . @ 6 1/2  
Loins. . . . . @ 12 1/2  
Boston Butts. . . . . @ 10 1/2  
Shoulders. . . . . @ 9 1/2  
Leaf Lard. . . . . @ 7  
**Mutton**  
Carcass. . . . . 6 @ 7 1/2  
Lambs. . . . . 6 @ 7  
**Veal**  
Carcass . . . . . 5 1/2 @ 7 1/2

**Karo**  
**CORN SYRUP**  
24 10c cans . . . . . 1 84  
12 25c cans . . . . . 2 30  
4 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. . . . .  
1st Top, M & J, 1 lb. . . . .  
Royal Java . . . . .  
Royal Java and Mocha. . . . .  
Java and Mocha Blend. . . . .  
Boston Combination . . . . .  
Distributed by Judson  
Grocer Co., Grand Rapids;  
National Grocer Co., De-  
troit and Jackson; F. Saun-  
ders & Co., Port Huron;  
Symons Bros. & Co., Sag-  
inaw; Meisel & Goeschel,  
Bay City; Godsmark, Du-  
rand & Co., Battle Creek;  
Fielbach Co., Toledo.

**COFFEE SUBSTITUTE**

**Javrill**

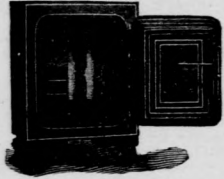


2 doz. in case. . . . . 4 50



**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 measure . . . . . .90  
1/2 bu. measure. . . . . 1.80  
12 1/2 lb. sack Cal meal. . . . . 39  
25 lb. sack Cal meal. . . . . 75  
F. O. B. Plainwel, Mich.

**SOAP**  
Beaver Soap Co.'s Brands



100 cakes, large size. .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

**Ask for  
No. J516**

The October Number  
of our monthly catalogue, then,  
will surely be the issue sent—pro-  
vided, of course, we find you rated  
as a merchant.

The Specials  
we regularly provide for mer-  
chants' use in show windows and  
other advertising are listed on the  
yellow pages in every monthly  
number.

These Yellow Page Items  
naturally will pull hardest in the  
very month for which we have  
provided them.

Other Reasons  
there are why the man who knows,  
and that is every merchant who  
has once tested our values, likes  
to make sure he gets the very  
latest issue of our catalogue. One  
present reason is a Holiday rea-  
son.

**Easy Business**

is the Holiday trade, if you have  
the goods the people want and let  
enough of 'em know what you  
have. It's "Easy Business" to  
have the goods the people want.  
Our line of Holiday Goods is the  
largest and most varied. On the  
pink pages of our October cata-  
logue are a picture, a description  
and a NET price for every item  
in the immense line.

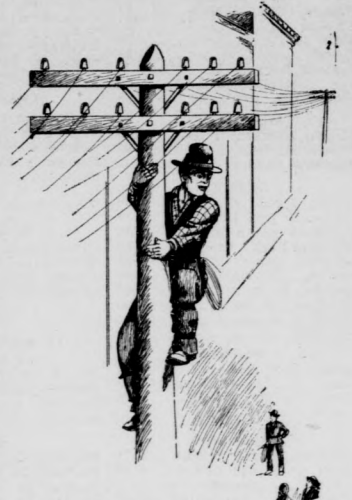
One cent for a postal card, a  
minute to write "Send me cata-  
logue No. J516"—

**Do It Now**

**Butler Brothers**

Wholesalers of Everything  
By Catalogue Only  
New York Chicago St. Louis

**Luke the Lineman**



Luke the lineman, who hikes up the  
pole,  
Is a dare devil fellow who trusts to the  
sole  
Of the shoes he has worn for over a  
year  
And made a man of him unknown to  
fear.  
They are **HARD-PAN** shoes so popular  
now,  
So take off your hat and make them a  
bow.

