

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 14, 1904

Number 1095

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

Collection Department

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

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

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

The William Connor Co.

WHOLESALE CLOTHING MANUFACTURERS

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

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.

IF YOU HAVE MONEY

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

Martin V. Barker
Battle Creek, Michigan

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

IMPORTANT FEATURES.

- Page.
2. Have a Hobby.
4. Around the State.
5. Grand Rapids Gossip.
6. Window Trimming.
8. Editorial.
9. Dorothy Dix at St. Louis.
11. Fancy Shapes in Fall Shoes.
12. Fruits and Produce.
14. New York Market.
15. Growing Chestnut Trees.
16. Silk Ribbons.
17. New Blocks in Men's Hats.
18. New Neckwear.
20. Woman's World.
22. Marking Goods.
24. Influence of Gold.
26. Clerks' Corner.
28. Trading Stamps.
29. Pulling Plan.
30. Shoes.
32. She Didn't Buy.
33. Changes in Banking Business.
36. Canadian Canal.
37. Hardware Price Current.
38. Dry Goods.
40. Commercial Travelers.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

THE SUBMARINE.

Although the present war in the Far East has furnished the supreme test of battle to nearly all modern inventions in the way of armaments and engines of destruction, including the torpedo boat and the automobile torpedo, the mine in its various forms, the battleships and cruisers and guns, great and small, the only modern invention which has not received the one conclusive test is the submarine boat. It has been claimed from time to time that both Russia and Japan had one or more such boats, but as far as can be learned, neither has made use of this supposed formidable engine of destruction.

In the very nature of things the employment of the submarine must always be limited. Owing to its limited radius of action, it cannot venture far from its home port, therefore its employment must be limited to harbor defense. Even in that employment its scope is limited, as even with the instrument for noting what is transpiring on the surface of the water the submarine does not steer with any great degree of accuracy. While a stationary object might be in some danger from a submarine, a moving ship would be in very little danger, whereas the submarine itself would take serious risks of being run down and destroyed, just as a British submarine was recently by coming in contact with a passing ship while moving under water.

While moving under water, the submarine is supposed to launch her torpedo when near enough to the object of attack. A stationary battleship or cruiser, that is, one lying at anchor, might be hit by a torpedo so launched, but the chances of a hit would be less than would be the case were the torpedo launched by a regular torpedo

boat. Should the object aimed at be moving, the possibility of a hit would be very small. During the recent fight near Port Arthur the Japanese torpedo boats attacked the Russian battleships many times, but it does not appear that the moving ships were struck a single time. It was only against the anchored Russian ships at the very outset of the war that the torpedo was used with any success. The failure of torpedoes launched from boats on the surface where there is every facility for seeing and directing proper aim holds out small hope for the success of submarines, that are compelled to launch their torpedoes largely by guesswork.

The fact that the vaunted submarine has shown a decided tendency to go to the bottom on small provocation has not increased its popularity with the naval men. It is not long since an English submarine was lost by colliding with a passing steamer, and although but little damage was done the boat, all her crew were drowned like rats in a trap. Still more recently one of our own torpedo boats, while maneuvering off Newport, suddenly took a notion to go to the bottom in a hundred feet of water, and for a considerable time her crew found it impossible to raise her. Owing to the great depth the pumps worked imperfectly, and the heavy pressure threatened to open the boat's seams. After a half hour of heroic exertion the submarine came to the surface as suddenly as she left it. These incidents show that the safety limit of the submarine is extremely low, but that would not deter brave men from going in such iron coffins if the chance of achieving success was reassuring. It is very evident that the perfection of the submarine type is still a long way off.

GENERAL TRADE REVIEW.

After another week of steadily advancing prices in Wall Street quotations, in which the level makes a new high record for the year, there is in evidence enough of a reaction to indicate that the advance is yet to be subject to an occasional healthy check. Probably the most serious element in the situation is the unusually cool weather and frosts reported from many localities, which lessen the bright outlook for corn. While this is a factor of some importance no doubt, still it is not of so great an extent as to cause more than a temporary setback in speculative trade. Railway earnings are making an unexpectedly favorable showing as the season advances, and what is especially significant, this report is almost universal throughout the country. The only exceptions are a few localities where there are notably unfavorable conditions, as, for in-

stance, the Colorado lines which are suffering from the effects of the labor distractions in the Cripple Creek region.

The opening of fall trade has been earlier than was expected and in much greater volume than seemed possible a few weeks ago, although it was anticipated that low stocks would prove a considerable factor. It would seem from the noise made by the strikes that these would result in a considerable curtailment of buying power, but as a matter of fact the results are hardly noticeable. There was and is enough of individual suffering and hardship, but in the general volume of business it would hardly be noticed unless it was looked for. Even Omaha, one of the strike centers, reports its trade as good as a year ago, owing to favorable crop conditions. Nearly all the great trading centers report conditions more favorable than anticipated and most of them have business decidedly exceeding that of a year ago.

Labor controversies are now about reduced to the Eastern cotton mills and Southern coal mines. Woolen mills are generally active on old orders, which are being pushed by the earlier opening of the fall season. While cotton goods continue on a hand to mouth basis there is still some support, the most favorable indication being an unexpected demand for export. Footwear jobbers are urging shipment of shoe orders, indicating low stocks. In fact, all lines of the clothing trade are likely to be influenced by this fact of small stocks to a greater extent than expected. Reductions in some lines of iron and steel products and materials seem to have roused anticipations of still other changes, which retards trade; but still there is increasing activity and the number of idle mills and furnaces is constantly lessening.

Samuel Gompers, the boss anarchist who presides over the destinies of the American Federation of Labor, has placed a boycott on all Grand Rapids furniture because the manufacturers here refuse to recognize unionism in any form. Unfortunately for the manufacturers, the boycott will not help them in the same way that it does small traders and those who cater to the trade of the lowest strata of society, because union men, as a class, do not buy fine furniture such as is manufactured in Grand Rapids. They buy beer and Peerless tobacco and spend their time sojering and cussing their luck and finding fault with their employers.

A man may not be an expert mathematician and yet be able to sum up the figures in a ballot.

HAVE A HOBBY.

It Gives Mental Vacation and Adds to Character.

"Thinks of nothing but his work, does he?" doubtfully repeated a well known employer of labor when confronted by a young man's desire for occupation, as expressed by an ardent friend and admirer. "Well, at best that's a one-sided recommendation. The man who thinks of nothing but his work is going to worry over it, and that's bad for work, worker and the business. I prefer a man who thinks of almost anything but his work, outside of working hours."

Which saying embodies a greater truth than is at first apparent. The harder a man works, the more successful his endeavors, the more heartily he loves them, the stronger the necessity for an avocation, a hobby, something in which to forget and recuperate from the tasks of his soul's business devotion. The man who thinks of nothing but his work is adding the virtue of fidelity to his character, wrinkles and gray hairs to his physical appearance, unnecessary years to heart, and soul, and mental equipment. But he is by no means putting into the beloved work the best that might be. Freshness and elasticity of enthusiasm are absolutely necessary to continued success of the highest order in whatever line suggested; and they can not be unswervingly maintained, year in, year out, without rest, recreation and change.

It is for this reason that the much

discussed vacation should be religiously—and gayly—enjoyed by the devoted worker. It is for this reason that a pleasant hobby—in itself a recurrent vacation—should be sedulously cultivated by every ambitious toiler, mental, physical, or spiritual, until the point is reached where the hobby needs no further cultivation, because it claims its happy devotee instead. It matters little, for the world's sake, whether the hobby be amateur photography, golf, falling in love, astronomy, gardening, club work in social settlements, a passion for automobiles, or a devotion to cookery; it may be costly, inexpensive or quite beyond the realm of financial outlay or limitation. The point is to have a hobby—a place or object for mental vacation and rest.

Physicians and scientists tell us that the gray matter of the brain becomes worn in actual ruts from continued thinking and demands along certain lines. With the cyclic or recurrent reactionary tendencies of the mental nature we are all more or less familiar. Every one knows that the cord too tightly stretched, the spring kept continually at tension, will by and by lose elasticity and value. Only by a persistent variation of the mental methods and material may intellectual freshness and vigor—vigor natural and vivid, rather than forced and born of mere force of will determination—be retained. Because of these facts the hobby habit should particularly appeal to the man who so loves his work that success in it seems to him most reasonably pur-

chased at the price of an entire lifetime of unremitting toil.

Few of us, perhaps, possess Abraham Lincoln's ability to sleep for twenty minutes at will and wake up refreshed and revived for ardent and long continued mental endeavor. Fewer still can fell trees, Gladstone wise, when mentally weary, or hunt big game like President Roosevelt. But for each earnest worker lies somewhere just the right hobby or avocation that shall save alive the soul freshness that alone spells lifelong and unremitting success in the chosen vocation.

The orchid culture of Joseph Chamberlain, the violets of Rockefeller, the fine horses, automobiles, yachts and similar diversions of other great money kings and strenuous workers in the realms of finance and varied accomplishment serve a like purpose. A hard working professional woman of Chicago makes candy in the still small hours of the winter night when the jaded brain alike forbids sleep and further endeavor. A busy physician rises at dawn eight months of the year to dig in his tiny garden. Temporary but frequent relief from accustomed thoughts and efforts is absolutely indispensable, however obtained and enjoyed, to permanent success. Nearly all of the world's great workers have recognized this truth, consciously or unconsciously.

"Forget your work periodically if you hope to do your best for and with it," is the wise counsel of a man who long since learned that he who loseth

his life shall save it in this connection, as in most others.

"All work and no play makes Jack a dull boy," is but a homely way of saying the same thing.

"Have a hobby and ride it hard, if you would preserve the early enthusiasm that makes it worth doing," might be well added to the long list of "mental stimulants" now to be found in almost every business office or establishment.

"No man can serve two masters"—simultaneously. And the man who rides a hobby hard out of business hours will be in unflinching condition, other things being equal, to accomplish most and best during the periods when hobbies should be laid aside.

A noted Chicago nerve specialist sometimes claims that he saved to a friend and patient not only his life and reason but also his fortune by inducing him to acquire a hobby.

"It was either death, the long holiday that meant financial ruin, or a great change of mental attitude for the unfortunate victim of too sustained and close devotion to business duty. As a physician I proved helpless; he would neither take drugs nor the systematic exercise that is so distasteful viewed simply as a prescription. As a friend I managed to interest him in chicken raising. And in a year he was well."

The same wise doctor has cured nervous women workers by prescribing banjo playing, knitting and similar hobbies in lieu of drugs or massage treatments. The entire medical

Ready to Wear and Trimmings Hats



No. X42X. Turban with Continental brim made of dark grey Mohair Felt; under brim trimmed with braid of cardinal and grey felt, with knot on side and steel buckle; can be made in any color.

Price, each\$1.25



No. X46A. Torpedo Shape Turban, made of brown felt; fancy trim of rosettes of same with cord, ribbon and quills; can be made in all colors.

Price, each\$1.75



No. 32C. Torpedo Shape Turban, with mirror velvet on under brim; top covered with flitter jet over white silk, white aigrette with steel ornament on front; can be made in any color.

Price, each\$2.50

We make more than 500 distinct styles in **Trimmed Hats**. The above cuts represent three of our **best sellers**. If you handle anything in this line, will hope to receive a trial order.

Our new **Fall and Winter Catalogue** is now ready and will be pleased to mail you one on application.

CORL, KNOTT & CO., LTD.

MANUFACTURERS AND JOBBERS OF TRIMMED AND READY TO WEAR HATS

20-22-24 and 26 N. Division St., Grand Rapids, Mich.

world not long since interestedly discussed the case of a man whose physical health and mentality, entirely broken under the strain of previous hobbyless existence, were restored to balance by the simple request that he assist the doctors in tabulating statistics concerning sleep and dreams. Every day, after luncheon, the sick man dropped into an easy chair and endeavored to sleep just long enough to allow the table bell held in his fingers to fall from them. So interested did he become in watching a compilation of the marvelous dreams that came to him in those brief moments that he soon grew well. The adoption of a sane hobby before the case becomes urgent will save trials and heartaches galore.

Nor should the cultivation of the hobby habit be encouraged for reasons of pure business only. The man with a hobby is the man who enjoys life and helps others to enjoy it. The man with a hobby is apt to be cheery in nature, wide in sympathies, charitable, broad in his judgments, ready to spread good times about him. He will seldom, as is too often the case with ardent workers, be too busy, in getting ready for some future day, to get the best out of the life of the present.

A Chicago business man not long since confessed, regretfully, that he had always intended to love and marry, feeling that only in this way could he extract all of life's sweetness, but—he had never had time. Another man recently admitted that he had been so busy piling up dollars for the future enjoyment of the girl he loved—but was too busy to tell of his adoration—that a poorer but wiser rival had married her out of hand. Yet another successful business man, whose proud boast it is that he has been forty-three consecutive years "in harness" with but two weeks of vacation in all that time, scarcely knows his own children; his wife, lavishly provided for in all material details, bitterly declares that business has robbed her of her husband. Such cases might be multiplied by almost every observant individual of the present day. The enjoyment of a hobby—any hobby that would have prevented the slavish absorption in business—would have rendered such mournful tales untrue.

It is the "take a good time as you go along" workers, broadly speaking, who are of most value to their work, themselves, their associates, the world at large. The so-called "concentration" that means the losing of the identity in the task is not really concentration; it is more properly absent mindedness. True concentration, the conserved and intelligently directed attention that may be disposed at will in any desired quarter, means the kind of mental effort that seldom fails of its purpose, and preserves the all-around health of the worker. Robert Louis Stevenson, sweeping the South Sea cabin "without much benefit to the room, and with positive injury to the broom, but with such infectious good will and spirit as

inspired and cheered all about him," to quote an amused admirer, was not only executing his whole-hearted conception of duty but also rendering possible more wonderful literary work. The hobby habit, properly followed, brings about unending refreshment of this kind.

Much talk was recently made about a Chicago business man who, promising himself to retire from business at 60, kept his word. His life story was a new version of the office boy beginning, the patient, persistent climbing so pleasantly common in American annals. The miracle seemed to be that any successful man could make up his mind to retire from business merely to enjoy life viewed from another side. But—suppose the man who promises himself to retire at 60, who sacrifices nearly everything that makes life worth living to the pursuit of the nimble dollar that shall render the long holiday possible, dies before the promised time of retirement? What becomes of the sacrifice then?

How much better, perhaps, to retire from business every night, returning to it with renewed energy and fresh enthusiasm every morning, finding and making life good for family, friends and neighbors through long years of happy, useful endeavor, by the sane, reasonable and optimistic personal attitude best and most easily brought about by regular and enjoyable change of occupation and thought. Charles Melrose.

Corn Scares in September.

Early last week the stock market wavered a little under the fear of coming reports about the damage to the corn crop. It was known that the crop experts were going through the corn region, and as the tip had been spread quite broadly that corn was a purchase it was expected that their reports would indicate a smaller crop. The scare did not, however, materialize, and in the meantime the market took on strength, and it was doubted if damage reports would receive much credence.

Injury to the corn crop sometime in September has been a feature of the speculative markets for the last few years, but in looking over the records of earlier years nothing is found to indicate that much attention was paid to damage reports in that month. Formerly scares were more frequent during the first part of the summer. Whether this was due to the weather, the last few summers having been very cold, with early frosts, or whether it was due to other causes, it is vain to discuss. It is more important to point out that frost scares in September have not generally been followed by real damage. There was a frost scare in 1902 which sent cash corn in that month up to 71. Nevertheless the crop for that year exceeded 2,500,000,000 bushels. Again, in 1903, there was much anxiety about the corn crop, and frosts were actually reported about the middle of the month. It turned out, however, that only a limited area had been affected, and the recurrence of warm weather later made the crop

safe and the final figures showed a harvest exceeding 2,200,000,000 bushels.

These figures would seem to indicate that crop-damage reports at this time are likely to mislead if taken too seriously.

Selling Bananas by Weight.

Bananas will be sold by weight hereafter by the United Fruit Co. It began this equitable work in New York last Monday, and found that the buyers were well satisfied with the new method, which will no doubt be continued.

Consul-General Holloway reports from Halifax that the United Fruit Co. will sell bananas there by weight instead of by the bunch. He adds that this mode will entail more handling of the fruit and thus add to the risk of bruising; that jobbers will have to put up trolley scales, like those used by butchers for weighing sides of beef and pork, and that buyers will have to judge the quality, two or three grades being established, at different prices.

"The business will be conducted on principle instead of the present rule of thumb," the Consul says, "and inestimating quality, size, color and firmness have to be taken into consideration. The trade do not like 'razorbacks' or skinny, seamy bananas. For nice, plump fruit the trade will willingly pay one-fourth more."

The arrogance of those who have all they desire is insupportable to those who still want.

Recent Business Changes Among Indiana Merchants.

Bloomfield—Walker & Bruner, grocers and meat dealers, are succeeded by McLaughlin & Burner.

Freelandville—E. Weitzel & Co., have sold their hardware stock to Velle & Pielemeier.

South Bend—Woods & Heil succeeded to the drug business of Snyder & Heil.

Indianapolis—John T. Smith has placed a chattel mortgage of \$550 on his drug stock.

Indianapolis—Union Wallpaper Co., wholesale and retail dealer, has gone into bankruptcy.

A Mountain of Alum.

One of the recently discovered natural curiosities of China is an "alum mountain," 1,900 feet in height and about ten miles in circumference at the base. The Chinese quarry the alum, or masses containing alum, in large blocks, which are heated in ovens made for the purpose and afterward dissolved in boiling water. The alum then crystallizes in layers about half a foot in thickness and is cut up into ten pound pieces. Its principal use is in the purification of water.

Nothing Truer Than This.

What a man can do depends a good deal upon how much faith some good woman has in him.

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

A Bargain in Every Sack

is the unanimous verdict of those who are using

VOIGT'S BEST BY TEST CRESCENT

"The Flour Everybody Likes"

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

Every Sack is Bound to Please.

It is Perfect in Quality and Generous in Quantity.

Voigt Milling Co.
Grand Rapids, Mich.

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



Movements of Merchants.

Byron—Fritz & Savage will open a new grocery store Sept. 17.

Galesburg—L. L. Bowen has sold his grocery stock to Root Bros.

Galesburg—Lucius L. Bowen has sold his grocery stock to Root Bros.

Clarkston—John Beardsley, dealer in furniture, has added a line of vehicles.

Mason—H. O. Halstead has purchased the clothing stock of Cavendar & Mehan.

Vassar—C. M. Pierce & Co. are succeeded by the Vassar Hay & Produce Co.

Muskegon—Jno. Knoohuizen has purchased the grocery stock of G. W. Griffin & Co.

Port Huron—The Port Huron Trunk Hardware Co. has filed a petition in bankruptcy.

Calumet—Michael Johnson will shortly open a new hardware store in the Johnson block.

Flushing—Clarence A. Cameron has disposed of his grocery and drug stock to Ruben Cameron.

Alma—M. & J. Lamborn have sold their millinery stock to Mrs. Jennie M. Hesccke, of Perry, N. Y.

Durand—Fair, Gustin & Co. have purchased the clothing and shoe stock of C. W. Minto & Co.

Escanaba—Edward Erickson, dealer in dry goods and carpets, is succeeded by the Ed. Erickson Co.

Muskegon—Fles Bros. succeed to the men's furnishings and shoe business formerly conducted by Isaac Fles.

Rochester—E. B. Mowers, shoe dealer, 1524 Woodward avenue, Detroit, has put in a branch store at this place.

Charlotte—The Michigan Produce Co., of Lansing, has established a branch in this city, in charge of F. J. Worden.

Albion—The Gibbs-Bornor Co. has succeeded Francis E. Steele and will handle coal, wood, feed, brick, lime and cement.

Tustin—Frank Milks has purchased a half interest in the meat market of T. F. Petties. The firm name is Milks & Petties.

Fremont—Frank P. Merrill has sold his furniture stock to J. B. Scott, who will take possession Oct. 1. Mr. Scott hails from Ithaca.

Colon—Miller Bros. have sold their hardware stock to F. B. Buys, of Batavia, who will continue the business at the same location.

Marlette—Charles W. Hubbell, doing business under the style of Hubbell, Baker & Co., dealer in eggs and produce, has filed a petition in bankruptcy.

Charlevoix—The Petoskey Grocery Co. has taken possession of the grocery stock of Lyman Van Dusen, on Mason street, on a chattel mortgage.

Middleville—W. W. Watson & Son, who conduct a general store at Irving,

have purchased the Ackerson store building here and will shortly occupy it with a meat market.

Clifford—Daniel C. Miller has sold his hardware stock to W. S. Bolton, who has had charge of the Lapeer Hardware Co.'s store, at Lapeer, for several years past.

Millington—John W. Hossler has sold his hay warehouse and interests to Kelsey & Evans of this place, who will continue buying hay at Mr. Hossler's place of business.

West Branch—Geo. Diebold, Jr., has purchased the interest of Edward Gehl in the meat market of Brinkett & Gehl. The new firm will be known as Brinkett & Diebold.

Eaton Rapids—L. H. Saunders, who recently bought Silas Godfrey's shoe stock, has packed up the goods and shipped them to Lansing, where he will re-engage in business.

Marion—Harry & Moreau have sold their hardware stock to J. L. Curtis, of Owosso. The sale was effected through the Wants Column department of the Michigan Tradesman.

Port Huron—Higer & Son, dealers in clothing, furnishing goods and shoes, have added a ladies' suit and cloak department. It is in charge of Miss Floyd Norris, late of Detroit.

Fremont—Robert Rutherford has purchased the interest of Edward Misner in the grocery and shoe stock of Rutherford & Misner and will continue the business at the same location.

Detroit—Harry M. and Geo. H. Lau have filed articles of co-partnership with the county clerk, stating that the firm proposes to do a general brokerage business. The capital stock is \$10,000.

Reading—L. N. Klink, who recently sold his interest in the furniture and undertaking business here to his partner, has decided to locate at Angola and engage exclusively in the undertaking business.

Saginaw—Clyde Dice, son of John Dice, has purchased the grocery stock at 1024 Gratiot street from Rush Bros. His father sold the stock a few years ago to P. A. Austin, who, in turn, sold it to Rush Bros.

Detroit—Referee in Bankruptcy Harlow P. Davock ordered the stock of the firm of Ingdahl & Mauer, the merchant tailors at 213 Woodward avenue, who lately filed a petition in bankruptcy, sold for \$475 to Wettlaufer Bros.

Lansing—A. L. Harlow, manager of the National Supply Co., has purchased at receiver's sale the entire Molitor stock of agricultural implements, machinery, patterns and dies. The total invoice exceeded \$38,000. It was secured by Mr. Harlow for \$11,500.

Detroit—Paul M. Moll and Charles M. Tague have filed a certificate of limited copartnership, the firm to be known as the P. M. Moll Music Co. Mr. Tague, the special partner, has contributed \$2,500 in cash and the partnership is to terminate September 8, 1905.

Bronson—Alpheus F. Clark, by Palmer & Palmer, his attorneys, has begun proceedings in the Circuit Court against his former partner in

the hardware business, Geo. H. Tucker, who has gone away. Mr. Clark asks for an accounting and settlement of partnership affairs.

Port Huron—The drug firm of Boice & McColl has gone out of business, Mr. McColl having purchased the interest of his partner. The stock has been shipped to Grayling, where Mr. McColl will again embark in business. He will be accompanied to his new location by Mr. Boice, who will remain with him for a few months as clerk.

Eaton Rapids—Tucker & Gallery have sold their dry goods stock to J. L. Bryan, of Elmira, N. Y. Mr. Bryan has been trained in the dry goods business from boyhood up. He was with Reynolds Brothers three and a half years at Elmira, N. Y., as buyer and manager in one of the departments of their big store. He remained there with their successors until he came here.

Detroit—Frank E. McDonald, of the Frank E. McDonald Cigar Co., Ltd., appeared at the office of the referee in bankruptcy Sept. 13 and made a first report of liabilities and assets. The appearance was purely formal, no assets being reported. As a matter of fact, Mr. McDonald has already settled with his creditors on a basis of thirty cents on the dollar, his total merchandise liabilities being about \$9,000.

Escanaba—Pursuant to an order of the United States District Court, entered September 2, the entire stock of dry goods, millinery, clothing, haberdashery, household furniture, china, glassware, crockery, underwear, carpets, notions, dry goods, fixtures, office furniture and fixtures, grocery fixtures, horses, harnesses, delivery wagons and sleighs, belonging to Rathfon Bros., all valued at over \$50,000, will be sold at public auction at 617-623 Ludington Street. The sale will begin Thursday, September 15, and continue until the stock, which will be offered in lots or parcels, and also in bulk, is disposed of.