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

Write us for reasons why.  
**Herold-Bertsch Shoe Co.**  
Makers of Shoes Grand Rapids, Mich.

We are  
equipped  
to print  
everything  
from a  
hundred  
postal cards  
to a  
million  
catalogues.  
Correspond  
with us  
about your  
requirements  
in this  
direction.  
Tradesman Company  
Grand Rapids

# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

Excellent stock general merchandise in good shape; farming town 1,200 population. Invoice about \$4,000; good reason for selling. Correspondence solicited. Address 863, care Michigan Tradesman. 863

For Trade—Merchandise stock, inventory \$6,700; about \$1,900 cash required. balance trade for good land; drug stocks, jewelry store, anything traded anywhere; no charge for listing. W. Mottershead, Manhattan Bldg., St. Paul, Minn. 865

Wanted—Stock of merchandise. We pay cash and rent store. Address particulars, J. A. Becker, St. Charles, Mich. 866

For Sale—My stock of general merchandise, located in the village of Hammond, St. Lawrence county; one of the cleanest stocks in northern New York. Good reason for selling; store can be rented reasonably. For particulars call or address C. C. Forrester, Hammond, N. Y. 867

For Sale—At invoice about \$7,000. The best hardware store in best location in a city of 25,000 in Western Ill. Doing good business; a money maker. Reason other business. Address Safety, care Michigan Tradesman. 868

Harness Business For Sale—A chance for a harness maker with small capital. I must sell. Address No. 869, care Michigan Tradesman. 869

Furniture and Undertaking for Sale—Undertaking alone nets \$600 per year. A chance for a man with small capital. Address No. 870, care Michigan Tradesman. 870

For Rent—An up-to-date meat market; fine fixtures; steam sausage works; corner brick store; low rent; good established trade. Address J. J. Miller, Benton Harbor, Mich. 879

For Sale—Good established money-making confectionery and wholesale ice cream business; an exceptionally good bargain; investigate this. Confectioner, Box 786, Ludington, Mich. 880

For Sale—Stock of drugs in good town of 2,000 population, 40 miles from Chicago; only 2 drug stores in town; stock invoices \$1,450 at fair values; will sell for 80 cents on the dollar to settle estate. Address J. A. Ketring, Chester-town, Ind. 881

For Sale—Only exclusive clothing and men's furnishing store in hustling county seat town. Court investigation. Nothing but 100 cents considered. Cause of selling, sickness. Clothier, care Michigan Tradesman. 872

For Sale—A good clean drug business in one of the best towns of Michigan. Good reason for selling. Address No. 873, care Michigan Tradesman. 873

For Sale—Book and Office Supply business, also stock of wall paper and paint. E. Mann, Owosso, Mich. 874

Look at our advertisement No. 735. We have Wayland and Bradley mills left. Give us an offer. We want to sell them at once. Henderson & Sons Milling Co., Grand Rapids, Mich. 875

For Sale—Stock of dry goods and groceries; new stock; old established trade; best town in Michigan; other business and ill health reason for selling. Lock Box 738, Durand, Mich. 876

Wanted—Location for stock of dry goods. Would buy general store. Small place preferred; invoice \$3,000 or \$4,000. E. E. Tice, Paw Paw, Mich. 877

For Sale—Bazaar stock \$4,000 to \$5,000. Building and barn \$1,100 cash. Land and lots to trade for farm. "Poor Health," care Michigan Tradesman. 882

For Sale—New cash fancy grocery business, bakery and confectionery goods a specialty; stock, fixtures and store up-to-date; one of the finest in iron mining country; free rent for two months; reason for selling, expect to open a shoe store at once. Address G. L. Huhlman, Ne-gaunee, Mich. 845

On account of failing health, I desire to sell my store, merchandise, residence, two small houses and farm. Will divide to suit purchaser. Address J. Aldrich Holmes, Caseville, Mich. 848