Detroit—The grocery firm of W. H. Ancomb & Co., having been put out of the building at the corner of Trumbull and Grand River avenues which it occupied for years, is now doing business in a tent in a vacant lot alongside the old store. The old building was owned jointly by the firm and an outside party. When a quarrel arose between them the Circuit Court ordered the building to be divided into halves by a wall. The Supreme Court reversed this decision and ordered the building sold. It was bought in by the outside party, who gave the grocery firm six days to move. The six days expired Friday night, when the grocers moved into the tent.

Muskegon—John Henry Spoelman, who recently undertook to play funny with his creditors, has effected a settlement with them and resumed the grocery business at the same location. He paid some creditors 30 cents, some 40 cents and some 100 cents on the dollar. The thing which brought him to time was the discovery that he was clandestinely shipping

goods in bulk to Chicago and other places.

Union City—J. J. Banford, after being engaged in the harness business in this place for thirty-five years continuously, has disposed of his stock in this line to F. E. Hackett and the same will be removed to Mr. Hackett's store in the Tower block. Mr. Banford will not retire from business altogether, but will continue the sale of carriages and vehicles.

Manufacturing Matters.

Vassar—John Parker, manufacturer of plows, is succeeded by the John Parker Plow Co.

Pontiac—The Pontiac Body Co. has increased its capital stock from \$43,000 to \$50,000.

Plymouth—The New Era Lumber Co. has filed a notice of dissolution with the county clerk.

Calumet—John Enteman, recently connected with the John Meehan cigar factory of Laurium, has decided to branch out in business for himself. He has opened a shop in the Lambert building at 423 Sixth street.

Saginaw—The Banner Mercantile Co. is erecting an elevator in connection with its plant at the corner of Dearborn and Hamilton streets. The elevator is on Dearborn street, adjacent to the Michigan Central railroad track.

Detroit—The Charles P. Sieder Tent & Awning Co. filed articles of association Monday. The capital stock of \$20,000, of which \$12,500 is paid in. Stockholders are Charles P. Sieder, Allan Campbell and John J. Hayes, all of Detroit.

Detroit—The stock and fixtures of the Ideal Gas Fixture Co., which has been operated by the Detroit City Gas Co., has been sold to J. L. Hudson. The company was a subsidiary one, organized to induce people to use gas, and it is said that during the crusade it piped over 12,000 houses.

Detroit—The Royal Cheese Co. has filed articles of association with \$25,000 capital stock. Of this amount \$868.73 has been paid in in cash and \$20,131.27 in other property, the new company taking over the business, etc., of the Gourlay-Thompson Co., Ltd., of 119 Congress street west. The stockholders are Fred B. Thompson, of New York; Martin F. Carnegie, of Boston; Jay B. Woodin, Eugenia M. Thompson and Mary Gourlay, of this city.

"The woman who hesitates is lost." Perhaps that is the reason so many of them jump at conclusions.

A smile will kill more microbes than any medicine.

Commercial Credit Co., Ltd.

Widdicombe 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.



The Grocery Market.

Sugar (W. H. Edgar & Son)—Since we wrote you on Sept. 6, there has been no important change in the sugar situation, all prices and conditions remaining substantially as last reported. Cuba is practically sold out of sugar available for this country, the small balance remaining having been disposed of at equal to 4.33 duty paid—nominally 17,000 bags, but with the proviso "if made." Spot supplies are firmly held at 43¢ for the limited quantity now in speculators' hands. There is little change to note in the European situation. Prices declined somewhat on realizations, but have again advanced to a parity of about 4.31c with centrifugals for this month's shipment, October being held at equal to 4.36c. Reports indicate better weather for the growing crop, but nothing can now prevent a material shortage, the extent of which can only be determined in the actual harvesting of the crop. All indications point to a continued upward movement. Refined has not changed since the advance of Sept. 1, although the constantly increasing demand and the heavily oversold conditions of the market may lead to higher prices at any time. While a few grades can be shipped promptly, the softs most in request at this season are subject to about two weeks' delay. In view of the fact that later varieties of peaches are only just commencing to put in an appearance, we look for an unprecedented late season demand, which we now expect will carry the heavy consumption well into October, with continued oversales and delays in shipments. We still advise liberal purchases well in advance of requirements.

Tea—Business during the week has been fairly good. The market is steady throughout. No concessions on anything desirable are obtainable, while, on the other hand, it is still possible to buy at the prices prevailing a month ago. Holders, however, are less anxious to sell than they were then. There have been no developments of any sort in the market during the past week.

Coffee—Actual coffee is on the same level exactly as last week. The demand for coffee is about normal for the season and shows steady improvement. Everything points to steady and gradual advances. Milds are unchanged and firm. Javas and Mochas are still strong and in fair demand.

Canned Goods—Tomato packers report good crops and large packs in some sections, while in others reports are to the effect that unfavorable weather will prevent the crop ripening to any considerable extent. The corn crop is also at a critical point and much depends on the weather for the next ten days. If that period is safely passed the crop outlook will have improved greatly.

In fact, the crop will be made. Jobbers are beginning to lower their corn prices from the high level that they have held for the past four months. California packers are nearing the end of the season on all fruits except apples. The run ended early this season in spite of the fact that most of the crops were late. Prices on many lines have been withdrawn and packers will wait a little while before making any more sales. They desire to get a better line on the situation. About all packers have withdrawn prices on red Alaska salmon and those that are offering any are 5@10c higher than the figures named at the opening of the season. Any new quotations given out must almost of necessity be advanced. Sardines are quiet, but exceedingly firm at quotations.

Dried Fruits—Peaches are firm and it looks like an advance on the coast, since all the stock on the coast is held in firm hands. Seeded raisins are in small demand and prices are still deeply cut. Loose raisins are in a little better shape, but are not strong by any means. Apricots are very high and are likely to get gradually higher. The demand is slow. Prunes are selling in a small way. There is no improvement in the situation, the market being as yet completely demoralized.

Rice—The crop is very large and this promises to be another year of very good values in rice at small prices. Package rice is taking well in this market.

Syrups and Molasses—Glucose is unchanged. Compound syrup is in fair demand for the summer at unchanged prices. Sugar syrup is fairly active at firm and unchanged prices. Molasses is steady and in fair demand for the season. From now on the demand will improve.

Provisions—Barrel pork is unchanged. The demand is better and the next change will probably be an advance. Hams are steady and the next change will probably be a decline. Compound lard is too dull to advance as yet, but probably will do so soon. Dried beef is scarce and very firm at an advance of about 1c.

Fish—So few mackerel are being caught that everything points to a continued advance. The naming of prices on new Norway mackerel will be much later this year than usual. For two years the exporters of Norways have lost money, because of the very high prices they have had to pay the fishermen. This year they have combined in a refusal to pay as much, and the dispute is to be threshed out. Sardines continue in rather good condition. For the present there is a good run of fish and the pack is proceeding actively. Prices remain unchanged and the demand is fair. The situation in codfish is not as encouraging as it was. Fewer fish are being caught and some of the packers have withdrawn concessions on hake and haddock. Ocean whitefish is in good condition and fair demand. Salmon is unchanged. The Alaska Packers' Association has withdrawn from the market on futures, but is selling largely of its old

spot stock at substantial concessions from the price ruling before the future market opened. It is said now that more jobbers have large stocks of high-priced salmon than was at first suspected. There will be a very light demand for salmon until next spring.

The Produce Market.

Apples—There is a little firmer feeling in the fruit, owing to the better varieties now being marketed, including Maiden Blush, Kings and Strawberries, which now find an outlet on the basis of \$1.25@1.50 per bbl.

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

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

Beets—50c per bu.

Butter—Receipts of dairy are decreasing, in consequence of which the trade is turning to creamery to some extent. Factory creamery is strong at 19c for choice and 20c 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.

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

Crabapples—60c per bu. for Siberian.

Eggs—Receipts are just about equal to the demand. Dealers pay 17@17½c for case count, holding candled at 18@19c. The market is due, in the ordinary course of events, to move upward soon. Every year about this time the market begins to climb, which culminates in late December or early January. Conditions are somewhat different this year, however, and the rise may not start so early.

Egg Plant—90c per doz.

Grapes—Niagaras command 18c per 8 lb. basket. Wordens fetch 15c for same sized package.

Green Corn—10c per doz.

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

Green Peas—\$1 per bu.

Green Peppers—75c 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.

Lettuce—60c per bu.

Musk Melons—Are quite plentiful, so far as the shipped-in are concerned, but home-grown stock is neither plenty nor good this year, as the weather has not been favorable to its proper ripening. Home-grown osage fetch 50@60c per crate. Small Rockyfords command \$1.25@1.50 per crate.

Onions—Southern (Louisiana) are in active demand at \$1.25 per sack. Silver Skins, \$1.25 per crate. Spanish, \$1.40 per crate.

Oranges—Continue to grow scarcer, so far as desirable sizes are concerned, although as the demand is light at this season there are enough to go around. The receipts will continue to decrease rapidly now

and supplies will get very short a month later. Large sizes are more plentiful than the mediums, which command \$4.75 per box.

Parsley—25c per doz. bunches.

Peaches—White stock commands 80@90c; Barnards, \$1@1.25; Elbertas, \$1.25; Early Crawford, \$1.50. The crop is panning out larger than was expected, but receipts are still far behind consumptive requirements.

Plums—Green Gages fetch \$1 per bu. Lombards command 75@80c.

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

Potatoes—Local sales range from 35@40c per bu. At present the stock coming in is of good quality and is generally free from scab or any disease, but the late crop is what will suffer, especially if the weather should be wet from now until they are dug. Receipts continue to be ample and the carlot shippers are getting to work in earnest.

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

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

Squash—Hubbard commands 1½c per lb. Summer fetches 50c per 60 lb. package.

Sweet Potatoes—Somewhat lower, on account of the larger supply. Some of the receipts are showing a disposition to rot. Virginias have declined to \$2 and Jerseys to \$3 per bbl.

Tomatoes—40@50c per bu.

Turnips—50c per bu.

Watermelons—10@15c apiece for Georgia.

Wax Beans—75c per bu.

Cranberries—Initial receipts of Cape Cod berries have been received this week and from now on shipments will be plentiful. The early stock is as well colored as usual and is starting off at \$7 a barrel.

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.

Nicholas De Kruyder has purchased an interest in the grocery stock of his father at Rudyard and the firm name will hereafter be J. De Kruyder & Son. The firm will add lines of dry goods and shoes, P. Steketee & Sons furnishing the former and Geo. H. Reeder & Co. the latter.

Louis Hansen, formerly connected with the wholesale grocery department of Fred Larsen, of Manistee, succeeds Earl Irwin as shipping clerk for the Worden Grocer Co. Mr. Irwin will enter the University at Ann Arbor.

It doesn't always follow that because a woman is looking for a husband she is a good looker.

Jno. W. Dykstra & Son have purchased the grocery stock of Frank T. Crammer.

Peter Oudendyk, confectioner, is succeeded by C. Graves.

WINDOW TRIMMING

Displays Appropriate to the Early Fall Season.

On such a cold day as Monday turned out to be, the three-toned red rug in the large Norton Company window looked decidedly appropriate. The three-toned carpetings in a deep pile are generally artistic as to the design, and what is more cheery than they if the blending is of reds? Put such a carpet in a room with a snappy wood fire, with red candles burning and a soft light diffused through a red lamp shade, with the walls reflecting all these lovely warm lights from the velvety red surface, and—well, one feels that life, after all, is worth the living!

Most women seem to have a sort of fear to wear anything red, and they have the same prejudice to using the "danger color" in interior decoration, and yet I have never found the person, man or woman, who wasn't intensely fond of the vivid color. I think we must regard it as we do a streak of lightning, or the wicked adventuress in the play—as something beautiful and fascinating to look at, but something to be afraid of and to run away from! I don't know how it is with other people, but I myself get drunk on colors—yes, actually drunk—and to me red is the most intoxicating of all.

In the Chas. E. Norton Company window is a rich piece of green silk rep goods for straight-hanging curtains or portieres. It is all one shade of green and is barred off into a tiny diamond-shaped lattice by a dainty vine. The fabric is as old fashioned looking as a real grandmother's old parlor curtains, as is also the dark red goods draped next to it. There is a Madras curtaining for "denny" places. It has a creamy tint for the background, against which stand out figures in ciel blue, olive green, red and a deep buff. Another piece of den Madras exhibited is thicker, not so dainty as this, but so rich as to design that it is a veritable dream of Oriental coloring.

There are lighter goods here, also—a number of coarse-net curtains. The one in the center background, hanging to the ceiling, is especially pretty—the body part perfectly plain, the center edge ending in a Battenberg design, all cut out around the leaves and curlicues. 'Tis so simple and elegant that one is attracted to it at once.

I hate to leave this carpet store window, but others of an entirely dissimilar nature demand attention as well.

* * *

The Leonard Benjamins windows are eye-catchy this week, and the result is arrived at by simple methods. In the first place, there is a plenty of space left around the goods, so that they don't look crowded. In the east window each suit of clothes is supported by a nickel fixture and

on top of each suit is a bunch of white collars. Yes, a very simple idea, you would say. True, but 'tisn't every one that would hit on this little expedient to draw attention.

The west window contains negligee shirts and the new wide neck-wear. In the center of this display is a large white card, the black letters of which make the following reading:

Lost

Opportunities are all regretted.

Don't let this one get lost.

We claim that we are offering the most perfect dollar and dollar-and-a-half

shirt that can be produced.

They fit right, wear right and the patterns are right.

Hence, if you want to appear right, Invest

in some of these.

* * *

W. D. Werner's one window is small, but the jewelry goods in which he deals are of the dainty sort, and so do not need large space for display purposes. I do not know whether Mr. Werner trims his window himself or delegates the work to his gentlemanly assistant. At any rate, this window never lacks in interest. It is always arranged with exquisite taste, and the goods are so evenly distributed that one must admire the mathematical mind and the deft hand that produce the universally neat effects.

There was on Monday a small gilt clock in this window that somehow reminded one of Anna Held. First, by the arrangement of the dress of the girl holding the clock high aloft, her long, long train winding round and round her feet, just as did the naughty little French actress' dress in the "drinking scene." Perhaps her hair wasn't like the stage girl's for it was brushed smoothly down from a central part. But maybe Anna has had her mop of a topknot combed by this time, as the prevailing demure style probably struck her first of any! I like Anna's acting, but I don't like her tumble-down hair.

Miss Rachel Brennen shows a neat array of ready-to-wear hats for misses, the prevailing tints of which—I mean of the hats, not the misses—are green, brown and navy blue.

One Method of Conducting Successful Special Sales.

Every one knows, or should know, that the success of a sale depends mainly upon the degree of preparation. No matter how novel or spectacular the features, if the preparation is not complete, nothing but failure can be expected.

Some time ago we undertook the advertising of a house which for two years had been bombarding the public with special after special sale. Their copy was well written and set up, and they were the most liberal advertisers in town; but somehow the returns were decidedly frosty.

We soon discovered the fault lay in lack of preparation. The public, after being disappointed a time or two, refused to respond, and we saw that heroic measures would be necessary to win back the violated confidence.

The entire interior arrangement was overhauled, a bright, new, crispy appearance was given the store, and then we started after business.

We secured the co-operation of most of the fraternal organizations in town to participate in what we called our "Fraternal Benefit Sale."

Each order was given a day and received 10 per cent. of the amount of sales that day. The store inside and out was decorated with flags and bunting of the order. A delegation of prominent members acted as floor-walkers, and assisted very materially in handling the crowds and souvenirs emblematic of the order and of the store were distributed gratis.

The sale continued two weeks, and was highly successful, each order trying to outdo the others. At times the crush became so great that we were forced to close the doors, only admitting enough to take the place of those who had finished trading, and although an additional force of fifty

salespeople was employed, it was simply impossible to handle the crowds.

We were not surprised at the success of this sale, because nothing was left to chance. Every detail was thoroughly worked out beforehand. The forces we had set in motion were bound to produce results, and when we insisted upon the employment of extra salespeople, wrappers, etc., we were as certain of success as if the event was already a matter of history.

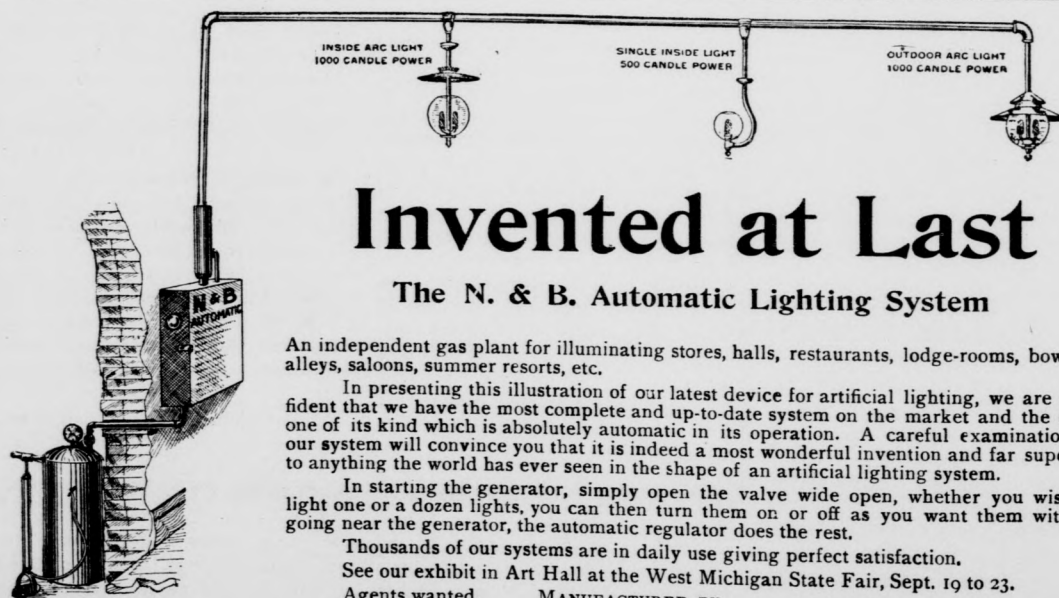
This sale is a good thing for the societies taking part. They have everything to gain, and if conducted properly can be repeated annually, especially as it has a beneficial after-effect.

Another of our notable successes—one that we have tried time and again always with gratifying results—is intended for the out-of-town buyer, although it always results in an increase of local business also—our "Annual Bargain Pilgrimage."

We make a special effort for the trade of railroad towns within a radius of twenty-five miles. We pay round-trip fare with purchases above \$10, provide free bus to and from the store, and each day we give to some lucky purchaser absolutely free a lady's or gentleman's outfit, complete from head to foot, value \$30. Every customer gets a numbered ticket, a duplicate of which is deposited in a sealed box. At the end of the day's business the box is opened in the presence of the public and the first number drawn gets the outfit.

The cost of this—railroad fares, free bus and all—averages something less than 10 per cent.

In our advertising we make liberal use of the local papers, daily and weekly, posters, circulars, hangers and occasional pictorial signs. We know that our success is due to the thoroughness with which all the details of our plans are carried out, that we avoid misrepresentation, and to the further fact that we always deliver the goods. Louis Sheikowits.



Invented at Last

The N. & B. Automatic Lighting System

An independent gas plant for illuminating stores, halls, restaurants, lodge-rooms, bowling alleys, saloons, summer resorts, etc.

In presenting this illustration of our latest device for artificial lighting, we are confident that we have the most complete and up-to-date system on the market and the only one of its kind which is absolutely automatic in its operation. A careful examination of our system will convince you that it is indeed a most wonderful invention and far superior to anything the world has ever seen in the shape of an artificial lighting system.

In starting the generator, simply open the valve wide open, whether you wish to light one or a dozen lights, you can then turn them on or off as you want them without going near the generator, the automatic regulator does the rest.

Thousands of our systems are in daily use giving perfect satisfaction. See our exhibit in Art Hall at the West Michigan State Fair, Sept. 19 to 23.

Agents wanted. MANUFACTURED BY

NOEL & BACON CO., 345 South Division St., Grand Rapids, Mich.

Review of the Hardware Market.

Wire Nails—An improved volume of business is being done in wire nails. There are rumors of shading in prices in the West, but concessions are usually disguised in the freight charges. There is also some irregularity in prices where competition is very keen, but current figures are so near the actual cost of production that the mills are refusing to make contracts beyond 30 days. Retailers are selling nails at prices which closely approximate those of the manufacturers, as the jobbers are able to obtain carlots at the same figure as the wholesalers. Quotations are as follows, f. o. b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days: Carload lots, \$1.60; less than carload lots, \$1.65.

Cut Nails—Although it is expected that the Cut Nail Association will meet soon for the purpose of reducing prices on its products to a level corresponding with that of wire nails, no such action has yet been taken and prices remain at comparatively high figures. While there is some unevenness in the market, carload lots may be quoted at \$1.60@1.65, f. o. b. Pittsburgh, for steel and iron nails, respectively, although these prices are frequently shaded. Local quotations are: Carloads on dock, \$1.70@1.75; less than carloads on dock, \$1.80; small lots from store, \$1.85.

Barbed Wire—Low prices on barbed wire have stimulated the demand, but, awaiting further developments, merchants are disposed to pursue a conservative policy and cover only for their immediate requirements. Mills, moreover, are refusing to book orders for future delivery at the ruling prices. There is a marked tendency toward a dissolution of the differentials between the various classes of trade, but the regular schedule of prices is as follows, f. o. b. Pittsburgh, 60 days, or 2 per cent. for cash in 10 days:

Painted Galv.
Jobbers, carload lots.....\$1 75 \$2 05
Retailers, carload lots... 1 80 2 10
Retailers, less than car-

load lots..... 1 90 2 20

Fence Wire—A large business is being transacted in smooth fence wire. The reduction in the price of billets has not yet caused any further cuts in the prices of wire, however, and quotations remain as follows, f. o. b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days: Jobbers, carloads, \$1.45; retailers, carloads, \$1.50. These prices are for the base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

Black Teeth.

Emigrants from Southern Italy are, many of them, disfigured by what is known as "black teeth." The teeth of these persons are affected during the period of growth by some gaseous constituent of drinking water, probably from impregnation with volcanic vapors. The defect often gives a sinister look to an otherwise handsome face, but, fortunately, does not, it seems, affect the strength or durability of the teeth.

LARGEST LINES—LOWEST PRICES

BEFORE YOU BUY

WRITE FOR OUR

**Special 1904
Holiday Goods
Proposition**

AND OUR NEW

CATALOGUE No. C388

OF COMPLETE

Holiday Lines

(NOW READY)

**Lyon Brothers
Save You Money**

*Toys of All
Kinds
Dolls
Games
Books
Albums
Imported
Chinaware
Fancy Goods
Perfumery
Etc., Etc.*



*Our Catalogues
are always
FREE
to Dealers on
application*

*Clocks
Watches
Flatware
Silver-Plated
Specialties
Cut Glass
Musical
Instruments
Talking
Machines
Etc., Etc.*



*Be sure to ask
for the Special
Terms on which
we bill
Holiday Goods*

**DO YOU WANT TO ADD A NEW DEPARTMENT TO YOUR BUSINESS?
WRITE LYON BROTHERS FOR FULL PARTICULARS.**

LYON BROTHERS

LARGEST WHOLESALE OF GENERAL MERCHANDISE IN AMERICA

MADISON, MARKET
and MONROE STREETS

CHICAGO, ILL.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

Subscription Price

One dollar per year, payable in advance. After Jan. 1, 1905, the price will be increased to \$2 per year.

No subscription accepted unless accompanied by a signed order and the price of the first year's subscription.

Without specific instructions to the contrary, all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date.

Sample copies, 5 cents apiece.
Extra copies of current issues, 5 cents; of issues a month or more old, 10c; of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - SEPTEMBER 14, 1904

OLD EDUCATION THE BEST.

Perhaps there is no subject which is not merely political and is not allied to commerce and finance that attracts as much attention in the United States as "education."

Nobody seems to hold such lofty ideas of the value of education as do the men who virtually have none. The very greatest gifts to colleges and universities have been made by persons who were classed as self-made, men who had become enormously wealthy without the aid of an education. Such men seem to have felt that despite their material success they had suffered from the lack of what has been called polite learning, and for that reason they have given largely of their wealth to found or endow universities and libraries.