For Sale or Trade for small improved farm—Building and stock of groceries at good country location. Everything new. Address No. 850, care Michigan Tradesman. 850

35 cents invested to-day in our coal mine will be worth \$1 in a year. You can't lose. Your investment is guaranteed by railroad bonds. Write Carl Hegg, Box 270, Minneapolis, Minn. 851

To Exchange—Fine bearing orange grove in Riverside, Cal.; value \$15,000. Clear. Want stock of merchandise, farm or town property. Address Drawer J., Corning, Iowa. 852

To Exchange—My equity of \$11,400 in a 360 acre Iowa farm; good location; fine improvements; can use dry goods or a general stock. No traders need apply. Address Frank E. Jones, Corning, Ia. 853

Bakery—I will sell my bakery with or without property, a good chance. Write to Raymond Riede, Apen, Colo. 854

Wanted—Fifty to sixty horse horizontal boiler; must be in good condition and complete with full front and fixtures, but no stack. Address Van Bochove & Sons, Kalamazoo, Mich. 856

For Sale—Bakery, confectionery and ice cream business; nice trade, good location; only bakery in city. Good chance for man looking for a small business. Address Jos. Hoare, Elk Rapids, Mich. 857

Fifty per cent. profit from income-paying real estate in New York city. Amounts as small as \$25 may be advantageously invested. No risk. Profits large and sure. Co-Operative Investors' Association, 108 Fulton St., New York. 858

For Sale—Best paying stock of general merchandise in Northern Indiana, with store building and living rooms adjoining. Owner wishes to go out of business. Address R. H., care Michigan Tradesman. 859

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

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

For Sale—First-class bakery with Hubbard oven, lunch room, small grocery stock, 2 wagons, one horse, located in Owosso, Mich. Full particulars, address Ress & Cheney, agents for all kinds of stocks, Kalamazoo, Mich. 815

Apple Barrels—We have a few carloads of apple barrels for sale. For prices call or address Darrah Milling Co., Big Rapids, Mich. 861

For Rent or Sale—Two-story brick building, also small stock of goods. Will sell cheap. Address Box 387, Portland, Mich. 860

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—44,000 shares stock Gold Pan Mining Co., property located at Breckenridge, Colo. Apply to W. M. Clark, 1101 Downing Ave., Denver, Colo. 818

Fine timber, 2,800 acres stumpage in west Virginia two miles from railway; good route for train; will cut 14 million feet, 1,000 acres adjoining if desired. Mainly oak, suitable for quarter sawing and ship timber. Much fine stave timber. Favorable shipping rates. Easily logged. Strictly first-class. Guaranteed as represented. Moderate price. Send for complete details to Box 282, Lynchburg, Va. 819

For Sale—Profitable hardware business in prosperous city, Northern Illinois. Invoice \$4,000. Half cash, balance gilt-edge real estate. Address No. 788, care Michigan Tradesman. 788

For Sale—Small amount of stock and fixtures. Retiring from clothing business. Good proposition. Address Lock Box 65, Chesaning, Mich. 843

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

Restaurant—Finest stand in Northern Ohio; doing a \$28,000 to \$30,000 business each year; 40 years' standing. Will take farm or good city property for part payment. Jule Magnee, Findlay, Ohio. 666

For Sale—\$1,800 stock general merchandise, shoes, dry goods and groceries. Box 2177, Nashville, Mich. 763

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

For Sale—A fine bazaar stock in a lumbering town in Northern Michigan, county seat. Price right. Good reasons for selling. Must be sold at once. Address Rogers Bazaar Co., Grayling, Mich. 606

Attention, For Sale—Flour, feed, buck-wheat mills and elevator at Wayland; one of the finest mills of its size in the State; elevator and feed mill at Hopkins Station and Bradley, Mich.; will sell together or separate; all are first-class paying businesses, and buildings and machinery in first-class condition; our fast-increasing business in this city is the reason we want to dispose of our outside mills at a bargain. Henderson & Sons Milling Co., Grand Rapids, Mich. 735

For Sale—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-E 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

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. 488

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 Traverses City. Address No. 670, care Michigan Tradesman. 670

For Sale—Fourteen room hotel, new and newly furnished, near Petoskey. Fin-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. 855

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

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

The Memphis Paper Box Co. is an old established, fine-paying business; will sell the business for what it invoices; proprietor is old and in feeble health. Address Jack W. James, 81 Madison St., Memphis, Tenn. 736

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 \$19,000. Good reason for selling. No trades desired. Address No. 67, care Michigan Tradesman. 67

## POSITIONS WANTED.

Position Wanted—Clothing salesman; five years' experience, also experience as department manager; age 24; best of references. Address No. 862, care Michigan Tradesman. 862

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

## HELP WANTED.

Wanted—Registered assistant pharmacist. Good place for a bright, energetic young man. State age, salary expected and references. Address No. 885, care Michigan Tradesman. 883

Wanted—Ambitious, energetic men, who are interesting and convincing talkers. If you have ability, you can better your financial condition in our legitimate business, requiring no capital; all we want is your time. Address P. O. Box 60, Grand Rapids, Mich. 864

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

## AUCTIONEERS AND TRADERS

Merchants, Attention—Our method of closing out stocks of merchandise is one of the most profitable either at auction or at private sale. Our long experience and new methods are the only means, no matter how old your stock is. We employ no one but the best auctioneers and salespeople. Write for terms and date. The Globe Traders & Licensed Auctioneers, Office 431 E. Nelson St., Cadillac, Mich. 445

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash Ave., Chicago. References, Dun's Mercantile Agency. 872

## MISCELLANEOUS.

Oddfellows, K. P.'s, Redmen, wanted to sell our gold plated, enameled emblem buttons. Send 25 cents for sample and catalogue. Fraternity Emblem Co., Brockton, Mass. 878

Merchants—Are you desirous of closing out your stock or having a reduction sale? We positively guarantee a profit on all reduction sales and 100 cents on the dollar above expenses on a closing out sale. We can furnish you with references from hundreds of merchants and the largest wholesale houses in the West. Write us to-day for further information. J. H. Hart & Co., 242 Market St., Chicago, Ill. 871

Wanted—I will pay one cent each for Lion Heads taken from Lion Package Coffee and 25 cents per 100 for clerks' coupons; send by mail before Oct. 20. Address W. H. Gentner, General Merchant, Farmington, Iowa. 846

To Exchange—80 acre farm 3 1/2 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house, good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501

Want Ads. continued on next page.

## TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14. THREE COLUMNS.

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

## INVOICE RECORD OR BILL BOOK

So double pages, registers 2,850 invoices ..... \$2 00

## Tradesman Company

Grand Rapids, Mich.

**Review of the Hardware Market.**

**Wire Nails**—Small supplies and the recent reductions in prices have resulted in the booking of unusually large orders in wire nails. Prices appear to have reached rock bottom figures and there are no further instances of shading. Manufacturers are therefore holding their quotations firmly on a basis of \$1.60 for carload lots and \$1.65 for less than carload lots, both f. o. b. Pittsburg. The most prominent manufacturers are refusing to accept orders for execution after thirty days. There is a tendency to abandon arbitrary differentials between the jobbing and retail trade and the quotations of \$1.60, Pittsburg, are now accessible to carload buyers of either class, so that jobbers are doing their utmost to retain their business by selling nails at prices closely approximating those of manufacturers. Quotations are as follows, f. o. b. Pittsburg, 60 days, or 10 per cent. discount for cash in 10 days; carload lots, \$1.60; less than carload lots, \$1.65. Local quotations are as follows: Single carloads, \$1.79½; small lots from store, \$1.85 @1.90.