Prof. Barrett Wendell, of Harvard University, in an article in the September North American Review, makes an argument for the old classical education, because it is that sort of learning that the self-made men felt they had most lacked. Science is so closely allied to manufacturing and commerce that when any of its various subjects were brought up in conversation it was considered that it was mere shop talk. But polite learning is something that is wholly dissociated from mere business. The self-made men who found or endow universities do not make of them schools to teach book-keeping or trades, but they establish institutions to teach the ancient languages, philosophy, literature and history. Writes Prof. Wendell:

Whoever has traveled in both Europe and America must have plenty of visual memories to illustrate the present consequences of this national conviction of ours. Among the most dominant architectural monuments of the Old World are the great churches and religious houses everywhere erected throughout the Christian centuries by vast grants and gifts. They imply the abiding faith throughout old Europe that salvation could best be assured by unstinting generosity to the church, which represented divine authority on earth.

In contrast in our own country, the most stately and impressive structures are not churches or religious houses. They are rather the abiding places of schools, and colleges, and public libraries, freely devoted to the education of everybody. These structures, to be sure, lack the dreamy beauty of

romantic fancy; but they are the best tokens which the munificence of our country could give that our national faith is unshaken. In education we apparently believe, and on education alone our national salvation depends. Sometimes our temples of education have been founded by public bodies, from Congress itself to town meetings, who still seem unwaveringly confident that, however lax they may be about other things, faithful devotion to the interests of education will go far to atone for their errors.

Evidently education in the United States has become a sort of fetish, a remedy to cure all evils, not only intellectual ignorance, but all moral and social wrongs. But what sort of education? Any education to be of use must not only embrace the imparting of information, but also the training of the mind. Says the Professor quoted above:

A satisfactorily educated man distinguishes himself from an uneducated one chiefly because, for general purposes, his faculties are better under his control. An educated man, in short, when confronted with new or unexpected problems can generally use his wits better than an uneducated one. Here we are on purely practical ground. The simple question becomes one of plain fact, not of prejudice. What kind of education makes people most frequently efficient for general purposes? Honestly answering this, although I am myself professor of a radical and practical subject, I am bound to say that purely practical considerations go far to justify the old system of classics and mathematics, in comparison with anything newer.

The practical aim of a general education is such training as shall enable a man to devote his faculties intently to matters which of themselves do not interest him. The power which enables a man to do so is obviously the power of voluntary, as distinguished from spontaneous, attention. Anyone, for example, can read the items in a newspaper. With no more interruption than occasional skipping, anyone can read a novel which interests him. Anyone can keep his wits fixed on a well-written play, particularly if the performers possess the advantage of personal attraction. But the moment anything be long or dull—sermon, poem, or problem, it is all one—only those can keep their wits from wandering who have somehow learned to control them. In other words, whatever interests people commands their spontaneous attention, and accordingly such power of concentration as is naturally theirs. But if a man is to make anything whatever out of a matter which does not interest him, he must concentrate his powers on it by a strenuous act of voluntary attention.

It would be difficult to explain the use of mental training more clearly and more simply than it is done by the writer quoted. It is the trained mind that is most capable of using its information to the best advantage, and of making the most faithful and useful mental exertions and research. It is one thing to be a repository, an encyclopaedia of information, but it is vastly more important to possess a mind so well trained that it will respond to any demand for use by its owner.

These are rare days in the outdoor world. Everybody should manage to soak up sunshine enough to keep him cheerful through the long winter that is not far away.

FAMILY REUNIONS.

The past summer has been marked by the large number of family reunions which have been held—a number far in excess, it would seem, of previous seasons—which goes to show that this beautiful custom is becoming more prevalent. Scores of these events, big and small, have been reported from time to time, and it can be safely predicted that of all the gatherings receiving newspaper publicity, none represented more downright joy and happiness than the family reunions.

There are a great many reasons for this. Outside of his own domicile, there is no place where the individual can feel so much at home as at a family reunion, and it is necessary to feel at home at any place to insure a good time. The individual knows everybody present at a family reunion and if he happens to be somewhat along in years, he knows their fathers and mothers and mayhap their grandparents and all about them, and it is a great aid to that freedom of intercourse so essential to the success and pleasure of any gathering. There are never wall flowers at family reunions. The individual has an interest in all present and the common experience is about the same, so there is no clashing of interest and there is much that is mutually interesting to talk about. Then, too, there is the tie of blood, transcending all others, which is the peculiar bond of the family reunion and which makes it unique. Men form ties in school, in business, socially and professionally, and on the field of battle, but the tie of blood ordinarily supersedes all in strength of attachment and devotion.

Family reunions are to be encouraged, for aside from the pleasure they afford, they are a social benefit. The family is the unit of society and whatever strengthens the family tie helps generally. Pride of family has been known to produce arrogance and conceit, but ordinarily it does not operate in that manner. The young man in whom family pride is strong, whose ambition it is to bring honor upon the family name, seldom is a failure personally and his efforts result in benefit to the community. In the zest which the family reunion gives to life, it is also a social benefit. Attendance is accompanied with pleasure, forgetfulness of self, and a cheerfulness follows which makes men and women happier and stronger to meet the obstacles of living and the duties of citizenship. Nobody, however much depressed, can spend a day among those who have an interest in his welfare, and who show it, without feeling better and coming to the conclusion that life, after all, is worth living. It is to be hoped that these gatherings of kindred will keep on increasing and diffuse their atmosphere of optimism, which is their prime characteristic. The community is better the more frequently they are held and the sum total of happiness is added thereto. They need not be elaborate; in fact, they should not be, for that might spoil their pleasure and social utility. As

far as possible they should be informal, to allow of that personal intercourse and freedom which make them so cheering and uplifting.

RECOGNITION OF THE TIP.

However much travelers may rebel against it, the tip is here and apparently here to stay. The quarter which the porter gets on the Pullman car, or more if the journey is a long one, has come to be almost as much his recognized right as the money paid the company for the ticket. It is a part of his compensation. His employer pays him small wages, because it is confidently expected he will collect the balance out of the patrons. The waiter at the hotel is prompt or slow, obliging or otherwise, as he scents or sees the hope of reward, or the reward actually in his hand. A dime or a quarter is a great lubricator and enables the joints of a waiter or waitress to move much more easily and rapidly between the table and the serving room. That it is a custom imported from Europe does not prevent its general adoption. In fact, a great many American fashions come from the same source.

The tip has at length been officially recognized by the United States Government, or at least by Secretary Morton of the Navy Department. It is often necessary to send officers traveling both in this country and abroad, and when they travel on Government business their expenses are paid. Hitherto there has been no allowance in the expense account for the tip item. Whatever gratuities the officer distributed were out of his own pocket and out of a pocket whose owner had none too large a salary. In France the tip is supposed to be five per cent. of the bill and in England it amounts to about eight per cent., according to well-established custom. Americans traveling abroad are usually more generous and there is no one in all the world whom the servants in a European hotel are so glad to see as guests on whose trunks are the magic letters, "U. S. A." Secretary Morton has recognized in the traveling allowance for officers 50 cents a day in the United States, a dollar a day in Europe and \$1.50 per day traveling on a trans-Atlantic merchant ship. Perhaps this will become the accepted scale and schedule for travelers generally. It is rather less than that voluntarily paid out by people of moderate or larger means, but goodness knows it is enough.

The Russian plan of "luring on" the Japanese has worked in a way they little expected. When the Japs beat them in the mountain regions they declared they would simply overwhelm them once the level country was reached. But events proved that the Russians could not stand against the Japs in the open any better than they did in the hills. In every kind of environment and against every odds the Japs have demonstrated their superiority as fighters.

DOROTHY DIX AT ST. LOUIS. Says It Is the Greatest Show in the World.

Once upon a time a girl who had spent a winter in Canada described to me the fearful joy of going down a toboggan slide.

"It is one of the things," she said impressively, "that I wouldn't have missed doing for a thousand dollars, and that I wouldn't do over again for a million."

That is always my mental attitude towards an exposition. When I turned my back upon the World's Fair at Chicago, and the White City passed into a glorified memory, I vowed that nothing on earth would ever make me go to another exposition, yet for months the towers of the Louisiana Purchase Exposition have been beckoning me on, and last week I succumbed to temptation, and for the space of six days wandered, footsore and weary, and rapturous and amazed, in the land of the Arabian Nights that has been conjured up on the banks of the tawny Mississippi.

Now, to see the fair in St. Louis in six days, or six weeks, or six months, or six years, in anything like comprehensive wholeness, is an utter impossibility. An architect might spend months in studying the beauties of its buildings. An artist might pass years before the pictures in a single exhibit in its vast art gallery. A student might burrow for a lifetime in the strange history of dead and forgotten people, an ethnological collection that tells and spells out the history of the human race from the very dawn of creation. All that art, and science, and skill, and ingenuity that brain has conceived, or hand wrought, has been gathered together here in the biggest, the most wonderful, the most costly show the world has ever seen, and the wonder of it, that surpasses all other wonders, is the completeness of it. The whole gamut of curiosity has been sounded, and no matter in what subject one is interested the Fair can truly say to them: "If you don't see what you want, ask for it," for it is here.

It will be seen, then, how cursory any account must be of as brief a visit as mine was to the Fair, and if I venture to try to give a bird's-eye view of its wonders, it is merely in the hope that my experience may offer a suggestion or two to other busy people who wish to catch a glimpse of its glory and its history and have not time to make a study of its wonders.

It is inevitable that one's first thought is to compare the Louisiana Purchase Exposition with the World's Fair. In a way they are alike, since both are built of staff and along the same general lines, but they differ from each other as one star differeth from another star in glory, and which is the more beautiful no man can say. The Chicago Fair had the marvel of its Court of Honor, with the classic beauty of its peristyle, marble white against the blue of Lake Michigan. The St. Louis Fair has its Plaza of St. Louis, dominated by a great snowy column topped by an allegorical figure in gold, that looks like the herald of the new day, and at its feet, rising from a lagoon, is a noble hill crowned with a Grecian Temple. From this radiates the curving terrace of the States—a great classic colonnade that forms the background for heroic statues that symbolize the States in the Louisiana Purchase, and this column ends in smaller temples fit for the worship of the high gods of Olympus. From the middle temple projects a shell-like basin, from which flows forth a great cascade, that tumbles and leaps down the steep hillside along a bed whose banks are guarded by dolphins that spout a silvery spray above the roaring cataract.

To see this lighted up at night is alone worth the journey to the Fair.

One evening I sat for hours on the wide stone steps leading down to the lagoon and watched this marvel. The crowd, never big, had dwindled to infinitesimal proportions. One by one the big buildings closed their doors and became as dark and silent as the mausoleums of dead giants. In the distance a band played fitfully. A group of rollicking sailors passed through the Plaza singing. Foreigners from strange corners of the world flitted by in outlandish costumes, visiting each other—pygmies from South Africa cheek by jowl with Eskimos, Chinese and Japanese, and red-turbaned Indians—all the nations of the world in one great polyglot assembly. Little by little the soft summer dusk deepened into darkness and into night and then an unseen hand touched a button somewhere and a miracle of beauty was wrought.

A quivering of light ran along the great colonnade, and from cornice and pillar and pilaster of every building there leaped a million stars into being, and in an instant more there was a flashing of glory that no pen may hope to describe. Each building was outlined with electric lights, and the arch of every bridge became a jeweled tiara fit for the brow of an empress. From the Temple on the hill gleamed myriads of diamonds, while a great searchlight turned on the cascades made a milky way through which the great stream plashed and splashed its way to the lagoon.

By and by the mysterious hand moved again and the light turned to opal, and then to red, and colonnade and palace crimsoned with the glow against the marble whiteness; the cascade ran a river of blood between its dolphins, and the great fountains in the lagoon sent up showers of rubies that fell again into the lake. The hand moved a third time, and the lights turned green as emerald, and then faded and paled back again into diamonds.

It is then, when one is half drunk with the splendor and glory of light and color, that one must step into one of the little gondolas or launches on the lagoon and drift slowly in and out among the buildings if one would see fairyland, a scene of enchantment, a vision of the Heavenly City so exquisite that it passes even the imagination to conjure it up in fancy.

To see the Fair on a limited capital of time and physical strength one should begin by going around the grounds on the Intermural Railroad. This gives a good idea not only of where the buildings are, but of the millions of miles they are apart and the impossibility of seeing them on foot, unless you are a champion pedestrian. Indeed, the chief criticism that everyone brings against the Fair, and after you have been there a day or two you bring it with force, vigor and emphasis, is the way it is scattered all over creation. The Intermural road charges to cents for going around the grounds. It also charges to cents for taking you from one station to another, but my advice is to stick to it and forget the price. Otherwise you are liable to faint with exhaustion and be lost in the desert somewhere in the magnificent foot-sore distances.

The casual visitor can not do better than start his observations with the cascades and the Terrace of States. From this it is an easy migration to the Art Gallery, which contains not only all the best American collections of paintings, but has a marvelous collection sent from all the leading European countries. This is particularly interesting, because all of the modern schools of art of every country are represented, and it offers the most unrivaled opportunities the world has ever known for the study of living painters.

Only an artist could do justice to the marvel of its wonderful collections, and I shall not try it, although

I went back time and again, drawn irresistibly by the fascination of a portrait by Zorn, so life-like, with such flesh tints, such a mystery of grace and naturalness as I never dreamed could be portrayed on canvas, and by a little picture in the British collection that told its own story—just a young soldier lying dead on his bed and a man sitting by a table reading a letter, his hard, stern face working with grief, while a younger man stood by the window looking with unseeing eye upon a world that was desolate because of him who had just left it.

While I was looking at this last picture for perhaps the twentieth time I was accosted by a shabby old man in a workman's clothes.

"That's a fine picture," he said.

"It is that," I agreed.

"Yes," he went on, "it just shows what good mechanics we have got in this country."

The most interesting thing in the Government building is the collection of presents sent to Queen Victoria at her jubilee, and whose loan by King Edward is more than an international courtesy, it is a guarantee of family affection. These presents are arranged in a large hall, at whose doors gigantic English guardsmen, pink and white and Cockney, stand guard. The gifts themselves consist mostly of gold and silver and ebony and sandalwood caskets, in which addresses of congratulations were sent to Her Majesty on the fiftieth anniversary of her reign. Most of them came from Indian Princes and Rajahs, and are marvels of exquisite carving, inlaying and filigree work. Here are also half a dozen velvet and gold embroidered saddles and Oriental trappings for horses sent by other Indian potentates that are a bewildering mass of barbaric pearls and gold and jewels. But the thing that makes a woman's heart simply stand still with envy is a gigantic fan presented by the women of Cape Colony. This has an ivory handle as big as a man's wrist, eight feet long, and banded with silver and gold, while the fan itself is a dream of soft fluffy ostrich tips about five feet across, ending in plumes of snowy whiteness a yard long.

In the Administration building you may see Uncle Sam at work. Here is the half of a battleship with every sort of gun and projectile used in the Navy, and handsome young marines standing over them. Across the way is a fort where the Army has gathered together all the various guns that have been used in this country. A little beyond is a Red Cross Hospital, with effigies of surgeons at work on the battle field. Still farther you may see money being made, while the very end of the building shows the Postoffice Department in actual operation. Here are the city mail carrier in natty uniform, the rural delivery mailman in his gig, the pony expressman of former days on his wiry little pony, guarding the mail against the Indians with his revolver; the Puerto Rican mail carrier, with his sombrero low on his face; the Alaskan mail carrier, with his sled and dogs, and, finally, the big, perfectly-appointed mail coach, with its crew of deft-handed messengers distributing the mail just as they do on any of the great railroads as the train flies through the country.

Near this building is the Indian building, with its strange totem poles, and about it is a curious ethnological exhibit of living men and women from the ends of the earth—giants and pygmies, Indians of many tribes, South Sea Islanders and Eskimos from the Arctic Circle.

The Philippine exhibit is perhaps the most interesting one thing. It covers fifty acres, and you may approach it across a bridge that is an exact counterpart of the bridge by which you enter Manila. Moored to the shores of the lagoon that is call-

ed Laguna de Bay are strange craft whose rigging and contour and management are unknown to us. Passing by these you enter the walled city of Manila, and thence past its barracks, filled with curious and savage weapons taken from the Filipinos, to a typical Manila residence of the better sort, all cool patio and fascinating bamboo furniture.

A little farther on are the villages of the many tribes that have been brought to the Fair from the archipelago. There are a thousand or more living in huts whose material they brought with them and engaged in their usual occupations. Here are women laboriously weaving coarse cloth on a loom that consists of nothing but a piece of board, over which the warp is passed, and which they fill in by passing a shuttle in and out among the threads. There is a blacksmith clumsily fashioning the head axe of his tribe. Over there, under a tree, a group of Igorrotes, absolutely and entirely naked, except for the most abbreviated of breech cloths, are doing a slow dance to the noise of horrible brass drums that look like pie pans. It is a kind of Oriental cake walk, without grace or abandon or interest, monotonous and dull. The men are copper-colored, heavy-set, but beautifully formed, with incredibly small feet and hands. Their faces are expressionless, flat-featured and unattractive. Their long hair is jet black, perfectly straight and matted, and on it they wear a curious little cap about the size of a tea cup, with no brim. It is covered with brass ornaments and chains and held on to their heads by hairpins, to which the chains are attached. Their bodies are incredibly filthy, caked with dirt, and it is plain to be seen that the first missionary aid to our new possessions ought to be soap.

The Palace of Varied Industries brings together all that is most fascinating in modern manufacture. One might stay here for weeks at a time admiring and studying the priceless laces, the marvelous silks, the wonder of glass and china, the beauty of furniture and all the best that the most skilled workmen of the world have created to gratify the children of luxury, but having little time at one's disposal, one must literally shut his eyes and flee out of the building if one proposes to do the Fair at all.

The foreign buildings are fascinating beyond description. The Chinese building is an exact reproduction to the minutest detail of the summer palace of Prince Pui. Outside it is a blaze of gold and crimson lacquer, and within it is a marvel of carved teakwood and jade and alabaster and cloisonne and embroidered silken hangings. It is built about a marble court, and even the furniture is arranged as it was when his Oriental Highness received a great potentate as his guest, the very position of the chairs holding a deep significance in Chinese etiquette.

The English Pavilion is set about with a most exquisite garden, the shrubbery that surrounds it trimmed into quaint figures of bird and beast, as if it might be an old-fashioned pleasure. Within the halls and rooms have been decorated by Adams and other famous English artist-decorators, and furnish limitless suggestions to those interested in making their homes artistic. The same thing may be said of the Austrian and Belgian buildings, where the treatment of some of the rooms in new and unknown shades of oak is a revelation in their daring and beauty.

In St. Louis they are singing a song which says, "Hike to the Pike," and one doesn't need a second invitation. The most striking feature of it is a great spectacular achievement called the "Tyrolean Alps," which is a magnificent reproduction of scenes in the Alps. A great range of moun-

tains, blue as if seen through the haze of distance, is the first thing that strikes your eyes as you enter the Fair grounds. At its feet nestles a little village all brown and green, with red-tiled roofs and flower boxes blooming at its windows. A Hungarian band plays in the little square before the town hall, while you sit in the hospitable shadow of the big, dim restaurant and partake of most superlative beer and eat frankfurters and potato salad that are a gastronomic dream. By and by, being rested, you take the little railroad that conveys you in actuality only a few yards, but in imagination miles and miles through the tunnels and across the chasms of the Alps, and where you look down on little villages and up at snow-cloud mountains and across at raging torrents, and so cleverly is it all constructed that you could not tell always where painted canvas leaves off and real dirt and live trees and running water begin. After you have descended once more to the village—and you feel like a celebrated mountain climber—it is time for more beer and to stroll across to the little village church, where they give a performance of the Oberammergau "Passion Play," and thence through the little street of shops filled with wood carvings and cheap trinketry out into the asphalt streets of St. Louis, U. S. A.

The Tyrolean Alps and the battle of Santiago—the latter such an exact reproduction of the blowing up of the Spanish ships that it curls your blood and brings the fight nearer than Sampson saw it—are the only two real novelties on the Pike. All of the others are the same old Streets of Cairo, with the same old camels and snake charmers and Nautch girls, and so on, that we saw upon the Midway at Chicago, but it is a kaleidoscope mingling of light and life and music and movement in which all the nations of the world are mingled in picturesque confusion, and it's all worth while.

After all, though, the most interesting thing at any fair is the people, and it struck me that the crowds at the St. Louis Fair were particularly worthy of study, because, for once, the people who ought to be at a place were there. It is not a city crowd. It is a country crowd. They have had good crops in the Middle West and the South, and the farmer has taken his wife and his sons and his daughters to the Fair. They wander about with their lunch boxes in their hands and with paper carry-alls with somebody's shredded wheat advertisements on them, which an enterprising firm is giving away, hung on their arms, filled with all the souvenir fans and tin match safes and soapstone pickles which are being donated to the public. A city-dressed man or woman is an exception, and as I looked into the shrewd, intelligent faces of the women, especially—the women who had garments fearfully and wonderfully made at home after the designs in the Ladies' Home Journal—I thought that human imagination could not compass the educational effect of this Exposition. For these people are appreciative, they have the American quickness to catch on, and it is safe to say that there is not a household in the Middle West that won't be uplifted by something that some one of its members or somebody in the neighborhood saw at the Fair.

In conclusion, let me say as the sum of all I have been trying to say, that the St. Louis Fair is the biggest and best fair in the world. Go and see it.
Dorothy Dix.

Crisp Advice for the Present Fall Season.

While the first of January carries with it as a matter of habit the idea of good resolutions, it is probably true that in the fall, when the days

begin to shorten, an instinctive, one might say lachrymose, era of resolutions comes to life. This is quite natural.

Summer, for most of us, is an enforced or chosen play-time and the bank account suffers a set-back in three months that nine months' penance can hardly efface. We know that we have spent many days in dreamy indulgence and, with hand on heart, determine that with the first of September things will be mighty different. We will work harder than ever before; we will build up the material strength that began in June to melt away; even nights will be devoted to indefatigable effort.

The three R's—regeneration, retrenchment and reform—will be nailed to the wall to be stared stolidly in the face. Truly the pendulum of human nature is swinging the other way, and this time we will spike it on the up-sweep.

Now, what will it all come to?

Shall this year be made different from others, or will our lofty plans lie sprawling on their backs within a fortnight?

Let us examine our own individual cases. What is the one thing above all others which must be done? For the business woman or the business man there can be but one answer. And that is, better business, not merely in the sense of making more money but in the sense of doing better work.

It may truly be said that only one worker in a thousand works constantly with the thought of the reward in mind. Those who do become sordid—usually make money but never become rich, no matter if their dollars run to millions. The average man or woman while engaged in the usual manner with business affairs strives to do the work of the moment to the best of his or her ability.

Even the laziest boy in the store springs into action and becomes almost enthusiastic over the new task that he feels carries with it some little responsibility. The mass are not money-grubbers, and yet in business the pleasure of doing and the unconscious sense of pay-day are the prime factors.

When the fall season opens, and the store is again busy with the returning crowds, let your good resolutions crystallize into an effort to meet their needs so exactly and so attractively that you may coax the dollars from the thinnest pocket-book. Aim also to supply not only those things which they may need and which might be bought of you as a matter of course, but put into the foreground in a compelling manner the things which they might buy if only seen.

Some stores find it profitable to turn all their efforts and all their displays to after-vacation articles. But the point is to do whatever you may do with the spirit of determination which possessed you when you discovered that your summer cost you one hundred dollars when you had figured on forty-three.

Get it back!

Some men will never miss the water if the beer holds out.

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

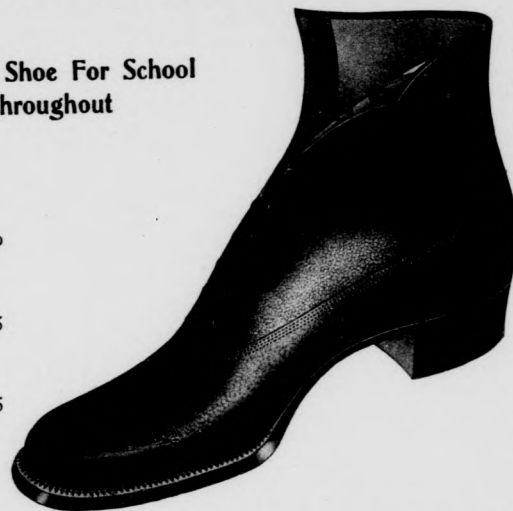
A Genuine Box Calf Shoe For School Boys—Solid Throughout

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.

West Michigan State Fair

September 19-23

A glorious opportunity to drop in and get acquainted.

Make Our Office Your Headquarters

We would like you to see the largest line of loose leaf goods in the State of Michigan

THE Edward Hine Co.

Mfg. Stationers, Printers and Binders
Loose Leaf Specialists

8-16 Lyon Street, Grand Rapids, Michigan



Gloves and Mittens

We carry a large and complete line, made up in the following grades:

Canvas, Muleskin, Goatskin, Calfskin,
Dogskin and Buckskin

We have some exceptional good values, and it will pay you to see our line before placing your order. Our prices are right.

Ask our agents to show you their line.

When you come to the West Michigan State Fair Sept. 19 to 23, make our store your headquarters.

P. STEKETEE & SONS, Grand Rapids, Mich.

Wholesale Dry Goods

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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

Fancy Shapes Shown in Fall Shoe Styles.

The shoe trade situation has not varied from what it was a week ago. Whatever improvement there has been, however, served as an index of what the future has in store for retail shoe merchants. The outlook for fall trade is very promising. Manufacturers are busy on the fall run and they report business about equal to that of last season. This shows that the buyers have placed liberal orders with factories. From reports received it would seem that their stocks are in pretty good shape.

The peaked toe has come to stay. Tan shoes will sell for fall. The fall weight will be practically the same as last year. All shapes of toes are selling well, and will continue through the fall season. The soles on the advance fall shoes have slight extensions, but nothing extreme. The patent leather with a dull top promises to be a great seller this fall. The styles for fall are conservatively sensible, and country dealers need have no fear that any extreme freak will make appreciable inroads on the trade. The toes are a little more slender, to be sure, but they are more graceful in appearance than the extreme pointer of a few years ago. All the best fall patterns run to a decided plainness. Some of the men's shoes will be a trifle heavy, to serve the needs of men who do not wear rubbers.

Next year will find both the men and women more particular about the matching of colors in hosiery and shoes. Tan shoes and tan hosiery will harmonize, and in the large cities many women will select their costumes to conform with their hosiery and shoes. The shrewd shoe buyer will familiarize himself with the popular fabrics for next season, and make his purchases accordingly.

Colors have been in such vogue this season that dealers have scarcely been able to supply the demand. Russets will be popular next summer, and patent leathers will sell better this winter than ever before. The dull calf will be exceedingly popular with the good dresser this fall. There is a lively demand for button shoes. Both the dull and shiny leathers are selling well. Tan oxfords will be big sellers next summer. White canvas oxfords for grown people will sell at a rapid rate to next season's midsummer trade. A few years ago the canvas shoe was an unknown quality, and the extraordinary demand this year caught the city retailers unawares, or, at least, with very little stock on hand. Canvas shoes heretofore have nearly all been made in high cut lines.

One of the latest models for fall is almost as extreme as the Piccadilly of a few years ago. A dime would easily have covered the point. Aside from the new toe there is nothing especially new in fall shoes. Bluchers for women and children are selling well in the best grades. The new tan in the ladies' line is a chocolate shade and its success is already an assured fact. Many blucher oxfords of plain and foxed and fancy

quarters will find a ready sale this fall. Fall business promises to be much better than the summer proved.

Boys' shoes in sensible shapes are selling well. The call for tans is so heavy that it is almost impossible to keep up a complete stock. Women's shoes for fall will have lower heels.

Millinery Buyers Have a Grievance.

Buyers of women's hats in large quantities complain that the omission of the manufacturer's name on hat tickets, or of some mark by which the maker of the hat can be known, is giving them considerable annoyance, in view of the fact of the great increase in the number of manufacturers within the last few years. They state that after the goods have been removed from cases and boxes it is almost impossible to tell the name of the maker. Identical names are given to various shapes by different manufacturers, and as jobbing houses have their own tickets attached to their hats, buyers and stock clerks are often at a loss to know the producer's name, the tickets on the goods as a general rule being the same on all the shapes, printed by one concern, and in similar type. The manufacturers of hand-made goods have the advantage in this regard over the manufacturers of pressed or machine goods, as the former are adopting trade-marks, which are placed on tickets or hat tips by which they become known very readily to those whose business it is to know the goods that they handle.

It would be well for manufacturers to have a number, monogram or insignia of some kind placed on their tickets, so that they can be identified. These numbers, monograms, trade-marks or insignia can be placed on the ticket when printed, so as not to interfere with the name of the jobber or department house or name or pattern number of the hat, and to avoid duplication the ticket of each manufacturer should be filed with the Secretary of the Straw Goods Association or the Secretary of the Millinery Jobbers' Association, or the maker of the ticket. This will aid buyers and stock clerks in ascertaining the maker's name, produce duplicates for the right parties, and save to some extent the giving away of a style to be copied by competing manufacturers. The practice that obtained several years ago of manufacturers filing names of hats with a prominent jobber to avoid duplication was honored more in the breach than in the observance. The filing of a ticket as above suggested would be a great aid in minimizing the difficulties in handling a large hat stock.

Good Summer Shirt Trade.

The summer shirt trade has been good from every point of view. The retailers bought conservatively for this season, but found they were likely to run short before the season had progressed far and consequently they had to make additional purchases. Flannels were in excellent demand for strictly outing purposes, although a few men wore them to business. Madras in plain white, fancy woven white, figured, and also

dark tones has been in excellent demand, also some percales, of course, all in the negligé styles. The retailers are selling practically nothing but the negligés this season. Pleated fronts are selling, but not to the same extent that plain shirts are. Shirt sales have been in order for some time and have been very successful, but the majority of the lines thus sold have been made up for the occasion and are not to any great extent left-over lines of the regular stocks.

By the middle of this month travelers for shirt houses will have departed on their several errands in search of orders for the spring of 1905. Preparations are still in progress at the factories, and no complete line has as yet been submitted to critical eyes for enlarged description. It is said the exhibit will be of a conservative character in the matter of pattern display, the "endless variety" phase of the subject having made a few manufacturers very timid. The white dress shirt shows no change from the styles that have prevailed for some years. The bosom is plain and with buttonholes for studs, although there are eyelet fronts for those who prefer them.

It would be hard to make some people believe there was anything "rotten in Denmark." It seems to be all in Russia, with none of it getting away.

The bent pin has proven a critical point in many a man's life.

Charley the Cobbler



Charley the cobbler whose corn-making day
Has passed in the history, for business
don't pay.
He thinks he will put on a white wing
suit,
For the HARD-PAN people are getting
the fruit
With the HARD-PAN shoe of endurance
and style,
But Charley the cobbler is lost by a
mile.

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.

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.



Best Methods of Handling Apples for Cold Storage.

The cold storage investigations of the Department of Agriculture during the past year have brought out more clearly than before the fact that the apple handler will need to give closer attention to the conditions in which the crop is grown, if he is to avoid some of the serious trouble that now confronts him in the storage of the fruit. For example, it has been found that fruit that has been forced in growth deteriorates earlier in the storage season than the same variety grown more slowly. The York Imperial, Ben Davis, Hubbardston, Winesap, Pound Sweet and Rhode Island Greening apples from rapidly-growing young trees, or overgrown fruit produced in rich soils, or in a light crop, have broken down in the warehouse several weeks or even months earlier than the medium-size, more slowly-grown fruit of the same varieties. The flesh of the apple grown under these conditions shows a gradual discoloration, finally assuming a brownish color, which is generally attributed to the freezing of the fruit in the warehouse.

The practical way to avoid losses of this nature is to know more about the condition in the orchard, to watch those lots that may be expected to break down relatively early, and to sell them before they reach the point of deterioration.

Our investigations of the past year have emphasized more strongly than before the fact that the apple scald is induced largely by faulty methods in the handling of those varieties that are susceptible to the trouble. First, the premature picking of the fruit increases its liability to scald, as the apples that have developed a high color seldom show the trouble. Second, the delay in storing the fruit after it is picked causes the scald to develop earlier in the season and with greater severity than in the fruit cooled quickly after picking.

These two factors are more important in causing the scald of apples than all others put together, and the trouble can be reduced to a minimum only when those varieties, like York Imperial, Grimes' Golden, Rhode Island Greening and Wagener, that scald most severely, are allowed to reach a high color before picking, are stored quickly afterward in a temperature not above 31 to 32, and then are sold relatively early in the season.

At least three-fourths of the commercial troubles in the cold storage of apples is the result of handling the fruit roughly in picking, packing and shipping, coupled with a delay in storing the fruit after it is picked. The apple ripens quickly as soon as it is severed from the tree, and the diseases grow rapidly. Every hour that the fruit lies in piles or in packages in the orchard, in buildings, in

unventilated box cars in transit, or at the terminal of the road, in warm weather, it is consuming a part of its life that otherwise would be passed in the warehouse. Having a shorter time to live on account of this treatment, and the diseases having spread, the fruit deteriorates early in the season from scald, from decay and from natural death. In cool weather the effect of a delay in storage is not so injurious, as the ripening advances less rapidly; but when the temperature is in the eighties and nineties, a delay of a week may shorten the storage life of such varieties as the Grimes' Golden, Rhode Island Greening or York Imperial from two to four months.

There is need of more information regarding the limits of temperature in which the common fruit diseases grow. It is reasonably certain that the apple scab, the molds that sometimes grow upon the scab, and the bitter rot, do not grow after the fruit is cooled to a temperature of 32 Fahrenheit.

The diseases do grow rapidly before the fruit is stored if it is confined in a close atmosphere, as the moisture given off by the fruit, together with the warm air, furnishes the most favorable conditions for their development. It is not uncommon for the apple dealer on removing the fruit from storage, or for the exporter on its arrival in a foreign market, to find much bitter rot in a lot of apples that were apparently sound when packed. The trouble has not probably spread in the warehouse, but has developed rapidly while the temperature was warm and the air moist.

The common soft rot that is the most common disease in storage apples and which causes you to repack much of your fruit in the spring, attacks the fruit, not on the tree, but through some bruises on the apple after it is picked. Unlike the bitter rot or apple scab, this disease continues to grow slowly in the temperature of the storage room, but it spreads with great rapidity during a delay in warm weather. So when you find a loss of 10, 20 or 30 per cent. from soft rot the evidence is almost always conclusive that the fruit has been handled roughly, and that it was not stored quickly after picking, unless the warehouse has been grossly mismanaged and the temperature has remained for a considerable time above the degree of cold which the warehouse man contracts to maintain.

I would like to emphasize still further the importance of checking the ripening of the fruit quickly after picking, if it is to retain good shipping and keeping qualities, by referring to a phase of the peach industry. Those of you who handle peaches that are in transit from three to five days in refrigerator cars know that it is not uncommon to find the fruit in the bottom of the car hard and sound, while that in the top layers of the car may be dead ripe or may have developed from 10 to 30 per cent. decay. And this condition occurs even when the cars have been iced thoroughly throughout the trip.

You Won't Have Trouble

IF YOU BUY

Ladd's Full Cream Cheese

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

Manufactured and sold by

LADD BROS., Saginaw, Mich.

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

It Will Only Cost You a Cent to Try It

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

L. O. SNEDECOR & SON, Egg Receivers

36 Harrison Street, New York

Egg Cases and Egg Case Fillers

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

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

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

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

R. HIRT, JR., DETROIT, MICH.

Poultry Shippers

I want track buyers for carlots. Would like to hear from shippers from every point in Michigan. I also want local shipments from nearby points by express. Can handle all the poultry shipped to me. Write or wire.

William Andre, Grand Ledge, Michigan

Fresh Eggs Wanted

Will pay highest price F. O. B. your station. Cases returnable.

C. D. CRITTENDEN, 3 N. Ionia St., Grand Rapids, Mich.

Wholesale Dealer in Butter, Eggs, Fruits and Produce
Both Phones 1300

Distributor in this territory for Hammell Cracker Co., Lansing, Mich.

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.

The sound condition of the fruit in the bottom of the car is the result of the rapid cooling, which is quick enough to retard the ripening and prevent the growth of the peach rot. The fruit, therefore, arrived in market in nearly the same condition that it was on leaving the orchard. The hot air from the fruit rises to the top of the car, and the peaches ripen and the rots develop in that position before the temperature of the car can be brought down sufficiently by the ice. The fruit in the top of the car, therefore, often arrives in the market in a soft and unsatisfactory condition. During the present season we have been investigating this phase of peach transportation, and have shipped several cars to distant markets in which the fruit was cooled quickly to about 40 deg. Fahrenheit as soon as it was packed and before entering the refrigerator car. Under these conditions the temperature of the fruit has been maintained for a week in transit by the ice in the car, and the fruit has arrived in perfectly sound condition from the top to the bottom of the car. At the same time, peaches shipped under the ordinary method of refrigeration have developed from 10 to 25 per cent. of soft or decayed fruit in the top layers. As a result of these investigations, which the Department of Agriculture will extend to different kinds of perishable produce, it is believed that some of the losses in the shipment of perishable fruits and vegetables may be reduced to an important extent by cooling the produce before it is locked in a refrigerator car. These investigations emphasize from another standpoint the importance of cooling fruit quickly after it is picked in order to give it good shipping and marketing qualities.

There is an increased demand throughout the civilized world for fruits of all kinds as a staple article of food, and we are only at the threshold of the development of the apple industry. The demand for fruit increases rapidly if the markets are supplied with fruit in prime physical condition. The consumption, on the other hand, is retarded when the consumer is supplied with fruit of inferior grade or in poor physical condition. G. Harold Powell.

Bought Eggs of Rockefeller.

"Cleveland as I first knew it in 1852 was vastly different from the city of to-day," said Henry M. Hall, of Pittsburg, a former resident of this city, who is revisiting it. "Then it was well called the 'Forest City,' because of the many groves of trees of various kinds all over the territory just east of Erie street. The population was but about 18,000 or 20,000.

"The leading wholesale grocers at that time were Charles Bradburn & Son and the two Hanna brothers, on River street. These later, from Columbiana county, were two of the finest men that I ever knew. One of them was the father of the Hon. Marcus A. Hanna. At that time Marcus was a youth of 16, well built,

ruddy, and enthusiastic, who not many years after engaged with his brothers in business and well laid the foundations of a most successful business career. Among the commission merchants Charles Barrett was one of the most prominent and intelligent. This was some time before J. D. Rockefeller came in from a farm to enter the commission business on River street, near the Detroit Steamboat dock.

"Of Mr. Rockefeller at this time I bought butter and eggs and country produce. I carried on a large retail grocery business on Ontario street. Mr. Rockefeller was a large-boned, plain-looking young man, with a large nose and good business ability. From the first he took an active part in the Baptist church, and was highly respected. It was while I was in business on Ontario street I bought largely of merchandise of Mark Hanna, William Edwards, Charles Bradburn and John D. Rockefeller.

"About the year 1860 a man came up from Oil Creek with an 'option' upon the McElheny farm, near Petroleum Center, which John D. Rockefeller and his partners fortunately purchased. This laid the foundation of his immense fortune and his success in the oil business, as the oil farm produced about \$100,000 worth of petroleum. With this capital he engaged in the refining business in Cleveland, which grew rapidly into immense proportions by reasons of its great necessity and a decided 'pull' Mr. Rockefeller had upon the shipping facilities of Cleveland, eventually extending to the Erie and Pennsylvania railroads. By these advantages he was able to overcome and put out of competition nearly all the other refiners of Cleveland. He seems to have become an Aladdin of finance, as every 'lamp' of oil he rubbed appeared magically to have produced oil wells, oil tanks, tank cars, pipe lines, steamships, refineries, innumerable warehouses, banks, mammoth offices in many cities, and magnificent palaces.—Cleveland Leader.

Worth Remembering.

Self confidence is self deceit.
Only the weak have time to worry.
Meditation is the mold of character.
Theology is a map and not a country.

All great deeds have been born of dreams.

A man's size does not depend on his situation.

There never was greatness without gratitude.

A light heart makes a lighthouse in a dark world.

Benevolence for business only breeds malevolence.

Life is the fruit of the past and the seed of the future.

Put out the lamp of works and you lose the light of faith.

It is the truths we do and not the ones we indorse that save us.

People who are always trying to be some one else succeed in being nobody at all.

For fifteen years I have worked to build up a

Good Michigan Cheese Trade

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

Fred M. Warner, Farmington, Mich.

Butter

I want receipts of fresh dairy butter all the time. The dry spots are all wet and good prospects of plenty of dairy all the year around.

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.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 10—Quietude prevails in coffee circles and actual sales consist of small lots. Possibly there is a better feeling generally than prevailed last week, but there is no observable improvement. In store and afloat there are 2,305,136 bags, against 2,482,170 bags at the same time last year. Mild sorts continue in steady request, especially West India grades. Good Cucuta, $9\frac{1}{2} @ 9\frac{3}{4}c$, and $11\frac{1}{2}c$ for good, average Bogotas. East Indias are firm and meeting with fair call.

Sugar is quiet so far as raw business goes, and most of the trading consists of withdrawals under previous conditions. Prices are firmly adhered to and are likely to be quite stable for some time to come. Raw sugars rule quiet.

No transactions of importance have taken place in the tea market, although holders generally seem to be quite content with the situation and anticipate a good volume of business later on. Prices are fairly well sustained.

There is some slight improvement in rice, orders having been received from quite a number of out of town dealers. Prices remain about unchanged and are too low to show much margin of profit to any one.

There is a steady and improving market for spices, and with supplies of certain sorts running light the situation is in favor of the seller. It is doubtless a pretty good plan for retailers to carry fair stocks. For Singapore pepper $11\frac{1}{2} @ 12c$ in invoice lots is about the range; Acheen, $10\frac{1}{2} @ 10\frac{3}{4}c$. Nutmegs are steady. Cloves are firm, with Zanzibar at $15\frac{1}{2} @ 16c$.

Molasses is in fair request and steadily improving, but no advance is looked for in the near future. This is for grocery grades, but the lower sorts are also selling well and are firmly sustained.

In canned goods there is considerable attention again being given to tomatoes and corn. The weather has been cold and dismal for a week with little sunshine to ripen the fruit—or vegetable, which is it?—and as a consequence there is an easing up of the supplies being sent to the factories. There is time enough yet if frosts stay away for a good pack, and, indeed, there will be no scarcity as it is, but the market is rather firmer and sellers do not seem to take any interest in offers of less than 70c f. o. b. Corn is firm and a fair demand has existed this week. Peas are steady, with good supplies of medium and cheaper grades. Salmon shows little, if any, change. There is a fair demand and spot stock is cleaning up in a satisfactory manner.

No noticeable change is seen in butter. Buyers are taking rather small lots. The amount of strictly

desirable stock is not over-abundant and is cleaning up at about $19 @ 19\frac{1}{4}c$, although the latter is probably about the very top. Other grades are moving at about previous rates.

There is little change in the situation so far as cheese is concerned. Country markets are firm and this is reflected to some extent here. While small sizes of full cream cheese are held at $8\frac{3}{4}c$, this might be slightly exceeded in case of a few well-known dairies. Large sizes are steady and the supply is not over-abundant.

Fancy Western eggs, $22 @ 22\frac{1}{2}c$, with a good demand. The market shows improvement all around. Average best Western, $20\frac{1}{2} @ 21c$.

Mailing Advertising Matter Without Stamps.

Washington, D. C., Sept. 12—Business men throughout the country will soon be able to send out their advertising matter without affixing the necessary postage, providing they deposit not less than 2,000 pieces at one time. Regulations to govern the dispatch of this class of mail matter are now being prepared by the Third Assistant Postmaster General.

Under the present system of mailing a one-cent stamp must be affixed to every circular sent out by a business house. This necessitates a force of clerks to affix the stamps and an additional force of clerks at the post-office to cancel each individual stamp.

Under the rules now in preparation all that is necessary is for the business man's representative to go to the post master and say that 2,000, 5,000 or 10,000 pieces of mail are ready for mailing. He deposits in cash the amount of the postage. The postmaster then selects enough samples from the lot to make a pound. This number is made the basis of calculation. The number are weighed, and if found correct, the circulars are distributed to the different points without passing through the canceling machine. There is no difficulty experienced in shortage or overweight as each piece of mail must be of identical character.

The business men are hailing the innovation with delight, as it saves them time and additional clerk hire, and the postmasters are equally pleased, as it relieves them of a great deal of hard work.

The English Idea.

Senator Depew occasionally delves into the capacious and well filled sub-way of his memory and brings to light something new in the way of an anecdote. While returning from abroad on his latest trip—which, he says, he hopes will not by any means be his last—he overheard a heated dispute as to the respective merits of America and England. The disputants were a prominent New Yorker and a well known British statesman whose reputation for laconic repartee is international. "My country," shouted the Yankee, "knows no east, no west, no north, no south!"

"Aw, indeed? What a blawstedly ignorant country!" drawled the Englishman.

Patience is an uneventful way that leads to success.

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.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.
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.

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.

Wanted

Daily shipments of

Butter, Eggs and Poultry

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

Lansing Cold Storage Co.
Lansing, Mich.

Green Goods in Season

We are carlot receivers and distributors of green vegetables and fruits. We also want your fresh eggs.

S. ORWANT & SON, GRAND RAPIDS, MICH.

Wholesale dealers in Butter, Eggs, Fruits and Produce.

Reference, Fourth National Bank of Grand Rapids.

Citizens Phone 2654.

Bell Phone, Main 1885.

CLOVER TIMOTHY ALSYKE

If in the market to buy or sell write us.

ALFRED J. BROWN SEED CO.
GRAND RAPIDS, MICH.

—We Carry—

FULL LINE CLOVER, TIMOTHY AND ALL KINDS FIELD SEEDS

Orders filled promptly

MOSELEY BROS. GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street,

Telephones, Citizens or Bell, 121

The Vinkemulder Company

Fruit Jobbers and Commission Merchants

Can handle your shipments of Huckleberries and furnish crates and baskets

Grand Rapids, Michigan

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

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

Chestnut Trees Can Be Grown With Profit.

Washington, Sept. 12—Throughout the Northeastern States, from Massachusetts to Maryland, and as far West as Indiana, chestnut holds an important place as a timber tree. Commercially, it is chiefly in demand for ties, telegraph and telephone poles and posts, for all of which purposes, as well as for some constructional uses, it is especially adapted by its peculiar power to resist decay in contact with the soil. It is also largely used for fuel and general farm purposes. In Maryland alone, according to the 12th census, its annual market yield of lumber railroad ties, and telegraph and telephone poles amounts to over \$100,000, besides large supplies of material for local consumption.

It happens that chestnut is especially fitted for management in farmers' woodlots. Before scientific forestry began to be heard of in the United States, and when forest preservation was not uncommonly talked about as a sentimental fad, the thrifty owners of the small tracts of woodlands which cover so much of Southern New England, New York, Pennsylvania, and neighboring states had long been cutting successive crops of the hardwoods which sprout rapidly from the stumps, thus practicing more or less rudely what the forester call the "pure coppice" method of management.

The superior market for chestnut, combined with its rapid growth, gave it, on the whole, the leading place in the esteem of these woodlot owners, who by winter cutting were able to turn to good account time for which farm occupations gave no other employment.

The results of a study recently conducted and soon to be published by the Bureau of Forestry show strikingly the advantages of chestnut for this kind of management, and at the same time suggest some very practical conclusions concerning how the methods now in vogue may be improved. Like other trees which reproduce by sprouting chestnut loses its vigor when the root system becomes too old. Trees grown from seed increase, both in height and bulk, more slowly for many years than those grown as sprouts from the stump. But by the time the trees are from eighty to 100 years old the seeding trees will catch up, and eventually reach a larger size than the others.

Chestnut tends to produce seed abundantly, and if the nuts were left to sow themselves the forest would take care of itself very well. But crows and squirrels and other animals levy a heavy toll. Far more formidable, however, in well-settled regions, are the gatherers of nuts for the market. With chestnuts selling at an average of \$2.50 a bushel, there is a premium on the seed crop which makes propagation of the trees through this means a matter of dubious chance. When in addition the hogs are permitted to range the woods for mast, the cattle to browse the tender shoots as they rise from the

ground, the prospect of seeding growing is small indeed.

Chestnut is not exacting in its soil requirements. Its roots spread comparatively deep, so that it is not so sensitive to fire or human destruction from any cause as most species. Its sprouts grow so fast that a height of seven or eight feet at the end of the first season is not uncommon, and its stumps are so vigorous that one will often produce forty to fifty sprouts.