**Cut Nails**—The recent reductions made on cut nails by many manufacturers without the sanction of the Cut Nail Association have now been made official by the members of that organization. The present official prices are therefore as follows: Carload lots, \$1.60, less than carload lots \$1.65, f. o. b. Pittsburg. In some cases it is believed that even these prices may be shaded 5c to large buyers. Quotations on cut nails in the East are at the same figures as steel nails, but in the territory west of Pittsburg they are quoted at \$1.65 in carload lots, f. o. b. Pittsburg, with an advance of 10 cents in quantities less than carload lots. Local quotations are as follows: Carload lots, on dock, \$1.74; less than carloads, on dock, \$1.79; small lots from store, \$1.85.

**Barb Wire**—Although there has been some increase in the volume of orders for barb wire, the bulk of the contracts now being booked are only for nearby requirements and buyers appear to be adopting a conservative course in regard to future purchases. Leading mills refuse to accept orders at current prices for a period longer than thirty days. There is also a marked tendency to do away with the former differentials between the various classes of trade. The regular schedule of prices is as follows, f. o. b. Pittsburg, 60 days or 10 per cent. discount for cash in 10 days:

Painted Galv.  
Jobbers, carload lots....\$1 75 \$2 05  
Retailers, carload lots.... 1 80 2 10  
Retailers, less than carload lots..... 1 90 2 20

**Smooth Wire**—The more attractive prices asked by the manufacturers of smooth fence wire are also resulting in an increase in the volume of business in this line, although some orders are being withheld by members of the trade who fear that lower prices will develop. Quotations are as follows, f. o. b. Pittsburg, 60 days or 2 per cent. discount for cash in 10

days; jobbers, carloads, \$1.45; retailers, carloads, \$1.50. The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

**Recent Business Changes Among Indiana Merchants.**

**Auburn**—A receiver has been appointed to sell the manufacturing plant of the Modern Buggy Co.

**Edwardsport**—C. M. Wright has purchased the hardware and implement stock of David C. Villwock.

**Elkhart**—Zeisel Bros. have purchased the department store of Hugh McLachlan.

**Evansville**—The Novelty Furniture Manufacturing Co. has changed its style to the Evansville Bookcase & Table Co.

**Indianapolis**—The American Chemical Co. is succeeded by the National Chemical Co.

**Indianapolis**—Tongret & Robinson, retail piano dealers, have been incorporated as the Capital City Music Co.

**Kewanna**—E. H. Cook has purchased the grocery stock of Enyart & Son.

**Logansport**—The O. A. Means drug store has been closed by creditors.

**Loogootee**—F. S. Smith has purchased the drug stock of J. E. Smith.

**Mitchell**—J. B. Boyle will continue the meat business of A. A. Arnold.

**Terre Haute**—H. P. Lenhart has purchased the furniture stock of Guy Underwood.

**Vigo**—Austin Stranahan has sold his grocery stock to Hiram Mater.

**Walton**—Bishop Bros. have purchased the grain business of Hurd, Owen & Son.

**Huntington**—Marshall J. Purviance has assigned his dry goods stock to protect his creditors.

**Indianapolis**—A receiver has been appointed for the Indianapolis Tobacco Works.

**Rosedale**—The Cadwell-Langton Lumber Co. has filed a petition in bankruptcy.

**South Bend**—A receiver has been appointed for the Sandage Steel Skein Co.

**Good People To Patronize.**

Two new boycotts have been promulgated by the labor unions during the past week, as follows:

**B. Kuppenheimer & Co.**, clothing manufacturers, Chicago.

**Macbeth-Evans Glass Co.**, lamp chimney manufacturers, Pittsburg.

Both houses are reputable ones—leaders in their respective lines—and the Tradesman bespeaks for them the cordial support of all fair-minded merchants.

**Lake Linden**—The David E. Toplon general stock will be sold at bankrupt sale Sept. 29. The stock was appraised at \$30,000. The liabilities are \$58,000. Toplon offered his creditors 26 cents on the dollar, but subsequently withdrew the offer.