Not more than one in eight or ten of these will mature, but by selecting the most promising the full vigor of the parent stump may be concentrated on them to the great improvement of their rate of growth. The observations made by the Bureau have proved that low stumps produce more vigorous sprouts than high ones, and that winter or spring cutting is followed by better results than that done in the summer or fall.

Telephone poles are grown in Maryland from healthy stumps in thirty-five to thirty-eight years, and ties may profitably be cut in about twenty-nine years. Too early cutting of ties should be discouraged as wasteful in the long run. The practice of permitting contractors to cut unrestrictedly for a given sum is one which works much injury to the permanent productiveness of the woods.

Although the study of the Bureau of Forestry already referred to was confined to Southern Maryland, many of its conclusions are applicable, with proper local modifications, to chestnut throughout its range.

Worked a Confidence Game.

A West Side butcher narrated the other day a story illustrative of the intelligence of dogs.

"A patron of mine," he said, "had a collie that came to me one morning with a slip of paper in his mouth.

"Hello, doggie," said I, and the collie wagged his tail and dropped the paper on the floor at my feet. I opened it. It was a signed order from his master for a piece of sausage. I gave him the sausage. He ate it and went home.

"Time after time the collie came with these orders to me, and finally I stopped reading them. Each, I presumed, was for a sausage, and each procured a sausage. I suppose, all told, the dog got as many as twenty pounds of sausage from me in two months.

"But the master, when I presented my bill, kicked. He said he had only given the dog about a dozen orders, whereas I must have honored nearly a hundred.

"Well, the upshot was that the two of us got together and did a little detective work. We watched the dog. And do you know what we found? Why, we found that this cunning dog, whenever a sausage hunger seized him, would grab up a piece of white paper—any piece he could find—and bring it to me.

"I had been careless, you see, never looking at the paper, and through my carelessness the collie had fooled me for two months."

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
US

FOR
PRICES

Pre-eminently the Best

WOOLSON SPICE CO.

TOLEDO, OHIO

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.

JUDSON GROCER CO.

GRAND RAPIDS, MICH.

18, 20, 22 and 24 MARKET STREET

SILK RIBBONS

Used More This Season Than For Several Years.

The heads of ribbon departments have experienced during the past few months conditions that have been of a prosperous turn. This is in some sense due to the vogue that has come into being for the use of ribbons as trimmings for both costume and millinery purposes. Ribbons are used lavishly this season and with little sense of real utility, being simply as a matter of ornamentation. Just at present there is a lull felt in the ribbon trade, but ribbons are active at retail and before many weeks they are likely to become lively once more at the wholesale end of the market.

Buyers are buying carefully in many cases more conservatively than their trade warrants, but the fault is on their own heads and when the real demand comes this fall they will find that they are insufficiently stocked.

Ribbon velvet trimming has been comparatively dead this summer, and that for obvious reasons, for it is too heavy and cumbersome a trimming to be much in favor during the hot months. During the fall and winter however, this ribbon trimming will regain its accustomed favor and this winter, so the fashions tell us, velvet will be much used. Hats will show large quantities of this trimming, and costumes which are made of rich fabrics can be made still richer in effect by the judicious use of velvet trimmings.

Wide crush ribbon belts will be very popular this fall and so will fabric belts of all kinds. Every woman now sees the advantage of the odd belt and the woman who dresses at all well has several belts for different occasions and these belts are generally made of ribbon of fine grade. In fact the cheaper grades do not give satisfaction.

Dainty figured ribbons have been much in favor this summer, and with the revival of this vogue many entirely new designs have become popular. There have been two distinct claimants for popular approval, the hazy effects and the minute carefully worked out ones. Each has its following, although the fine designs seem more appropriate with the Directorie styles in general. That was the time when they wore such quaint ribbons and very pretty they were too.

Mousselines and taffeta ribbons in plain, soft, light-weight weaves have been moving rapidly in the retail stocks and the outlook for fall on these lines is propitious. While these light weight ribbons are really more appropriate for the hot months they are quite the proper things for dainty gowns in the colder months of the year. Nothing trims a house gown quite as well and daintily as these dainty ribbons, and women understand this pretty well.

Jet trimmings will be somewhat used, although it has been struggling for some time for recognition from the leaders of fashion. It is confidently asserted by the ribbon manufacturers and wholesalers that heavy

ribbons will be used more this season than for years past.

The best color in rich ribbons of course is black, although there are several novelty shades which are begging for favor, and if their merit is considered will probably get it.

Foreign collections of ribbons are now completed with the importers, as well as with departments in wholesale houses that make a special effort for fall business. The distinguishing feature this season is the use of the monotone. It is now absolutely certain that from three to five shades of a given color will be employed for millinery purposes this fall and winter, thus opening up a wide field for silk ribbons.

When the monotone idea is disregarded, soft shades of contrasting colors will be the order of the day, although in general the monotone will be exceedingly fashionable. It is especially noticeable that fancies are subordinated to plain colors, although they are shown in a wide range of unobtrusive effects.

It is reported that glace taffetas are confidently offered as novelties.

The revival of the moires is a question which ribbon buyers are discussing with a great deal of interest, although there is little real information to be had on the subject. It appears that the "revival" was brought up by some man who had an axe to grind, but certainly it has attracted attention to the moires and it seems likely that before the winter is over they will be in good favor.

Buyers are going to carry what they can sell, and that, too, in the largest quantities, and everything which does not sell is just so much dead load for them to carry. The idea of loading up with ribbons when indications are few of a good season would strike many buyers as the height of absurdity, but others who can read fashions better see clearly that ribbons are to have a good season this year.

Underwear and Hosiery.

Instead of holding off in the purchasing of underwear until the last minute, as is usually the case, buyers are placing liberal orders. Retail stocks in the knit goods line seem to be in satisfactory condition and the hand-to-mouth policy of two seasons back seems to be out of date. Probably the exceptional values now offered are responsible for this change of mind on the part of the market buyer. In half hose lines solid colors, such as tans, navies and slates, are selling best. The popular blacks are reinforced at heel and toe. Knee drawers have taken so well with the country trade this summer that not a few of the market buyers have placed very liberal orders for next season.

Great oaks from tiny acorns grow and maybe some of us would get up in the world if Fate would wait on us for a century or two.

It must have been a godmother who didn't know much about dancing who sent Cinderella to the ball in glass slippers.



Our strict adherence to the policy of "Quality First" entails obligations. Among others right styles, materials, tailoring, fit and finish. Bearing these in mind, all comparisons emphasize our low prices; per contra, no price is low where quality is ignored.

Percival B. Palmer & Co.

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

The "Quality First" Line

Chicago



New Blocks Shown in Men's Hats for Fall.

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

From the styles already issued it appears that the full round crown will predominate this season. Other special makes will be introduced next month, and while it is the general supposition that the styles yet to be shown will be similar to those on sale, still, there is the possibility that some manufacturer will introduce a novelty that will meet with quick favor. As it is seldom that novelties in hats "sweep the country" there is every reason to believe that the fall business will be done on the conservative styles that are now shown. It is difficult to make a hat with other than round crown and have it suit the tastes of so many wearers as does the full-shaped hat. The brims on the fall styles are slightly pitched in front and rear; a few good shapes have nearly flat set brims, and the curls are mostly of the oval and open varieties.

There will be a continued effort on the part of manufacturers and retailers as well to increase the popularity of brown derbies. Brown cloths for fall wear are being pushed to the front by the clothing manufacturers and orders for garments of this color are numerous. While it is true that many men purchase but one hat a season, it is also true that many men who will purchase a colored hat will also purchase a black one, and should the retailer give colored hats the prominence they deserve at this time there is no reason why his sales should not be increased 25 per cent. Of all seasons of the year fall is by all odds the best season for brown hats. A number of shades of brown hats from light to dark are shown, but the medium shades are most attractive and to date have sold best.

The subject of soft hats is an important one at this season of the year, because of the great amount of out-of-door exercise indulged in by many people during the early fall months. The work of the buyer in making his selections at this time is not in any way simplified by a decrease in the variety of styles that are shown, for while the staple alpine shapes are shown in every line, the variety of natty styles has been increased and embraces a wider variety than usual of the low crowned outing or golf hats. On the introduction of the low crown soft hat a few years ago, manufacturers were contented to designate the style as an outing hat; with the increase in popularity of golf the name was changed to the golf style.

The style of some of the hats has been slightly changed and finds great popularity with students, so that at the present the hats are known as college styles. These hats go through

a process in the making which renders them very soft and mellow, and as they are produced in light colors they are extremely handsome as well as delightful to the touch. The crowns are low and are so shaped that they can be worn creased, dented or telescoped. All have wide raw-edge brims, usually flat set, and are worn pulled down in front as a shade to the eye. Traveling salesmen report heavy sales on hats of this style and there is every reason to believe they will be worn in great numbers in all parts of the country. Two extremes of colorings are shown, the light shades of nutria, which includes pine and mouse, and the dark blue, which sprang into such popularity a short time ago. These hats have crowns four and a half to five inches in height and brims three and one-half to four inches in width.

Latest Wrinkles in Shirts for Fall and Spring.

In the shirt and neckwear lines house trade will undoubtedly exceed that of former years. Soft collar negligees are spoken of favorably for next season. Orders now being placed for fall are along higher lines than ever before. Negligees in madras, chevots and flannel are favored by the buyers now in the market. Plaited shirts seem to be coming back and they will probably make themselves heard next spring. In the boys' lines zibeline fabrics in the belted styles are still in the lead. The double-breasted Norfolk and blouse suit in blue is selling in large numbers for fall wear. Eton collar styles in Russians and blouses are thought well of.

In the shirt lines for next spring there is a plenty of rich coloring. Flannels will figure conspicuously in the sample lines, and not a few coat shirts in plain and plaited styles will be shown for the buyers' approval. It is doubtful, however, if the coat shirt will meet the approval of the country merchant.

Striped shirtings seem to be coming in again. Self-figured madras, with fine line hair stripes, separated 1½ and 2 inches, are new and very dainty effects. The grounds are delicate gray, pearl, pale pink and light tan, and the stripes are black. The shirts made from these have pleated bosoms and the pleats are made so the stripe will come in the center of the pleats.

Silk and linen pocket-handkerchiefs are much in fashion at present. They have delicately colored borders and many have colored stripes or plaids through the center. The texture is light and soft, and they do not fade in laundering.

Effectual Way.

"I thought Smeargle was a friend of yours."

"He was until lately. I had to drop him. He was always wanting to borrow money."

"Refused him sharply, did you?"

"No; I lent him some."

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



99/50
—OUR—
NEW OVERALL
\$4.50

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



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.

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 COVERS**

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

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

Special attention given to
Mail Orders. Wholesale
Only.

W. Bridge St., Grand Rapids

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

New Neckwear of Broader Proportions.

What may be called a folded de Joinville ascot is among the fall shapes shown. It measures 7 inches open and 3½ folded, is unlined and made of thick English silk. Ascots are in tolerably brisk request, the high-class goods measuring up to 4 inches. With the wing, the smart collar form, the vogue of large cravats is assured, and dealers should have no difficulty whatever in selling many goods above 50 cents. Narrow, skimpy cravats look out of place with wing collars, which demand heavy silk and plenty of it in the cravat. It is not amiss to say here that the haberdasher does himself no good by showing fold collars in his window after the cold weather has begun. The fold collar means small four-in-hands and niggardly ties to go with it, and just about halves the profits in the cravat department. Let all the leading retailers in a small town agree to make elaborate displays of wing collars and wide four-in-hands, squares and ascots in their windows about Oct. 1. These displays should be put in on the same date and kept in for the same length of time. Adjust the cravats to the collars, in order to bring out the effect to better advantage. Accompanying each display may be little cards directing attention to the fact that with the coming of cold weather fashion retires fold collars and narrow cravats, and ordains wings and broad cravats. In addition, wing collars should be displayed conspicuously on counters and cases and should be urged upon customers whenever feasible. The year-round popularity of the fold collar should be discouraged by the haberdasher at every opportunity.

Brown neckwear has had a remarkable success this summer and judging from orders placed for fall, this color will remain popular all next season. Crepes have been and are still particularly desirable, especially in plain colors, brown and tan taking the lead. For semi-dress white crepe, relieved by colored swivel figured madras, with fine hair-line stripes, separated 1½ inch, ascots make handsome scarfs to be worn with frock coats. While light tan shoes are again in style this summer, a shade darker, between tan and brown, is decidedly more desirable, being less conspicuous than the tan.

Several leading Broadway furnishers are showing satin neckwear. The quality is the very best, being all-silk satin and therefore very thin and pliable. Stripes predominate and they run diagonally. The colors are black, mulberry, bottle green, navy and garnet with white stripes, and in all cases the shape is a 2¾ inch folded four-in-hand.

Belted Overcoats Again.

For cold weather there is a great variety of styles. The most popular will be the long, loose coat, with or without belted back. The former will, however, be worn to the greater extent. It is made of a large variety of materials in both striped and plaid effects. In many the brownish tint

is a noticeable feature. It hangs loosely about the body from moderately broad shoulders. Surtouts and paletots have many admirers and are made chiefly in the more expensive materials. Plain fabrics are the more popular in these styles. The heavy-weight Chesterfield, made of kersey, melton or frieze, will no doubt be a large seller, as it is a suitable garment for wear on any occasion.

There is an enormous demand for white and fancy waistcoats from all sections of the country. Vast numbers have been sold for summer and the demand is on the increase for fall. All suitable materials, both in washable and non-washable fabrics of both foreign and domestic make, are used. The single-breasted style is leading, but double-breasted styles will be worn.

Specialty clothing houses are busy with novelty creations in house coats and smoking jackets for the holidays. A greater range of samples is being shown this year than ever before, and beautiful effects in silk, velvet and countless other rich materials are shown. These garments have a large range of price, and while some retail at very reasonable figures, others are made of such rich material that they will represent considerable outlay for the purchaser.

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

Secret of Making a Fine Waist Cheaply.

"Where did you get that exquisite organdy waist?" asked a girl the other day of a friend who wore a dainty creation that buttoned up the back with tiny lace buttons.

"I'll let you into the secret," said the friend. "It is not a particularly fine organdy or swiss, rather—for it is a swiss, which washes better than the organdy—but it looks so, because I wear it over the thinnest kind of a white wash silk blouse, which is made plainly, but along the same lines. This gives the swiss a cloudy, filmy, and kind of billowy effect, that makes it look like chiffon. It 'throws up' each little thread of the lace trimming, so that it appears like something costly instead of the ordinary wash valenciennes, which it is. And it gives a soft effect to the skin.

"The lining, too, saves the swiss, so that by washing it out in the wash bowl and pressing it when nearly dry the waist itself can be worn two or three times without doing up. Besides all this, instead of having to lay the whole thing away this fall I intend to wear it with the lining all winter. Try it yourself," added the girl generously, "but be sure and get the softest and lightest silk possible, as a more expensive quality will not mix so artistically with the waist fabric and look so much like a part of it."

THEY FIT

Gladiator Pantaloon



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

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, Main, 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.

Am looking
for you.
Tom



One Unfailing Rule for Managing a Wife.

Written for the Tradesman.

It often occurs to me, as it must to every careful reader of the daily papers, that women are rather getting the best of things so far as the press is concerned. In every modern, up-to-date paper pages are given to exploiting the pictures of gowns in which even a homely woman must look like a fashion plate houri that no man could resist. Columns are devoted to minute instruction in the art of beautifying, so that if every woman in the land does not possess the figure of a sylph and the complexion of a Venus just rising from the foam, the fault can not be laid at the door of the papers of the country, but most significant of all is the fact that almost unlimited space and attention are given to expert theories about the best way to manage husbands.

Nothing of this kind is ever done for man. He, poor thing, is left to buy just whatever his tailor and haberdasher choose to palm off on him, with no "Daily Hint from Paris" to guide his wavering choice. He, too, may yearn for beauty and grace, but no inspired articles on "How To Be Beautiful, Although Ugly," cheer him along the thorny road of banting and massaging. Above all, no matter how tried he may be in his domestic relations, no prophet in Israel arises to tell him the best way—or any way—to manage a wife. The press is deeply, darkly and ominously silent on the subject, and he may search his paper through from end to end without getting a single hint for his guidance.

When we consider that the daily press is the greatest and most powerful educator in the world, the injustice of this invidious distinction becomes apparent. Leaving out of the discussion the matters of clothes and looks—two important subjects that do not deserve to be side-tracked—we confront the appalling fact that millions of women are being systematically educated in the art of managing husbands, while not a single

man is getting a particle of information on the counter proposition of how to manage a wife. In a word, all the women of the country are being converted into highly skilled professionals, while the men remain merely bungling amateurs in the art of managing, and we all know what happens to the amateur when he engages in a friendly game with an agreeable and innocent looking stranger. It does not take a prophet, or the daughter of a prophet, to see his finish.

Of course, the claim is made, in extenuation of this state of affairs, that it is all done in the interest of making home happy. Go to! The excuse is a specious one. Is not a man just as much concerned in making home happy as a woman is? Nay, more so, for in the eyes of the law he is the official and responsible head. He founded it, and if it is not his business to make it happy I would just like to know whose it is, that is all. More than that, I contend that if there is any knowledge about how to manage and make things happy floating about, he is justly entitled to a share of it. Women have no right to a monopoly in that line.

If men are more backward in the knowledge of how to manage than women it is because that is one branch of information they have never expected to need to study. A woman knows from the time she is born she has got to manage some man to get what she wants. She begins on her father; she practices on her brothers; she graduates on her beaux, and she brings the skill of an adept to deal with her husband. It never dawns on a man beforehand that he is going to have any trouble managing his wife. He expects that to come dead easy. He thinks she will be so grateful to him for having saved her from being an old maid that she will adopt all his opinions and fall into his ways without a question. His dearest illusion is that he will form her, and he gets the jar of his life when he finds out that her character was settled some twenty years before he ever met her, and that she is just as set in her ways and as tenacious of her views as he is. It is precisely here, when he confronts the condition of life, and not the theories, and

is looking for some peaceable way of managing his wife, that the injustice of the press is so manifest. For women under such circumstances the papers teem with advice, but never a word is offered to guide the poor man who is setting out to explore the terra incognita of his new wife's disposition.

Any suggestions along this line must of necessity be tentative and experimental, but for my part I could never see that there was much difference between men and women. They are much of a muchness when we get down to real human nature, open to the same arguments, and I should "admire," as our New England cousins say, to see men apply some of the arts to which their own sex have proven amenable, to the di-

plomatic management of their wives. It is a poor theory that won't work both ways.

Among the tenets most strenuously insisted upon as efficacious in managing a husband is the hidden hand policy. Women are adjured to use diplomacy and not force, and to get their way without appearing to do so. They are told never to arouse opposition or appear arbitrary, and that victory perches on the banner of the woman who knows how to yield gracefully in little matters. Any woman who has ever tried these wise precepts knows that they come pretty near being all of the law and the prophets on the subject, but what is the matter with men applying them with equally good result to their wives? Everybody, with a grain of

Facts in a Nutshell

BOUR'S

COFFEES

MAKE BUSINESS

WHY?

They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

"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.

spirit in them, objects to being bossed. There is something in the contrariness of human nature that prompts us to rebel against the person who asserts authority over us, particularly if we happen to be married to them. The man who announces in a loud tone of voice that he is the head of the house, and proposes to manage it, is always outwitted in the end, and finds a stubborn resistance at every turn that balks him. The wise man makes his wife feel that she can do absolutely as she pleases, and it always pleases her to do exactly as he pleases. She gives him the road because she believes she could have it if she wanted it.

Another theory that one would like to see applied from the masculine side of the house is the personal charm theory. Women are told continually that if they would keep their husband's affection and make home happy for him they must pay attention to their looks, and to those little graces of person and mind which first attracted him. Nothing could be truer, and everyone of us feels what a blow and disillusioning it must be to a man when the pretty young creature who has been the embodiment to his fancy of all that was dainty and sweet takes to coming to breakfast in dowdy, dirty wrappers and with her hair done up in curl papers that she does not take down until company comes in the evening. When a woman does that, it really ought to be actionable as obtaining goods under false pretenses, but what about a man? When he came a courting how handsome and swell he looked. He was barbered and brushed and perfumed until he was just too sweet to live, and that was the kind of man she fell in love with, not this seedy individual with a three days' stubble of dirty beard on his face. It is the funniest thing on earth that a man never even dreams that his wife can be disillusioned and disgusted by his appearance, and is really far more sensitive to it than he is to hers, because she thinks more about dress and looks. Nine-tenths of the men in the world seem to think that marriage means the liberty to go slouchy, and shave as seldom as they can. When you see a middle aged man suddenly bloom out in good clothes, and looking spick and span and well groomed, you know at once that he is a widower.

It has always been considered that the supreme test of a wife's good management was her ability to make home so happy and pleasant that her husband would never care to wander from his own fireside. She has been told, and it is good advice, to always meet him with a smile, to keep the unpleasant details of domestic contretemps and servant broils from a man already overburdened by his own cares, and, above all, always to be bright and cheerful and entertaining in her conversation. Is there any reason why these delightful domestic virtues should all be feminine? Surely it is a man's business to smile just as much as a woman's. Yet,

there is not one man in a million who does not feel that he is doing his full duty as a man and a husband when he gives a few inarticulate grunts in answer to his wife's questions and remarks, and then absorbs himself in his paper until he goes to bed. Pretty interesting and exciting for her, is it not? Yet, the man who does this complains that his wife is not satisfied at home, and is forever wanting to go gadding off somewhere. Gracious! why shouldn't she? Anybody would be justified in wanting to get away from that kind of a mummy. If more men would take the trouble to try to make home happy and entertaining for their wives, there would be fewer women so dead anxious to chase off to the springs the very first time the weather bureau hints that summer has come.

Every now and then I hear it said that some man is being ruined by his wife's extravagance, and that he can not manage her or prevent it. Well, whose fault is that? The man's, almost without exception, and the remedy is so simple the wonder is that it suggests itself to so few husbands. Make your wife your partner. Let her know exactly what your income is, and what your business obligations are. Women are deathly afraid of debt. Let one feel that she must do her part towards helping you meet a note, and my word for it, she will do it cheerfully and willingly, and you will have no bills to complain of. It is because women are dealt with so unfairly about money that

they are so often extravagant. The woman who never has any definite allowance, and often no money except a little doled out carfare, reasons to herself something like this: "Oh, well, I don't care. I give my time and my services. I am housekeeper, seamstress, nurse and upper servant generally, and I never get a thing but my board and clothes, and Jack always grumbles over them, so I will just get the most I can." It is not very exalted reasoning from an ethical point of view, but wouldn't a man feel pretty much the same way about it?

Finally, my beloved brethren, be assured that the one unfailing rule for managing a wife is by kindness. No woman ever yet rebelled against that. Give her love, tenderness, appreciation, and there is no question of managing. It settles itself. She gives in because she enjoys it.

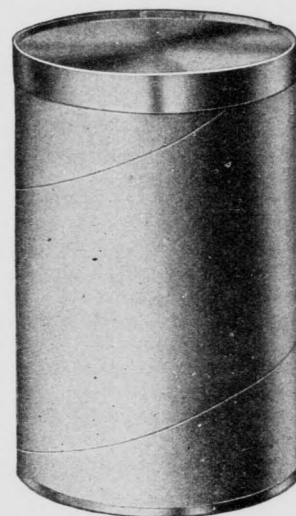
Dorothy Dix.

One of Corea's Superstitions.

Near the city of Seoule, the capital of Corea, is a hill called Pouk Han, which was formerly covered with trees. The legend runs that so long as a tree remains on the hill so long will Corea maintain its independence, and therefore no one is allowed to cut or touch a tree. But the natural consequence of this want of forestry has been that the trees have gradually died off, until now only one is left. On this one tree it is believed that the fate of the country rests, and when it goes Corea as an independent State will go with it.

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

If you use this 1 lb. coffee box



Gem Fibre Package Co.

Detroit, Michigan

Makers of

Aseptic, Mold-proof, Moist-proof and Airtight 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 Paint, Tobacco Preserves, Yeast, Pure Foods, Etc.

West Michigan State Fair

Michigan's Best Fair



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

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

Half Fare on All Railroads

MARKING GOODS.

Various Methods Pursued by New York Merchants.

The marking of goods before they are put in stock is an operation of great importance in the retail store. A wrong figure may entail all kinds of difficulties to the office and possibly considerable financial loss. How it is done and what the markings consist of differ materially in various stores. In some establishments a glance at the ticket will tell the entire history of the goods—when they were bought, the price paid and the figure at which they are to be sold. In others the opposite extreme is reached and the ticket bears nothing more than the selling price.