A man's love before marriage is as deep as the seas, after marriage it is shallower than his "change" pocket.

**Status of the Deatsman & Mapes Failure.**

The estimated assets of Deatsman & Mapes, the Sunfield general dealers, are \$26,000.98, distributed as follows:

Merchandise at cost price.....\$19,645.31  
Store fixtures at cost..... 807.67  
Road outfit..... 738.00  
Book accounts, face value..... 3,610.00  
Due for produce..... 1,050.00  
Cash on hand..... 150.00

The liabilities are \$24,375.40, divided among fifty-five creditors in the following amounts:

Ellen Fournia, Sunfield.....\$ 567.64  
John E. Day, Sunfield..... 207.04  
John R. Dickinson..... 818.89  
Guy Lapo, Lake Odessa..... 158.49  
James Cure, Sunfield..... 317.34  
Joseph Marshall, Mulliken..... 512.50  
Homer C. Barber, Vermontville..... 515.75  
Rachel Welch, Sunfield..... 516.30  
Sunfield Banking Co., Sunfield..... 1,248.72  
Burnham, Stoepel & Co., Detroit..... 8,726.61  
Worden Grocer Co., G'd. Rapids..... 553.81  
H. Leonard & Sons, G'd. Rapids..... 342.99  
Musselman Grocer Co., G'd. Rapids..... 910.93  
Rindge, Kalmbach, Logie & Co., Ltd., Grand Rapids..... 1,667.98  
Schloss Bros., Detroit..... 348.00  
Litman & Hoffstadt, Toledo..... 662.20  
Crowley Bros., Detroit..... 1,401.36  
Woodland News, Woodland..... 45.50  
Butler Bros., Chicago..... 128.33  
Phil Brown & Co., Detroit..... 496.82  
Ideal Clothing Co., G'd. Rapids..... 117.71  
W. F. McLaughlin & Co., Chicago..... 53.50  
E. J. Kruce & Co., Detroit..... 113.39  
Puritan Corset Co., Kalamazoo..... 59.00  
Lowell Mfg. Co., Grand Rapids..... 36.00  
Chicago Candy Co., Chicago..... 33.92  
Walden Shoe Co., Grand Rapids..... 142.80  
Ward & Miller..... 30.75  
Otto Weber & Co., G'd. Rapids..... 58.23  
Beifield, Hinch & Cline..... 744.20  
Stein & Bloch, Toledo..... 469.00  
J. Shire, Cleveland..... 305.00  
Lacy Shoe Co., Caro..... 41.60  
Globe Tobacco Co., Detroit..... 46.92  
Sorosis Garment Co., Ionia..... 47.50  
Rammin Rubber Co..... 359.52  
Clapp Clothing Co., G'd. Rapids..... 36.00  
W. R. Byers..... 84.00  
Sprague, Warner & Co., Chicago..... 43.36  
Mishawaka Woolen Mfg. Co..... 914.71  
Lyon Bros., Chicago..... 52.08  
Toledo Coffee & Spice Co..... 7.00  
Flint Paint Co., Flint..... 2.50  
Cleveland Neckwear Co..... 12.33  
E. A. Gilson Co..... 19.80  
Fred M. Warner, Farmington..... 11.07  
Evans Candy Co., Lansing..... 14.17  
Howard & Solon, Jackson..... 55.75  
Johnson Poper & Supply Co., Kalamazoo..... 17.44  
Lansing Cold Storage Co..... 4.50  
Hulett Bros., Sunfield..... 40.00  
Michigan Knitting Co., Lansing..... 121.97  
Star Paper Co., Kalamazoo..... 10.62  
Thread Agency, Chicago..... 61.84  
A. H. Morrill & Co., Grand Rapids..... 36.00

**Lining Up for the Coming Conflict.**

The whole employing class of the United States is lining up for a new campaign against the unions. In this fight it is backed by the press, the middle classes, public opinion generally and the highest labor arbitration tribunal in the country. The struggle is momentous. It will decide not only the industrial but the social and political future of the United States. If the employers' campaign is successful, it means the elimination of the trade unions as a factor in American industry. If it fails, nothing short of direct Government control can prevent the unions' steady progress toward industrial domination.

Employers are almost completely organized for the fight. The public has not realized how much has been accomplished since the coal strike. The organized manufacturers and contractors are no longer alone. They are supported by commercial interests, railroads and banks. Evidence of their co-operation can be seen on every side. In Chicago and St. Louis emergency funds of \$1,000,000 are ready for immediate use. The banks, I was told by an officer of the St. Louis Association, are at the bottom of that organization. In Chicago the railroads played a similar part. The Chicago Employers' Association grew up out of the freight handlers' strike. The Chicago, Burlington &

Quincy Railroad furnished one of its first organizers, and the great commercial interests the other three. Recently a transcontinental railroad conveyed strike breakers from New York to San Francisco at an \$11 rate, at the request of a powerful employers' association. The movement is spreading from city to city. Since Philadelphia and New York joined the fold a few weeks ago, every important city has its powerful federation of employers' associations. Some time ago associations were formed in most of the important national industries, and now every trade which has not already been formed into a trust is organized to deal with labor. All of these associations, local or national, industrial or federated, with one or two exceptions, are moving openly or secretly to force the unions to the open shop. But the open shop, say the unions, means an open warfare against organized labor.—W. E. Walling in Independent.

**The Drug Market.**

**Opium**—Is unchanged.  
**Morphine**—Is steady.  
**Quinine**—There will probably be no change until the Amsterdam bark sale on October 6th. The article is rather firm.  
**Cantharides**—Continue to advance and are getting very scarce.  
**Cocoa Butter**—Is very firm and shows a fractional advance.  
**Menthol**—Touched bottom last week and is rapidly advancing. Laid down cost is now said to be 50c higher than present price.  
**Santonine**—Has again advanced on account of higher market for crude material.  
**Canary Seed**—Has been again advanced and is tending higher.

All Germany is talking about a learned horse named Hans which exhibits the intelligence of a human being. The animal comprehends handwriting, performs mathematical calculations, distinguishes colors and discriminates as to musical selections. A scientific commission has investigated the horse's performances and decided that there are no tricks involved in them. The case arouses fresh interest in the question whether animals possess reasoning power.

**BUSINESS CHANCES.**

**For Sale**—The stock of dry goods, carpets, millinery, ladies' cloaks and suits and the store and office fixtures, belonging to the A. T. Van Alstyn Dry Goods Co., bankrupt, of Marquette, Michigan; also the letters patent of the U. S. for a safety belt, being patent No. 706,457, belonging to said estate, will be sold in one parcel to the highest bidder on Sept. 28, at 10 o'clock in the forenoon. H. J. Lobbell, Trustee, Marquette, Michigan. 885

**Look Here**—\$2,500 will buy a good general stock of merchandise located in the best town in Michigan. Business paying a handsome profit. This will bear your inspection. If you mean business and want a good thing, address at once, Box 156, Boyne City, Mich. 886

**I want to buy and pay top prices for lot of Douglas, Walkover, Sorosis, Radcliffe, Queen Quality, Dorothy Dodd and other trade mark and specialty lines of shoes, also entire or part stocks undesirable goods, odd lots, etc.** P. L. Feyreisen, 167 Dearborn St., Chicago. 887

**HELP WANTED.**

**Wanted, Tanners**—Will pay \$2.50 per day for 9 hours to capable men used to furnace and other job work. Kalamazoo's percentage of growth exceeds that of any other city in Michigan. A good opening for the right men. The Edwards & Chamberlin Hardware Co., Kalamazoo, Mich. 884