The more common rule, however, is to have the ticket bear, in addition the invoice number, together with certain characters that show at a glance when the goods came in.

Then, too, in the manner of marking there is considerable difference of method. In some houses this is all attended to by a special force of men, who are usually under the direct control of the receiving clerk. Other houses have all this work attended to by the departments, each buyer or person whom he may delegate marking all the goods and seeing that they are placed in stock or where they should go.

At least one well-known merchant in New York who formerly employed the first-mentioned system has later declared for the plan, and it may be said that thereto the majority of concerns also adhere.

During the week one of our representatives visited several prominent concerns with a view of ascertaining just how this branch of their store economy was conducted. The results of his observations were as follows:

A very excellent system is that in force at Wanamaker's. In this house goods are marked in the checking department with the invoice number, date of receipt and price. For instance, if an article is marked G 10/5648, with underneath 1.50, it is clear to those interested that the invoice number is 5648. There may be four or five different grades on the one invoice, but they are all entered with the same number.

"G," the seventh letter of the alphabet, signifies the year, this being the seventh of the concern's history in New York. Next year, naturally, will be "H."

The 10 means the tenth month—October.

By the use of these letters and numbers, when stock-taking comes around, the firm can look over the sheets and tell at a glance just what an accumulation of old stock there is on hand. The 1.50 on the line below means, of course, that the goods are to be sold for \$1.50.

Aside from the records kept in the main office of all goods bought, a record is also kept in each department. For this two books are employed. One is a sort of day-book and contains a list of invoices arranged commercially, with the name of the concern from whom the goods

were purchased and the amount of bill.

The other book—a local ledger—has a portion set off for every concern from whom the department is in the habit of buying. In this book each invoice is copied entire.

Thus, if a buyer has forgotten what he paid for a certain article he looks its invoice number up in his day-book to find from whom he purchased it, and then by turning to the ledger he can tell just what he wants to know.

The system is so perfect and so simple that should a buyer die suddenly his successor would have all the figures at his reach at a moment's notice.

By the system in force with the Simpson-Crawford Company the ticket on each piece of goods tells a more complete story than is furnished by the tickets in the majority of stores.

At this house a ticket contains three numbers—the uppermost representing the invoice, the second the "ring" number, and the third the selling price.

The invoice number will read something like this: D C 5865, the figures denoting the actual number, and D signifying the half-year in which the goods were bought. As the present management took control and adopted the system a trifle less than two years ago and began with A, D would therefore signify the present half-year. The second letter is that of the ledger, each half-year requiring several volumes.

The second line contains the "ring" number, as it is called. By the aid of a key this number can be translated to show cost price, every buyer being provided with a key-book.

It is particularly worthy of comment that the keys are different for each department, so that no buyer can tell what the goods cost in any department save his own. The third line contains the price in plain figures.

No department books are kept at the Simpson-Crawford Company's. Every buyer is required to know where every piece of merchandise comes from.

In this house the department takes charge of the goods after they have been checked in the receiving room. The buyer, or some one delegated by that functionary, will visit the receiving department and put on each piece of goods a ticket bearing the three sets of numbers described.

The goods are then placed in stock or in reserve as occasion demands.

As far as the actual marks on the goods are concerned, very much the same general plan is employed at the Siegel-Cooper Company's. In this house, however, the marking is done by the checkers and not by the department itself. Then, too, porters, and not members of the salesforce, are charged with getting the goods on the floor.

At the establishment of R. H. Macy & Co. each piece of goods is not only given an invoice number, but a special number for itself, and each piece or portion of a piece must thus be exactly accounted for. The two

numbers, together with the selling price, are put on the ticket.

In this house all the marking is done by clerks specially hired for the purpose. The management does not believe in allowing the department to have anything to do therewith, thereby following out a policy long established in Macy's of taking all possible responsibility off the buyers and selling force.

Very different, indeed, is the system employed by Bloomingdale Bros. In this house the selling price alone is marked on the ticket. Once the invoice is checked off there is no telling at what time any certain piece of goods or lot of goods was bought.

Each invoice as it comes in is entered against the department for which it is intended. Each day's sales are checked to the department. At the end of the year the department must show a certain amount of profit, and, having done this, all obligations to the firm are fulfilled. Of left-overs, old pieces, etc., no special account is taken.—Dry Goods Economist.

The notion market is in a flourishing condition, and buyers are buying more freely than for some time past. The fact remains in spite of its being presidential year, and that every one wants to retrench in expenditure. The people must have their notions and in the notion line there are so many absolute necessities that they are bound to sell anyhow, no matter how pinched the financial condition of the shoppers.

Contract Manufacturing

Will furnish all the necessary Special Tools, Dies and Patterns in connection therewith.

We Act as Your Factory and Ship to Your Customer

Inventions perfected.
Miniature and Full-Sized Working Models.
Designers and Constructors of Special Labor-Saving Machinery.
CONSULT US FREE.
Estimates Submitted.

Michigan Novelty Works

209-213 N. Rose St.
Kalamazoo, Michigan

\$500 Given Away

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

ALABASTINE

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

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

GRAND RAPIDS
FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

MERCHANTS

PUSH and ENERGY in the right direction WILL build you a fabulous BUSINESS; start to-day by ordering this

Cotton Pocket Rice



One Pound Three Pounds

10 and 25 Cents Retail

Common-Sense Psychology in Advertising.

Now that the so-called "experts" have evolved the "Psychology of Advertising," and the "Geometry of Advertising," it may be rather difficult for the plain, every-day, practical advertising man to shed any great white light on the subject.

If, however, the students of the higher branches of the calling overlook any of the things which make advertising good or bad, they are probably just the very things with which the every-day copy-writer is called upon to struggle. In other words, high-sounding theories do not always aid the advertisement-writer of the store in preparing the kind of copy that blocks up the front door at 8 o'clock on Monday morning. The only kind of "copy" that will do this is that which, in season and out of season, observes the fundamental principle that the readers of advertising are interested primarily in the goods themselves, and not in the manner which the advertising-man employs to tell of them.

The best advertising is nothing more than a description and price of the goods, written in a readable and convincing manner, and if people bought nothing but the necessities of life, even display type would not be called for.

It is due to the fact that the profit of the store is largely built upon those things which border on the luxurious that the wide field is given for arresting the attention and convincing people that there is much to be desired outside of bread and shoes.

At this point enters the modern advertising man in all his glory and even a passing study of the methods used by those men who have attained large success will reveal an ingenuity which has made advertising a profession. Besides the coming and going of the seasons, which, of course, influence the offerings, every event at home and abroad puts into the hands of the clever advertising man a sure means of attracting business which would otherwise be lost.

And if there be art in this kind of work, there is quite as much in a wise selection of the happenings of the day upon which an idea may be built. A single item of news which is of interest to those immediately surrounding the store may prove to be the basis for an entire day's or week's effort in every department.

The writer has in mind one of the most effective window trims ever produced, which was really sensational, so far as crowd-gathering was concerned.

In Providence, R. I., the Government has under construction a remarkably handsome postoffice building, and the window-dresser of the Callender, McAuslan & Troup Company reproduced it from the actual working plans, with spools of cotton. It took in all some 30,000 spools, and a photograph of the display held at a short distance from the eye might readily be mistaken for the building itself.

An inspection of the work reveals the most infinite pains, and the gentleman who constructed it might

readily have been excused had he been less exact in his work. He was evidently, however, a man not satisfied with "good enough."

Any reader of the metropolitan dailies will at once note the prevalence of certain forms of advertising immediately following any event which occupies the public mind. Following the Iroquois fire in Chicago there might be seen numerous advertisements bearing upon the fire-proofing of buildings, and dealing with life-saving devices of various kinds. In New York, while the awful disaster on the "General Slocum" was in every mouth, the papers contained many advertisements for life-preservers and swimming schools.

There is a firm in New York manufacturing a portable fire escape, which uses space only after large fires.

It will be seen at a glance that no study of the psychology of advertising is necessary in cases of this kind, and yet it must be admitted that these people are at least unconscious, common-sense psychologists.

If these observations prove anything, it is that the advertising man of to-day must, if he would succeed, take his nose out of collar-boxes and bolts of cloth, stick his head up through the scuttle of the store, and take a good, long look around. If his vision across the housetops encounters the head of his competitor down the street, also sticking through the scuttle, he will realize that he has a fight on his hands.

Austin Healy.

Ten Miles of Champagne.

The famous city of Rheims is associated in our minds so closely with its wonderful old cathedral—which stands for all time as the apotheosis of Gothic architecture—and with the romantic career of Joan of Arc, to say nothing of the famous Jackdaw, that few people remember that this wonderful old city is the center of the champagne trade, and the home of the most celebrated champagne firms in the world. The city direc-

tory of Rheims gives the names of ninety establishments for the making of champagne. Over twenty firms are employed in furnishing the corks alone, while almost as many more are engaged in the machinery used in the industry.

The wine is stored in immense caves both in Rheims and at Epernay, sixteen miles distant, in the heart of the vineyard district. Some of the caves extend for miles under the city, and parts of Rheims are literally honeycombed with them. Often they are three stories deep under the street level, so as to vary the temperature. One descends to them by a splendid flight of 116 steps, cut out of the chalk soil. This staircase is over sixty feet in depth, and is lighted by electricity. The caves are more than ten miles long and are constantly being added to. There are about two hundred large rooms in them, and some of the corridors are over a quarter of a mile in length. These are named after cities and distinguished

statesmen, and one strolls along avenues bearing such names as Carnot, Thiers, and Washington, or London, Paris, Edinburgh and New York.

It is not unusual to have as much as 528,000 gallons of champagne, or thirteen to fourteen million bottles, stored in these cellars at one time. Instead of the dust-covered bottles and cobwebs and spiders we are apt to associate with wine cellars, everywhere it is as spotlessly clean and fresh as a New England housekeeper would wish her kitchen to be. Even the fine arts are not neglected in these wonderful, cool depths. In several rooms fine bas-reliefs are sculptured in the chalk. La Fete de Bacchus, Un souper dix-huitieme siecle and Silenus, for example, are by well-known sculptors. The workmen are all well paid, and each receives besides a bottle of red wine in the morning and another in the afternoon, to keep the blood warm while working beneath the earth, as they do most of the day. Alice Hall.



The La VERDO Cigar

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

2 for 25 cents
10 cents straight
3 for 25 cents
according to size

Couldn't be better if you paid a dollar.

The Verdon Cigar Co.
Manufacturers
Kalamazoo, Michigan

YOU CAN'T FOOL A BEE



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

Karo

CORN SYRUP



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

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

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

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

CORN PRODUCTS CO., New York and Chicago.

INFLUENCE OF GOLD.

It Has Caused the Spread of Civilization.

The common complaint has been that there is not enough gold, and, consequently, other materials must be used for money. A score of years ago the Greenback party was formed in the United States and had quite a run. It was based on the idea that there was not enough money in this great country, and, in order to secure a full supply, the United States Government should be required to print and issue paper money until the demand was supplied. The Greenbackers believed that the Government could issue paper money in unlimited quantities and declare it to be a legal tender for all debts, public and private, and that this paper would immediately become invested with all the properties and value of money, without having metallic reserve or other valuable backing.

It was not intended that these vast issues of paper notes were to be locked up in Government strong boxes or warehouses, but, on the contrary, they were to be distributed broadcast among the people, loaned to them on little or no security, and at low rates of interest, according to each man's needs. The Greenback party enjoyed considerable popularity among those who were attracted by the idea of being able to borrow money on easy terms from the Government. But the great body of the people did not believe that such a scheme for making and distributing money would be successful, and, as a consequence, General Weaver, the Greenbackers' candidate for President of the United States in 1880, received only 308,578 votes. In 1878 the Greenbackers elected fourteen Representatives in Congress, but these were not enough to inaugurate their system of public finance, and, finally, the party ceased to exist.

Later on Mr. W. J. Bryan preached the doctrine that the amount of money in the country was not great enough for the needs of business and he proposed as a remedy that silver, which was being mined in the United States in large quantities, should be given free coinage and made legal tender money in unlimited quantities. Although Mr. Bryan did not propose any plan for dividing the money among the people, his scheme became extremely popular, and he was twice nominated for the presidency of the United States, receiving, in 1896, a popular vote of 6,500,000, and in 1900, of 6,358,000. To-day hundreds of thousands of those who voted for Mr. Bryan wonder why they did so, while millions realize that it was the personal magic of the man and not his political doctrines that attracted them. Men have begun to realize that, no matter how much money there may be, it is impossible to get any of it without selling services or merchandise for it, or by robbery. No plan for the distribution of wealth by government has ever been devised.

Gold seems to have become, from

the earliest times, an object of extreme interest to mankind. It is mentioned in every ancient historical record, and its value and importance are dwelt on. It was found in the Land of Paradise, or Eden, and the fact is stated in the Book of Genesis, chapter II., verse 2. There is no reason to attempt to account for the importance with which it was invested from the first. That importance attaches to it to-day, and all that is necessary is to record the fact. It is a further fact that, in every age and nation where gold was abundant prosperity was the rule.

The Scriptures relate that Solomon made gold as plenty as stone in Jerusalem, and that was the greatest era of the Jewish kingdom and people. When Babylon, Egypt and Rome were at the height of their greatness as nations there was the greatest abundance of gold, obtained chiefly by plundering other nations. When the fall of the Roman Empire occurred, then commenced the period known in history as the Dark Ages, which lasted until the discovery of America.

The tremendous wars which had ended in the overthrow of the Roman power had caused the destruction of enormous wealth, and the dispersion of the balance among the conquerors. The Dark Ages occupied ten centuries of the world's history, from the fifth to the fifteenth century. The first five centuries, from the fifth to the tenth, were the most benighted and barbarous. After that some improvement was noted, and the latter period is often termed the Middle Ages.

In all that time Europe was filled with tumult, despotism, injustice, robbery, ignorance, superstition and misery. Commerce had fallen to a low ebb. Manufacturing was restricted to the supplying of immediate needs, and there was extreme scarcity of the precious metals. A celebrated student in finance, William Jacob, has derived from history the information that in the reign of Augustus, when the Roman empire was at the height of its power and glory, the stock of precious metals in the empire, which was synonymous with the European world, was equal to 358,000,000 pounds sterling, or, in round figures, \$1,790,000,000. In 1492 at the time of the discovery of America, no new supplies of gold had been brought into Europe, while the stock of the precious metals had constantly declined until the estimated amount was no more than 34,000,000 pounds sterling, or \$170,000,000.

Gold and silver from Mexico and Peru at once began to pour into Europe, so that, by the year 1850, the stock had risen to 400,000,000 pounds sterling. In that year gold was mined in California, and shortly afterwards in Australia. Since then gold mines have become numerous and productive in various states of the Union, and in Africa and other countries, and there seems to be no prospect of a falling off in the yield.

With the flood of treasure from the New World the art of printing came into use, and with it a great

revival of learning. Discovery of new countries. the extension of commerce, and a great revival of intellectual and material development took place, and since then there have been continuous progress of the human race and an increase in the supply of precious metals.

The search for gold has brought population to countries that would otherwise have lain dormant, and developed their agricultural and commercial, as well as their mineral resources. Nobody but a wild and gloomy dreamer will refuse or fail to see that gold has had an enormous influence in causing the spread of civilization and the march of human enlightenment, because it is the medium by which human activity is measured. When it is abundant it quickens energy and stimulates progress; when it is not to be had business stops. It is needless to offer reasons why all this is so; the fact is here to speak for itself.

Frank Stowell.

The Man Who Makes Mistakes.

It is by no means a new conception in commercial circles that the man who makes mistakes, and who therefore finds himself an object of censure from his employer, may really be a very valuable employee. Yet it has probably occurred to but few people who toil for success that there is a corollary to the effect that he who goes on in his placid business way year after year, without being guilty of a single error, is a positive menace to the well-being of the one who engages his services.

No American business man understood this latter proposition better than the late Eben D. Jordan, of Boston, founder of the great dry goods house of Jordan, Marsh & Co. During one of his daily strolls through the store Mr. Jordan's glance fell upon one of his men who, for ten years, had been at the head of a certain department.

"That reminds me," mused Mr. Jordan, "that I made a note yesterday to look into the record of this Mr. Smith. I'll do so to-day."

Returning to his private office he sent for one of his head men and enquired:

"What sort of a fellow is Smith?"

"The very best sort, I consider him," replied the subordinate.

"I am very glad to hear that," quoth Mr. Jordan. "He has had charge of his department for ten years, I believe."

"Yes, sir, and he has a unique record. He has never made a mistake."

"Eh? What's that? Discharge him at once."

"Sir?" stammered the surprised subordinate.

"No, on second thought," continued Mr. Jordan, "you needn't discharge him right away. I'll give him another chance. Send him in to me."

Smith came, entering the private office with some trepidation.

"Sit down, Smith," said Mr. Jordan, kindly; "I have been told that you have had charge of your department for ten years, and that you have never committed a blunder."

"Such, I believe, has been my record, sir," replied Smith, who now saw his way to certain promotion.

"I want you to mend your ways, Mr. Smith," went on his employer.

"But I don't understand you, sir," was the astonished man's reply.

"I dare say you don't. That's what I wanted to see you about, Mr. Smith. I don't like men who never make mistakes. What I need here is a progressive man—one with plenty of push and enterprise. Now, a man who is full of zeal for me and primed with ambition for himself is sure to make a mistake now and then. The man who never blunders is too cautious, too slow to be worth much here. Recently I had a statement made out showing me the percentage of increase or decrease in the business of each department. I am sorry to say that your department is the only one that causes me any uneasiness. I find the reason to be that you are too infernally cautious. You never make any mistakes! Unless you can soon show some changes in your methods, Mr. Smith, you will not be a candidate for continued employment in this establishment."

"Then you want me to make mistakes hereafter?" cried the dazed department manager.

"There, again, you have failed to get the idea. The man who makes a lot of senseless blunders is an expensive luxury. The man who never does anything foolish is equally useless. Provided you blunder once in a while, yet show me that your department is becoming increasingly profitable to me, I shall consider you a valuable man. Think over what I have said to you, Mr. Smith. It is equally applicable to any business that calls for progressive men and methods. If at any time you are in doubt, come to me for advice. Remember that in my life of striving and struggling I have made plenty of blunders, and yet have made some money, too. It is restless zeal that counts. Go back to your department, Mr. Smith. I will give you two months in which to redeem yourself."

It is worth while recording that Smith lost, with reason, much of his complacency about the absence of mistakes in his work, but he showed an improved balance sheet and retained his position.—Success.

Scissors Grinders Who Are Frauds.

"Never get your knives ground on the street," said a cutlery man the other day, "because the chances are that in nine cases out of ten they will be ruined. I don't like to speak of the frauds in the business, because the one honest man in the ten may suffer by it. The fact is that Italian bosses, or whatever they are called—capitalists, perhaps—the same who operate in hand organs or hurdy gurdies in the cities—have bought up a large number of scissors grinding machines all over the country. They lease these to Italians, who know as much about scissors grinding or a pair of scissors as a blacksmith. There are hundreds of these bogus scissors grinders in the country and they ought to be arrested as frauds."

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

THIS 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.

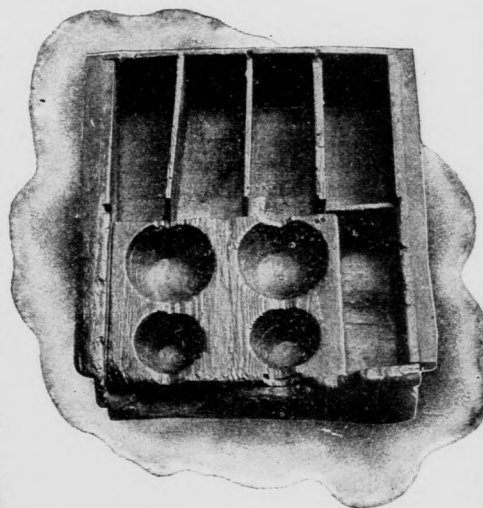
Through all change of systems from the time of its establishment when the proprietor only had access to this cash-drawer, when all the clerks used it, and during the period a cashier used it, the drawer was never changed.

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.

Michigan Tradesman.

Name _____

Address _____

No. of Clerks _____

CLERKS' CORNER

Resented a Friendly Interest but Afterward Relented.

Written for the Tradesman.

"You say that you have told him that you are an ass?"

"Well, I wrote him, which is the same thing."

"M-hm. Well, Bentwood is too polite to dispute you. We'll start with that concession. Now, then, what am I to do? Am I to hold up my right hand and swear that 'many a time and oft' you have 'made your vantage true' to my best knowledge and belief, or am I to state that when you wrote that you were laboring under a fit of temporary insanity? State exactly what you want, Bobbie, and I'll go through the whole figure, only remember I don't know a blessed thing about it."

You see Bentwood has been a mighty good friend to me ever since I came to this town. For some reason or other he early took a fancy to me and has always said a good word for me when he had a chance. That part he never says anything about. I don't know, but this last boose I had came from him, I'm morally sure; and this I know: whenever anything comes in his way which he thinks I might want he turns it over to me."

"Well, what is there in that to kick about? If you want me to take all such favors off your hands I will. Let's see. Was it a five hundred dollars rise in your salary the last time you got pushed up? I'll take it. That makes it an even thing; you take the promotion and I'll take the five hundred. See? It's early. Let's go right over and arrange it with him."

"You blooming idiot!"

"All right, I'm an idiot and you are an ass—according to last accounts. Now, then, start square and go slow. Sit down in that chair. Light up. Throw that right leg of yours over the chair arm. There you are. Now sail in with the whole story and tell me where I'm to come in. I don't know anything about it, remember, except that you are an ass! You have the floor."

"Something like a year ago Bentwood, I thought, was paying more attention to my affairs than I wanted him to and I told him to go to hades and mind his own business."

"And I suppose he wouldn't go and kept right on bothering?"

"That's just what he did. Well, I found out that he was right. It seems that all along he felt that I was the man for the coming place and when I was mad with him and impudent as a fellow under such circumstances is sure to be he kept right on and I got the place and the salary that goes with it."

"There's where I said I'd come in! Go on."

"Well, now, he did that because he was certain that was the thing to do from the business standpoint; but I don't want to leave it that way. It was a friendly thing to do and I want him to know that I appreciate that and the other things that he's done for me."

"Go to him and tell him so. Why not?"

"Oh, that will bring back the whole blame thing we had the fuss about and I don't feel as if I could do that."

"You look and act as if you'd like to have me ask you what it was. As luck would have it, I don't want to know. I do know if you and Bentwood crossed swords that the thing narrowed down to this: he was hurt over the fact of the wrong doing and you were mad because he found it out. Dollars to doughnuts it stings you now because he knows you did exactly what you are trying to make him believe you didn't do. Honestly, now, whatever it was, did you do it?"

"I thought you said you didn't want to know?"

"I don't; but you don't answer my question. Did you do it? Honest Injun, Bobbie, did you?"

"Don't you wish you knew?"

"No, I don't; but leaving it in doubt, don't you see, you kid, that right there what you're after centers? As a responsible man with Bentwood Bros. there isn't any need of friendliness. Business, when you come right down to the bare fact, is a mere matter of dollars and cents. For service rendered you have so much money. Friendship is another thing. You are reaching out after the other thing. They have nothing in common. Try to combine them and you jeopardize both if you don't wreck them both. To my mind you'd better stick to the business side. He's about old enough to be your dad and if you attend strictly to business you can in that way show your appreciation of the promotion and that's all there is to it. I have an idea that's all he wants."

"Yes, but it isn't all I want. I know that at one time he liked me and I want that to be the condition

now. I was an ass. I ought to have known better and I did know better; but—well, the other fellows were going it and they didn't like Bentwood and they made it look as if he was trying to domineer over me and then I showed up! Now I see the outcome—that he was the friend after all—and I'm sorry and—and—"

"What?"

"Well, I'm sorry that I did what I did and said what I did; and say, Dick, don't you want to go to Bentwood and tell him?"

"So you think that instead of one ass you want a pair of us, do you? Let me go on with what I was saying. The minute you talk or think of liking, you've got to change your base. That isn't and never can be cash. Purchased regard isn't worth paying for and you'd better not try to buy Bentwood's. Now, Bob, if you are sorry and it's going to count you have got to go back of your impudence to Bentwood. He does not care shucks about that. Honestly, I'm satisfied he rather liked it; but

IT PAYS TO SELL
GOOD GOODS!

Walter Baker & Co.'s

COCOAS

—AND—

CHOCOLATES

Are Absolutely Pure

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



TRADE-MARK

41 Highest Awards in
Europe and America.

Walter Baker & Co. Ltd.

ESTABLISHED 1780,

DORCHESTER, MASS.

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.

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. It tells all about them and our systems. Over 125,000 Brilliants sold during the last 6 years. Every lamp guaranteed.



100 Candle Power

BRILLIANT GAS LAMP CO. 42 State Street
CHICAGO, ILL.

TRY
THEM
NOW

S.C.W.

5C
Cigar

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

if you want the other thing with him, you don't want me to have anything to do with it. You're not that sort of a fellow. Now listen to me. Whatever it was that you did is the starting point. Are you sorry you did it? Are you so sorry that nothing under heavens—the time, the occasion, the crowd, the everything—will ever induce you to do that thing again?"

"That's just the way I feel. You see the way of it was this."

"Stop right there, young fellow. For a good many reasons, I don't want to hear a word. Save your breath for something better. Listen. If you feel as you say you do, be the man Bentwood believes you are and go straight to him. I'd go now if I were you. You'll find him at home. The minute he meets you tell him you want to see him on a private matter and he'll take you into his den. The instant the door is shut tell him just what you know you ought to tell him. From what you've said, you can say what I can't; and now if you'll be the Bob that you know I brag of and admire you'll be glad you went. If you can't cut clear to the bone, Bob, and scrape it if it needs it, keep away. Remember it's friendship you're after and a friendship that has a flaw in the foundation is the house built on the sand. With that sort of house Bentwood will have nothing to do. Now, then, go. You can be back here in something over an hour. I'll wait for you and if you make your peace with him I have something to say to you. Git."

For me here with my pen, for you, reader, especially if you are the young fellow for whom this story is written, it may seem an easy thing to follow then and there the advice so earnestly given; but I doubt if either of us would have received it as kindly and followed it so determinedly as Robert Courtwright received it and followed it that stormy night. It seemed to him as it would have seemed to us that when he had fought the battle with himself, admitted that he had been in the wrong and was sorry for it clear through that was enough. Then was the time for that Dick to show a little of the undying friendship he was all the time professing to have for him and it would have been the easy thing and the proper thing for him to go to Bentwood and straighten things out; but we know as his own good sense knew all along that Dick's advice was the manly course to follow and I am satisfied that when the struggle to go or not to go was at its height in Bobbie Courtwright's heart, if the white-winged and the white-robed overhead ever bend from the windows of the skies to see and hear, that's exactly what they were doing that evening. There was no outward circumstance to encourage. The wind was beating the rain against the windows. The room was bright and comfortable, the chair he sat in was conducive to ease and enjoyment and Dick's cigars were good. Outside was the rain and—that other confounded affair; but af-

ter three good big whiffs had circled to the ceiling, he put down the cigar, asked for Dick's waterproof and went out into the storm.

"You couldn't have come in a better time, Robert," Mr. Bentwood said as he greeted his caller. "The folks are away and I'm alone. Take that easy chair and let me give you a cigar that I think is worth smoking. So far, so good. Now, then, young men don't call on old men on stormy nights for fun. What's on your mind, young fellow? Anything that I can lighten in any way?"

"Yes, Mr. Bentwood, there is. In the first place I want to thank you for my promotion and the increase of salary. Then I want to say that I have appreciated the numberless kindnesses I've received from you ever since I have worked for the house. That isn't all. I have come especially to beg your pardon for saying to you what I never ought to have said and—"

"Robert! Bob! not another word."

"Oh, yes, Mr. Bentwood, a number of them and you must let me say them all. I'm sorry for what I said and a great deal sorrier for what I did back of it. I thought I didn't care for you outside of the store. I was so blind as not to see that what I did outside of business hours concerned you and when you spoke to me about going with certain fellows and especially when you made charges against me which I denied I said what I am sorry for and what I have been sorry for ever since I said it. I don't suppose you will ever think as kindly of me again as I am convinced you did once; but I do hope, Mr. Bentwood, that you will forgive it and forget it just as soon as you can. One thing—and the hardest—is this: I did what I said I didn't. I am sorry for the deed and I am sorry for the lie; and now if there is anything I can do to make up for what you have against me let me know what it is that I may show you how soon I'll do it."

In his earnestness Courtwright had risen to his feet and he stood waiting for his employer's reply.

"Sit down first, Bobbie."—The man didn't intend to use that last syllable, but he let it go—"There is just one thing you can do to make things straight: Never speak of this again and never think of it. If you are sorry enought not to repeat the offense that's all I care for. We couldn't be friends, you know, in that case.—Your cigar has gone out. Take another."

"Thank you, I will; and now if you will kindly excuse me I would like to go, for Dick is waiting for me. I told him I would come back as soon as I could."

"In that case I won't detain you. I suspect you have a pretty good friend in Richard. Let me help you on with your coat. Give my regards to him and tell him that Mrs. Bentwood will expect him to dinner next Sunday and that he is to bring with him his friend, Mr. Robert Courtwright. If you are liable to forget

names you had better write it down."

"I won't forget it."

They stood for a moment in silence, hand clasping hand and looking into each other's trustful eyes.

"Good night, Rob—bie!"

"Good night, Mr. Bentwood."

Half an hour later Rob put his head through Dick's barely opened door.

"It's all right, Dick. They want us to dinner on Sunday. Hurry up and say what you want to and be quick about it. I'm going home. What was it?"

"Don't be an ass any more."

He wasn't.

Richard Malcolm Strong.

Japanese Politeness.

The proprietor of the Japanese tea store had been much annoyed by the incessant howling of his neighbor's dog under his window while he was trying to sleep.

There came a night when his patience gave way.

He raised the window, stuck his head out and called to his neighbor: "Mist' Jones," he said, "will you do the kindness for request the honorable dog that he stop his honorable bark? If you don't, by gosh, I'll knock his head off!"

The student of philosophy will not need to be told where the native Japanese politeness of the speaker left off and the demoralizing influence of his American environment came in.

A little help is worth a lot of hol-

The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2½ Million Dollars

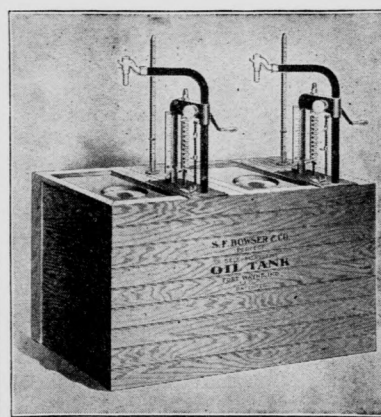
If you have not seen the catalogue of the Michigan Business University, Grand Rapids, you are not yet familiar with the best Michigan has to offer in the lines of Business Education, Scholarship, and Citizenship.

Freight Receipts

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

BARLOW BROS., Grand Rapids

WILL IT PAY?



Double First Floor Outfit

Every business transaction is weighed by one standard

WILL IT PAY?

If you handle oil of any kind it will pay you to purchase a

**BOWSER
SELF MEASURING
OIL TANK**

Let us ask you a few questions:—

Is it worth 10 cents a day to handle your oils without waste?

Is it worth 10 cents a day to sell your oils without loss of time or labor?

Is it worth 10 cents a day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any of these are worth 10 cents a day, is not the combination of the many worth more than the cost of a "Bowser Self Measuring Oil Tank" which will give you all of these advantages?

LET US GIVE YOU FULL PARTICULARS—ASK FOR CATALOG " "

S. F. BOWSER & CO.
FORT WAYNE, INDIANA

TRADING STAMPS.

System Which Any Merchant Can Operate Himself.

I give you an outline of two plans I have worked that have proved successful. I am a strong believer in premiums to bring cash trade. They will bring in the business if they are worked right.

I have made many experiments in the effort of increasing trade, but the most satisfactory of any is the premium plan that I have been working for the past five years.

I got up a small yellow ticket with my initials on it; each ticket represents a purchase of 10 cents and we give these out with every cash purchase; we will not let a customer go out of the store without a ticket, and we provide each customer with a small book in which to paste the tickets; each book has twenty leaves and each leaf holds four dollars and eighty cents' (\$4.80) worth of tickets. As soon as 1 leaf is filled we redeem it, provided our customer wants it redeemed, or the customer can hold it for 2, 3, 4 or 5 leaves, and so on, or keep the book until the 20 leaves are filled. We keep premiums in stock for 1, 2, 3, 4, 5, 6, 7, 8, 9, 10 and 12 leaves, and so on. We buy a line of premiums and keep a large assortment on display all the time, so customers can redeem their tickets at any time and for any amount from one leaf (\$4.80) up. We set apart a space in our store to display these premiums and make it look attractive all the time. You would be surprised to see how much interest our customers take in these premiums. Lots of times when we are crowded with customers and are not able to wait on them as fast as they come, they are contented to wait for us, and spend the time looking over the premiums and entertaining themselves until their turn comes. We make it a point to have a better and larger assortment of premiums than any of our competitors; for instance, we have a variety of premiums for 1, 2, 3, 4, 5 leaves, and so on. We do not offer anything for premiums that we keep for sale.

We carry dry goods, notions, carpets, matings, millinery, shoes, clothing, hats and furnishing goods. We carry for premiums plain and fancy glassware, chinaware, knives and forks, silverware, pictures, rocking chairs, tables, albums, etc. We mark each article with so many leaves. We figure about 2½ per cent. If a customer has one leaf of tickets (\$4.80) and wishes to redeem it, we will give an article that costs 12 cents, and so on, through the entire list. In fact, we figure that the premium business does not cost us anything; we are able to get a better price for our merchandise with premiums than we could without premiums, except on a few staple articles that the trade are posted on. We also find that the trade will give us the preference because of our handsome line of premiums. In fact, lots of people come to our store and make their purchases without looking around at all. I frequently have customers say to me, "Mr. Logan, we like to trade at

your store because you want us to have the tickets and we don't have to ask for them." Some merchants give premiums, but will not give out the tickets unless the customers ask for them; customers do not like to ask for them and will go where they are not obliged to do so.

When I first started the premium business I advertised it very extensively and got it before the people. At first I induced other merchants in town who are in different lines of business from us to join me and give the same ticket; I charged them so much a thousand; \$30 for the tickets, making it cost them 3 per cent. I redeemed these tickets at my store just the same as though I gave them out. I got up a catalogue of the cuts of different premiums we give and advertised the different merchants in the combination, charging each one so much for the advertisement. In this way I got up enough money to pay for the catalogue, and sent them all over the country tributary to our town. This catalogue was gotten up in an attractive manner and it was a winner from the start. It brought a great many new customers to our town that had been buying their supplies at other points.

Another plan that I tried that worked out very successfully was this: I induced other merchants in town who were handling non-competitive lines to join me, and we gave away \$400 in cash on the following plan: To the first name, \$50; to the second name, \$25; to the third name, \$15; to the fourth name, \$10; to the next twenty-five names, \$5 each (\$125); to the next fifty names, \$2 each (\$100); to the next seventy-five names, \$1 each (\$75). Total amount, \$400.

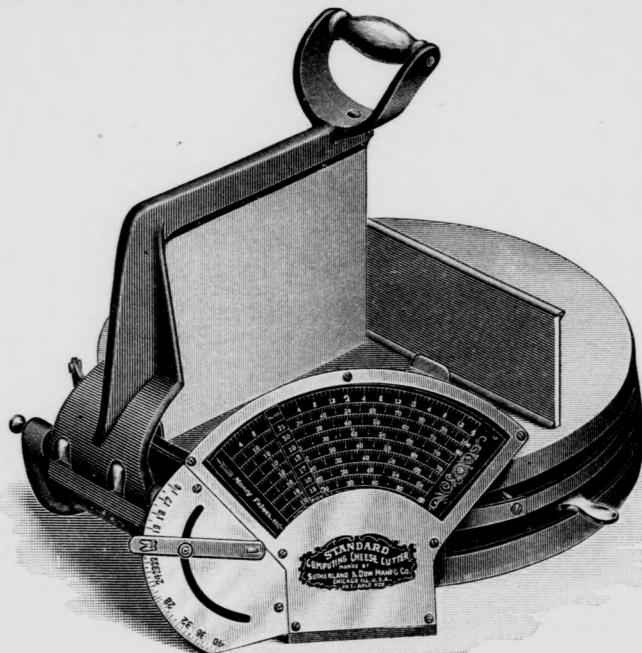
Conditions as follows: For each dollar's worth of goods purchased for cash, we allowed customers to deposit in a sealed can their names, written on a card. On or about January 1st the can was opened by a committee; a person selected by the committee and blindfolded chose the names from the can; the first name selected was entitled to first money (\$50), and so on until enough names were drawn to consume the money offered. No name was entitled to more than one amount. In order to participate in the benefits, a card with a name on it must be deposited before time of opening the can. Each merchant in the combination paid \$35 per thousand for tickets.

I got up 2,000 large posters and advertised each merchant in the combination on the posters.

When we had consumed sufficient tickets to raise the \$400 we rented the opera house and advertised that we would open the can on a certain Saturday afternoon in the opera house. On the day of the opening an immense crowd was in town and the opera house was filled; in fact, all could not get in. We had a band of music and several speeches and then proceeded to open the can and draw out the names. Great excitement prevailed and it was a great advertisement for all the merchants in the combination. J. M. Logan.

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

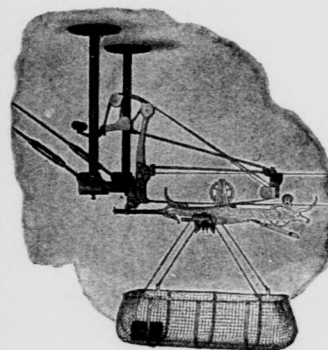
The only absolutely perfect cutter made. Cuts to weight or money values—1 oz. to 4 lbs.; 1 cent to \$1. You can tell accurately and at once just what your profit will be. Write us for catalogue, testimonials, etc.

Sutherland & Dow Manufacturing Co.
84 Lake Street
Chicago, Illinois



Cash and Package Carriers

Insure Perfect Store Service



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

Save time and steps.

Check all errors.

Prevent "shop-lifting."

No overmeasure.

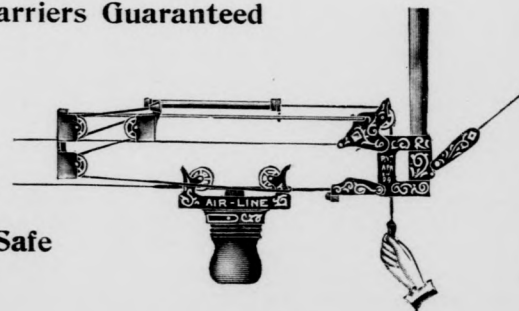
Investigate

All Carriers Guaranteed

Rapid

Strong

Safe



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

PULLING PLAN.

Sale Scheme To Stimulate Trade in Dull Seasons.

In order to stimulate trade in dull seasons it is necessary not only to have the right merchandise at the right prices, but special plans must be adopted to convince the public that there is a special reason why they should crowd your store instead of your competitor's. Broadly speaking, every retail store that advertises follows a certain system—a system of conducting periodical special sales—the more unique these sales, the more apt they are to turn out successfully. Above all, the truth must be strictly adhered to in advertising, if one would have the public take interest in the announcements of the store.

Here is an idea that worked well with us as a special trade stimulant for two months in the year—say, January and July. We advertised to give away one day's sales in each of these months. Our store is a cash store and we use the duplicate ticket. Each salesperson was instructed to put the duplicate ticket in the customer's package, or hand it directly to her, explaining that the ticket might be of value to her if kept. On the first of the following month numbers representing the business days of the month were put in a box, well shaken up and one number drawn out and announced by one of the customers. For instance, if the number happened to be fourteen, it meant that all purchases made on the 14th of the month just passed were to be rebated in full. A card announcing the lucky day was then prominently displayed in the show-window, and ten days given for the customers to return the duplicate tickets of all purchases made on that day, and contained the amount of money the tickets called for.

The card read as follows:

On (date) you purchased at this store goods for which you paid \$—. You were given a ticket No. upon which was stamped "Keep this duplicate ticket, it may be of value to you." We now take pleasure in informing you that on return of the above duplicate ticket the amount named thereon will be returned to you in full.

We have adopted a system of giving back by lot, to our customers, on the first of each month, a certain percentage of our sales for the preceding month. You were one of the fortunate ones for (month).

This system will be continued each month. We take this method of advertising, believing that the large amount usually spent in advertising will be more to our advantage if returned to our customers, to whom it rightfully belongs, than if spent in printers' ink.

We hope to have a continuance of your valued patronage.

Very respectfully,

"THE FAIR."

We held the original tickets and knew the customers' names and the amounts spent, but the return of the money was conditional upon the production of the duplicate ticket.

On the first day of the month, when the "give-away day" was to be announced, the store was crowded with customers holding great rolls of duplicate tickets. Some were bound,

of course, to be disappointed, but as the drawing was held in the presence of so many of the customers there could be no chance to cry foul play.

We found that customers would make purchases each day in the month in hopes of "getting their money back."

After all the tickets were redeemed we found that only less than 1 per cent. of the month's sales had been given away. Considering the increase that could be directly traced to this scheme, we found it cheap advertising.

Another scheme which worked well for several months was as follows:

On the duplicate cash ticket was stamped, "Keep this duplicate ticket, it may be of value to you." Throughout the store were signs reading, "Keep your duplicate salestickets, they may be of value to you." As in the other scheme, each salesperson was required to ascertain the customer's name and address, provided a purchase of 50 cents or over was made, and put same on the cash ticket. On the first of the month following a certain amount of the month's sales was decided upon, by the management, to be given away. Tickets were then drawn promiscuously from those of the entire month until the several amounts aggregated the total decided upon. If, as seldom occurred, a ticket amounting to over \$5 was drawn, or two tickets for the same customer were drawn, they were not allowed, but others were drawn instead. As will readily be seen, this eliminated the chance of one customer drawing almost the entire amount and also distributed the amount given away over a large clientele.

After the tickets representing the required amount were drawn, a circular letter, like the above, was filled

out and mailed to the customers. In this instance, also, we required the return of the duplicate ticket. This scheme cost us less than 1 per cent. of the month's sales, as some tickets were not returned.

After these schemes had been tried several times we found the people were talking about us as the "Money-back" store, and "Better go to 'The Fair' for what you want, as you are liable to get your money back." These schemes also served to give us the best possible mailing list that could be had in any way.

During a muslin underwear sale held recently I conceived the idea of giving a handsome sofa pillow, valued at \$10, to the holder of the lucky ticket or number. All the underwear was marked in odd prices, as 23 cents, 97 cents, etc. With every \$1 or over purchase of muslin underwear alone a chance on the pillow was given. I had a quantity of tickets numbered the same on both ends. When the customers had purchased \$1 of the underwear they were entitled to one

chance, \$2 to two chances, etc. Fractions of a dollar did not count. The numbered tickets were then torn in two and one end given to the customer and the other put in a box. At the end of the sale the box was opened and one of the customers drew out one ticket. The holder of the corresponding number drew the cushion. The object of having all odd prices on the underwear was to compel the purchase of a large number of articles.

This plan caused considerable excitement as the "gambler's chance" proves most attractive to women.

Charles William Burrows.

The holiday lines of art novelties are now open to buyers, and the buyer who comes with a fair amount of money to put into his department will not go home empty-handed. The manufacturers and importers have "done themselves proud," as the saying goes, and have many desirable novelties to offer discriminating buyers.

A Well-Known Fact

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

GET IN LINE

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

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

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

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

HAND SAPOLIO

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.



Schools for the Education of Shoe Dealers.

We are living in days of improvement; better machinery, better business methods, better men in the world of business, men and machinery best fitted for their work succeed, where others fail. There was a time when men or women with money, but no experience, would not hesitate to open a retail shoe store, fortified with a comfortable assurance that it would not be difficult to make a living by buying a shoe for \$1.50 or \$2 and getting a fair profit on sales. Shoes are not perishable and to a small dealer the risk in changed colors and styles is not considered serious. To-day, this class of dealers is being forced or frightened away. The business of retailing is becoming more serious and complicated, and only those who have prepared properly can hope to achieve that prosperity which is the aim of all ambitious men.

It would seem, therefore, that the time is ripe for the veteran and successful retailers to seriously consider the wisdom of establishing schools for the benefit of young and inexperienced men who may wish to rise in the world. In fact, the outlook is promising for the prosperity of such a school. It would be far better for a young man to learn the secrets of successful buying and selling, wise and unwise methods of advertising, proper and improper treatment of customers, arrangement of stock in windows, importance of selecting a suitable business location and above all the need of paying bills promptly, keeping books accurately and in other ways learning how to become a first-class business man, instead of toiling laboriously in gaining experience expensively by not having the advantage of receiving knowledge from those qualified to impart it.

Men who can teach these things are not plentiful. In every town, however, there are expert and successful retailers who might form classes for clerks and merchants in different lines of trade and be induced to give one evening a week to talking to pupils.

With the coming of long winter evenings it would be of distinct benefit to retailers if their clerks could attend such a school for a few nights a week. The aim should be to make the man a better clerk; the clerk a better man. Such tuition might result in firing the ambitious to set up in business for themselves. On the other hand, it would be vastly better for retail merchants if their clerks were fitted to earn higher wages, as low-priced men are not necessarily cheap help, but rather the contrary.

Wise clerks have it in their power to do much in the way of self-improvement, and it will be far better for young men to think more of the

future and to prepare themselves for it, rather than to regard the store in which they are employed as a kind of prison house, to be entirely forgotten except when they are in it.

The time is approaching when retail stores will not be kept open late at night each day in the week. A vast quantity of illumination is wasted in waiting for stray customers. This expenditure might be avoided by shutting up bright and early the first four days of the week, allowing Friday and Saturday evenings for the shopping of those who can not call during the day.

These are a few of the problems which confront schools for retailers and probably some bright young fellows who are not of the class who profess to have no time to read their trade papers may think and profit by these suggestions.—Shoe Trade Journal.

Shoe Factory Method of Cleaning Russia Leather.

The last of the colored shoes seen going through the women's shops are almost wholly in Russia calf. This is a shoe that is cleaned on the bench by hand, and in some of the dressing rooms they use a cleaner and polisher combined. This serves very well, and even on those shoes that have had cement removed from the uppers it leaves that part of the stock the same as the rest of the upper. When this cleaner and polisher is used the shoes are allowed to set, and then they are polished on a fine seersucker brush after they have had a chance to become dry.

That is the ordinary treatment for this stock, but in exceptional cases, when a shoe has a lot of blacking on it, they have to take the rubber eraser and erase it. This sort of work must be done on the treeing or ironing machine, specially if the shoe is badly stained with blacking, and when the stain can not be removed with the ordinary cleaner.

This preparation that is used both for cleaning and polishing at the same time seems to be a pretty good process for the Russia calf. It is also a most economical way to do it and the cost ought to be considerably less than in those dressing rooms where shoes are cleaned, washed and polished on the forms.

The liquid that will clean and polish at the same time is put on the shoe in the form of a dressing. It is a sort of combination dressing, and, while in some shoes one could hardly tell the difference between this single application and the two applications that are given a shoe where the cleaning and polishing liquids are two separate preparations, still there are other shoes that do show a difference.

To clean and polish with two separate liquids gives many shoes a higher or brighter polish or luster.—Superintendent and Foreman.

Diamond Cut Diamond.

She (wearily)—All the nice men are married.

He (emphatically)—The girls seem to be pretty well picked over, too.

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.

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.



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.

Salaries of Shoe Clerks in Big Cities.

We were recently asked by a young man in a small city what salaries were paid to shoe clerks in the big department stores in Chicago. This is a somewhat difficult question, as much depends on the work required. In a general way, it is understood that such salaries range from \$15 to \$25 a week. A good man may get more than \$25, but as a rule payment is regulated by competition, which is usually keen in all large cities.

We do not advise young men in small towns to seek positions in shoe stores in large cities. Cost of board and lodging is comparatively high and there are other drawbacks. If young men wish to get the valuable experience obtainable in large stores that is another matter, but on general principles it would seem better for bright and ambitious young men to obtain employment in stores in small cities or towns where they will be closely associated with their employers and more likely, therefore, to receive recognition for good work accomplished.

There are plenty of vacant places in stores outside of large cities for the right kind of clerks. Good men who have brains, energy and enterprise would be far more likely to rise in the world where they have opportunity to directly demonstrate their usefulness and ability. A live clerk has it in his power to work wonders in a store, provided he has the right kind of backing.

There never was a time when there was a wider or more attractive field for employment than in retail stores to-day. Many merchants need the injection of new blood in their business. They want bright young fellows who not only study their business during the day but ponder over the possibilities of increasing it during the quiet hours of evening meditation. The right kind of shoe clerk will think out a system for sending trade circulars or announcements once a month to a selected list of names. He will watch the stock under his care and keep clearing off the shelf-warmers which have a tendency to accumulate and burden the business. It is often good policy to sacrifice slow-selling goods and to impress on the public what wonderful bargains are being offered them.

Then again, a shoe clerk in a small, busy city is far more likely to have and hold a circle of friends who will give him their trade than in a large city where there is less cohesion among people. The kind of young man who resolves to push forward undaunted by obstacles is right in line to be given an interest or partnership, or to receive enough encouragement to start for himself. The mills of the gods grind slowly and young men must have patience and be prepared to advance by degrees. The youth who finds that he is associated with an employer who is unduly conservative and uncongenial should remember that there are other openings, although it may take some push and ingenuity to find them.

The world is full of examples of successful men who grew from obscure beginnings. The world takes men at their own measure. Opportunity is said to knock once at every man's door, but it is better for men to seek and find opportunities rather than sit down and wait. In towns and small cities clerks are usually able to go home for meals, whereas in the big cities they are more likely to eat at restaurants and to live in small rooms and miss the comforts and conveniences of home.

We do not wish to discourage ambitious young men in regard to entering big city stores, but it is just as well that they should do so with their eyes open.—Shoe Trade Journal.

Hints for Shoe Dealers Who Carry Hosiery.

Sheer silk is now agreeable. Fine plain cotton costs 75 cents. Heavy silk has too much tension. Plain clocks adorn fine silk hosiery.

Embroidery is very much in evidence.

Lisle stockings, plain, begin at 50 cents.

A summer silk stocking costs about \$2.

Socks are talked of. Who wears them?

In a pattern daintiness must be the keynote.

A fine, well-made stocking pays in the comfort.

A heavy effect ruins the richest embroidery.

Some printed effects, black on white, are good.

From \$3 to \$12 is asked for embroidered lisle.

Embroidered lisle is a matter of 75 cents to \$3.

Exquisite plain cotton at \$1.50 suggests the spider's web.

White lace effects are unbecoming to any save snowy skins.

A pair of stunning black openwork stockings cost but \$1.25.

Very few women with any pretension to good dressing lean to loud effects.

Plain champagne silk stockings are worn with the modish champagne silk shoes.

One girl has been clad in white from the tips of her toes to the top of her hat save for her chiffon veil and her silk stockings, which were of deep green.

Red is not seen save with an all-red evening costume, and then the stockings should be of the same shade, providing red shoes are worn. Otherwise black slippers and stockings are chosen.

Eating One's Boots.

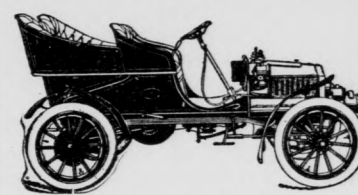
"Rawhide, or even leather, if boiled for hours, will make nutritious soup," says a writer on the subject of what a man lost in the woods may find to eat. "Many a man has bridged the awful gap by boiling his boots, whence the phrase to express the final extreme—'I'll eat my boots first.' Mark Twain was once put to this final resort, and recorded afterward that 'the holes tasted the best.'"

Government As a Breeder.

The Government is going into the horse-breeding business. Plans are now under consideration by the Department of Agriculture for the expenditure of the \$25,000 appropriated by the last Congress for the purpose of breeding domestic animals and fowls. Especial attention, it is understood, will be given to the raising of horses, both for cavalry and carriage purposes, and preparations to this end are being made at the Fort Collins experiment station, in Colorado.

At other stations in various parts of the United States experiments will be conducted with full blooded chickens, cows, sheep and hogs, and Secretary Wilson is determined that the limit of excellence in each class shall be reached. The progress of the experiment is being watched with interest by breeders and cattlemen throughout the country.

The sermon that earns most flat-tery may win fewest souls.

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.

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.

COME TO THE

West Michigan State Fair

Sept. 19 to 23, '04

This year's fair will surpass in interest anything ever attempted before. Come and see it and bring your friends. We extend a cordial invitation to our patrons to make our place their headquarters.

Rindge, Kalmbach, Logie
& Co., Ltd.



Grand Rapids, Michigan

SHE DIDN'T BUY.**Sampled Everything That Came Her Way.**

"Mother gets tired so easily. Now that we have her safely seated, let's look around a little bit," said Miss Smart.

"With pleasure," replied Mr. Jenkins, who was in the department store, but not as happy as he looked.

"I suppose all men detest shopping."

"I guess you never ask them to shop with you."

"That's ingenious, Mr. Jenkins. That would be a good way to ascertain whether they do or not, wouldn't it? But I haven't the heart to dissect a plausible argument, especially when it's offered in that spirit."

"Miss Smart, you are a cynic. You are making me ashamed of my real sentiments."

"Do tell me how."

"You laugh at everything that's serious, and my sentiments are serious."

"Now, Mr. Jenkins, you must stop. This wouldn't be shopping at all if we talked coherently. You are evidently melancholy. They say that dyspepsia gives people thoughts of that kind, but I think, you know, thoughts of that kind give people dyspepsia. You should avoid them, Mr. Jenkins. Try to be like me. I never do anything that would be likely to give me dyspepsia. But let's get to business. I've been trying for a long time to discover something new in food that papa would like. Here are samples of twenty-five novelties.

Don't they look just exquisite! And are not the girls that give them out just too daintily got up for anything. Just smell that tomato soup! Mr. Jenkins, we must try some of that tomato soup."

"Er—ah—of course, if I were you I would certainly sample it. If I was intrusted tacitly as you are with a commission from a dear relative I should determine the merits of every brand of tomato soup or die. But, as it is, my physician says that I must confine myself absolutely to vermicelli."

"That was simply delicious. You'll never know how much you missed by not taking it, Mr. Jenkins. I certainly shall have to order two cans of that. And, now that you didn't take the soup, you surely can't refuse to try some of those little pickles. Don't you think that they are the cutest things you ever saw? Do try one. No? Mr. Jenkins, you are a martyr."

"Just look at those vanilla wafers. They are made out of that new kind of cereal. Don't they look as though they would melt before they could be swallowed? And they are just as good as they look, too. Really, I must have another. Oh, and there is some of the cheese they are all talking about. Have you tried that cheese, Mr. Jenkins? It has set the epicures wild, you know."

"I don't see how you can be so mean. I don't believe you have taken a bite of one thing except the graham wafers. Do look at those doughnuts swimming in that amber-

colored grease. It is absolutely the newest thing out; entirely vegetable; made from beets, I believe. I declare they taste too good for anything. I must have a memorandum of that. And here are those new preserves which Helen Johnson told me about. An entirely new system, you know. Dear! Would you imagine they would give such a quantity away as a sample?"

"Why, did you ever think of it, Mr. Jenkins? One could almost lunch here for nothing. I'm beginning to—there, that girl wants us to try some American olives. And there is a new sort of pickled ham. Isn't it wonderful how they give samples of everything?"

"Now that there seems to be nothing else to eat in sight it just occurs to me that you have had nothing to drink. Come with me instantly and we will get some soda water."

"Really, Mr. Jenkins, that is very kind of you. I will take some ice cream soda with fruit flavors, raspberry and pineapple mixed."

"This store certainly ought to sell a great deal, they are so generous with their samples," said Mr. Jenkins, as they sipped the soda.

"Oh, it pays them to be so."

Three days later, on Mr. Smart's veranda, Mr. Jenkins asked, "Well, Miss Smart, have you bought any of those goods you tried when we were in the city?"

"I guess not!" she replied. "How could you expect me to when the samples made me so sick?"—New York Press.

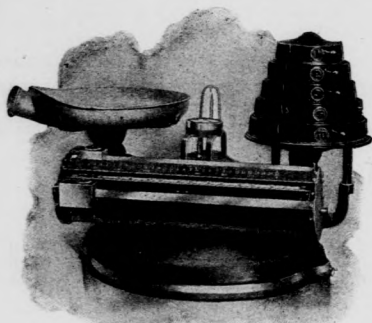
Electric Aids in Farming.

Scientific men who are calling attention to the great benefits of electro-culture say the farmer of the future will be a highly skilled electrician, who from a central switchboard at his farm will direct the germination and growth of cabbages, carrots, potatoes and other crops. No longer an ignorant laborer or mere machine dependent upon the weather, but, like an engine driver, regulating the supply of energy in the form of electric current according to certain determined rules, the agriculturist will take his place with the other large users of electricity under modern conditions.

This is the prospect held out by a Belgian scientist, Professor Guarini, who has recently been delivering a course of lectures under government auspices at the Agricultural Institute of Gembloux, on the relation of electricity to plant life, which he states is an electrical phenomenon that can be regulated at will.

According to Professor Guarini the atmospheric electricity is essential to plant growth and it is not electricity that can be substituted for light in certain cases in the accomplishment of the function of chlorophyll, which is in the decomposition of carbonic acid and water, but the light of the sun or of electricity arc lamps, with the accompanying electric radiation, that may take the place of purely electrical action.

It is a wise prophet who can induce others to forget his predictions.



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.

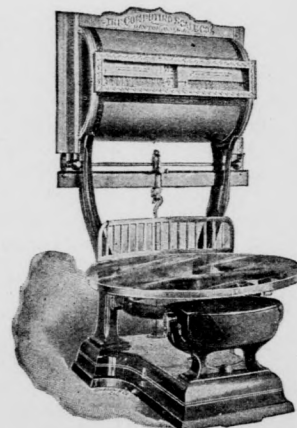
We build scales on all the known principles: Even Balance, Automatic Spring, Beam and Pendulum, all of which will

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

Changes in Banking Business in Ten Years.

The banking business is the most conservative in the world. It is safe to say there have been fewer changes during a thousand years in the vital principles and essential methods of the banking business than in any other pursued by man.

In the working details, however, there have been vast changes during the last quarter century, and even during the last ten years there have been many improvements. These changes have been for the most part, imposed by the rush of business itself and by the rapid growth of the country. They have never been revolutionary in effect, but have come about gradually.

As one banker says, "We have simply kept step with the times. The banking business is essentially conservative. We still pile up the bills one upon another in just the old way, only now, instead of a paper strap, we use a wire or stout cord. Each package is securely bound and sealed, thus making it impossible for a thief to abstract a bill. Such an improvement is typical of them all."

"We feel a need," as another banker says, "and someone finds a way, in a measure, to answer it. Then someone else adds to it and perfects the first man's improvement, and so on."

The improvements have been mainly in the perfection of time saving devices of various sorts. They make it possible for one man to accomplish more than he would have dreamed of accomplishing by the old slow ways. They have lightened the burden resting on the shoulders of the men at the head of affairs so that he can personally direct much that used of necessity to be trusted to clerks. Again, each clerk can do more work than formerly. As simple a thing as a coin sorting machine or money counting machine, either one of which is more accurate than any human being, adds greatly to the amount of work that one man can accomplish in a day. The adding machine, a commonplace to-day, by which a man can do the work which once required four or five men, would have been a wonder ten years ago.

There have been many changes even in so cut and dried a department as the book-keeping. The old style ledger is entirely done away with and a system used which requires only half as many clerks as were needed with the old ledger. Innumerable inventions and devices have lightened the burden for each man, thus giving him a wider field and a chance for greater achievement.

Then the employe works a fewer number of hours than they did ten years ago. For instance, by greater systematization the paying tellers in the big banks have all their money put up in the vaults in an hour after closing time. Sometimes their work is done as early as 3:30 in the afternoon. In the old days a teller often worked until 5 o'clock, or even later. The savings banks used to keep open evenings. This is no longer thought necessary. Then, too, the

Saturday half holiday has come in during the last ten years.

Direct telegraphic reports on the world's business is now thought necessary in the large banks. Each bank is an independent station, with its own operator, etc. This important change has come about during the last ten years.

The banking business is now more than ever before a matter of credit. There is less and less actual exchange of money. This is a growing tendency resulting from the state and national supervision of banks, and also from everything that makes for publicity. "We feel perfectly safe now while making exchanges," says the treasurer of one of the largest banks in the west, "for we know practically everything about our neighbor's business." Thus one whole class of worries concerns a banker more and more remotely every day.

It used to be necessary to carry money to or from the clearing house four or five times a day. Now bankers are doing away with that by their system of exchanges. Thirty days may elapse now without any money actually changing hands, as between any one bank and the clearing house. It all depends on whether a bank has money credited to it at the clearing house which it actually needs to do business with.

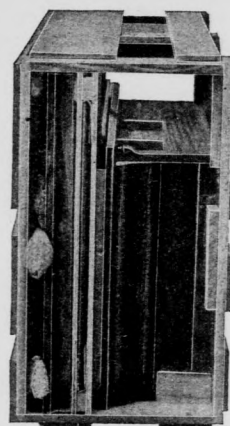
Another important change is the improved system of accounting for the loss in weight which gold coins suffer while in circulation. It used to be necessary to have all the gold weighed at the clearing house before it was paid to another bank, but now each bank seals its own gold in bags—\$5,000 in each bag—and affixes its own name thereto. These bags are freely accepted by any bank without weighing. They are weighed only when paid in at the clearing house, and then the shortage in weight is charged to the bank whose name is on the bag.

This change is typical of many similar ones which make for simplicity and the saving of time and energy in the banking business.

J. H. Williams.

Respect for Old Age in Japan.

In Japan there is no such thing as disrespect from youth to age. No Japanese boy or girl could ever think in a light or disrespectful manner of his or her superiors or teachers, and this may account for the earnestness so unusual among young children. When a student enters a master's presence in Japan he bows to the floor, and when the lesson is finished he bows again, with expressions of the deepest gratitude as he takes his departure. The teacher, sitting in most cases upon his feet on the floor, gravely returns each salutation, then lights his little pipe at the inevitable bit of a smoking box, and waits for his next class. There is no hurrying of masters from room to room, as in some of the schools in our own enlightened land. Great imitators as they are, the Japanese are remarkable for knowing instinctively those "foreign" customs which would not coincide with their national characteristics.



Don't Keep Up With The Times

Keep ahead. That's what we've made an effort to do and succeeded. We don't believe in *following* anything but the demands of people using show cases.

We're up front now with a case that's shipped to you knocked-down. That's another way of saying—freight and breakage saved.

Base is solid—just the top is taken apart. The glass stays in—no glazing to be done. Doors are all in position—just held by blocks to prevent sliding.

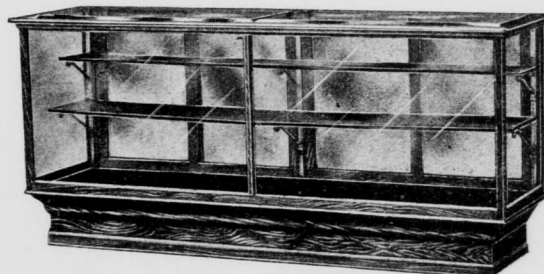
The top frame with its bevel plate glass is separately crated and set in the center of the large crate—that's why breakage is almost impossible.

Every screw goes into oak—The case is every bit as rigid as one set up.

It's certain to go together perfectly because the factory builds it up solidly and it's not taken apart till shipping time.

When new things are *good* they're doubly interesting.

Our catalogue tells—and sells.



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

Grand Rapids Fixtures Co.

GRAND RAPIDS, MICH.

NEW YORK:
724 Broadway

BOSTON:
125 Summer St.

Best Method of Developing a Prescription Business.

Why is there a cry from so many pharmacists that there is a decline in their prescription business, and some state that they have none at all? Who is to blame for such a state of affairs?

The pharmacists or physicians may answer both questions and the remedy is a better understanding of each other.

That there are pharmacists who do not care for the physicians' trade we can not deny, and it is this class that hurt the pharmaceutical profession. To develop a prescription business one must be educated in both commercial and professional pharmacy. He must be able to answer all questions asked him on pharmaceutical subjects. Be diplomatic in your dealings with the physicians. Know their likes and dislikes, what schools they graduated from, and never mention the sayings of one to another, as it is said that in no profession is there such jealousy as exists in the medical profession.

There are two classes of physicians: The dispenser who wants it all and the prescriber who lives and lets live. To win over the dispensers to prescribers is no easy task. As a rule, they are selfish or ignorant and dispense to hide their ignorance. Their whole object in life is that of a leech—to get all they can. They are never prominent in medical circles or the community in which they live. They never dispense infusions, decoctions, suppositories, ointments or any expensive medicines. Of the new remedies they know nothing. On the other hand, the prescribers are big hearted men, ready at all times to learn something, and who want to know of the progress in pharmacy. They would rather see a dozen men making a living out of their work than to deprive one of a living.

Before asking a physician for his business, whether prescription work or furnishing him his supplies, get thoroughly acquainted, calling on him and leaving him prescription blanks several times before approaching him for his business. Some will enjoy a story. Others are on their dignity at all times, and with this class you must be as dignified as they, giving them to understand that you know your business.

The dispensing physician will give as his reason for not prescribing that his prescriptions are refilled and passed from one to the other. I assure him that if he will send his prescriptions to me I will not repeat or give copy unless ordered by him to do so. Furthermore, I will return prescriptions to him if desired. Say to him: "If you have private formulas that you prepare we will buy them of you and dispense same when ordered, or, if preferred, we will make them for you, and we assure you they will be kept as your private property." Always give him to understand that no percentage on his or any one else's prescriptions will be given as you would only have to charge his patient more.

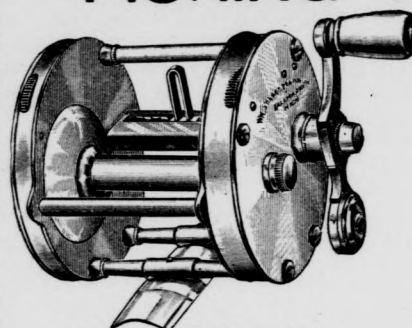
A conversation is usually carried on as follows. "Do you know why Dr. B. has such a large practice and such success?" He will say that he is aware he has a large practice and is successful, but why he doesn't know, unless he cures. "Well, I will tell you why: He told me that he lays his whole success to prescription writing, as he does not confine himself to what he has in his office or with him. He diagnoses a case and prescribes accordingly. Have you ever used any of the new remedies? Have you any cases that do not improve as much as you would like to have them?" I have never failed to get an answer, "Yes, I have." When you get this answer never lose time in suggesting a remedy, and one that you know he does not have in stock, asking him to prescribe same. This is the entering wedge, and assure him his prescriptions will not be repeated.

After getting him started don't lag but call on him for a few days, asking him about those particular cases, and after that call weekly, always suggesting and leaving something in the shape of a sample for him. When he sees you take an interest in him he will reciprocate.

Literature and clinical data of all new remedies should be kept on hand. They are furnished gratis by the large pharmaceutical and clinical houses. The prescribing physician often asks for same as he has read of them, mislaid them or thrown them away. This puts him under obligations to you.

Sampling physicians. This should be done at regular intervals, with seasonable goods. I have found that short names used to designate U. S. P. and N. F. preparations take with the physician better than the official title, as for instance, "Mistura Chlorida et Potass. Bromidi." I tell the name "Chlorida." I tell the physician that it is the N. F. preparation or U. S. P., whichever it happens to be. It is the short name that catches the physician. The name itself is nothing, but it brings to the physician's mind a preparation that contains "Chloral." No one recognizes this fact better than the secret or semi-patent men who work the physicians. Have a preparation similar to and better than the proprietary preparation and work the physician with same. To succeed, never give up. It is trying at first, but perseverance will win. I can show hundreds of prescriptions where the prescriber did not know our name nor the N. F. name of the preparation he wanted, so he would write the proprietary name and specify our make, and when telephoning a prescription would ask if I made anything similar. After getting well acquainted in this way, the physician comes to have confidence in you and your preparations, and you will find he will use your preparations in preference to others. Then is the time to ask him if he will allow you to use your preparations when the trade or semi-patent names are called for. I have found that very few object, and those who do will give

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

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.

West Michigan State Fair

Sept. 19 to 23

The fair this year will be the best and largest ever held. We cordially invite all our patrons to make our store your headquarters while in the city.

FOSTER STEVENS & CO.

Grand Rapids, Michigan

Use Tradesman Coupons

their consent in time by freely sampling so as to show that the preparation is as good as the semi-patent one. After doing this I have received such orders: "Always use your preparations unless I write 'original.'" "Use your preparation in all my prescriptions."

Refilling prescriptions. This should be discouraged as much as possible, and to accomplish same we paste on all repeats a red slip reading, "More harm than good is often done by repeating these prescriptions and it is well to consult your physician before refilling." This usually has the desired effect, namely, the driving of the patient back to the doctor. I never fill a prescription knowingly for a person other than the one it was prescribed for and if it is repeated very often I always enquire so as to be sure. If for some other person I notify the physician and refuse to fill same even for the person for whom it was prescribed without the consent of the physician. Where morphine, cocaine or narcotic drugs are in a prescription I leave out same on repeats and notify the physician, so if any kick comes he will know what is the matter, and he will thank you for it. Prescriptions for venereal diseases, when desired by the physician, are not numbered nor copy given.

Prescription blanks. Every doctor wants something different. While it is well to furnish the style they want, the one that I find gives general satisfaction is in book form, pocket size, with your card on all four corners on the back. The physician's card is in the middle of blank. On the front are simply R in one corner and the physician's name in the right hand corner. For office work I have two blank sizes of checkbooks, with plain paper, so carbon copies may be taken if desired. The advantage of having your name in all four corners is two-fold: First, it makes no difference how the physician folds it, your card will show; second, if the physician uses it for a powder paper your card will be there, so you can not fail to get something out of it in spite of what he may do.

Bacteriological and physiological work. This class of work should not be done for nothing except where the physician is a good prescriber, and he will seldom ask you to do it for nothing as he will charge his patient whatever your fee will be. Most physicians have no suitable microscope or other accessories and are not in a position to do this class of work. A great many do not have the time. When a physician sees you can do this class of work he has faith in you and will send his prescription business also. Whether you can use a scope or not you should have one, together with the different stains; also mounts made from cultures so as to compare if in doubt. Let them know that you can test the contents of the stomach after a test meal or in cases of poisoning.

Urinary analysis is another revenue producer. Be up-to-date by having everything necessary to make accu-

rate analysis. Have at least three good works on urinary analysis—not old books but the last editions as changes in methods employed are constantly taking place.

Medical societies. Prepare and read papers before the medical societies on subjects of interest to them. The field is unlimited for this kind of work. To get an invitation to read a paper before a medical society is an easy matter. Write to the Secretary that you would be pleased to prepare a paper on some subject of interest to the medical profession, as "Physicians' Mistakes;" or on some new remedy. You will soon get a reply that your offer has been accepted. Resolutions that are passed by the pharmaceutical societies that are of interest to the medical profession are sent to the medical societies, as, for instance, the resolutions passed at Mackinac Island in regard to the relationship that should exist between pharmacists and physicians. This was sent with a letter stating that the sender would be pleased to prepare a paper on the subject, to be read at one of their meetings. It brought a reply at once. I have found that this kind of work does more good than sampling and gives you a standing in the medical fraternity—something money can not buy.

Charging the physician. The dispenser should be charged for everything he gets. He gives you nothing, why should you give him anything? The prescriber for trifles that he may want in his case for his personal use, never charge him, but if the prescription be for a poor patient or office use charge at least cost price. As most physicians have some poor patients have an understanding that you will give same at cost if they will designate same by marking P. P.; and if too poor to pay anything mark charge. This will mean that his service was gratis and he would be pleased to have you follow suit. To the credit of the profession, I have never once had a physician take advantage of this privilege.

Advertising the prescription room. Blotters, paper cutters, paper weights and pen holders are very good advertisements for offices and good reminders that you are alive. But the best paying advertisement is a card two or three inches wide and six inches long, just large enough to fit easily in the pigeonhole in the physician's desk. These are called "Suggestive Therapeutics," and are sent at least once a month. On the cards we write prescriptions containing our preparations. We run a few on, say, stomach diseases, skin diseases, etc.—always something seasonable. The returns are astonishing. These are sent to the dispensing as well as the prescribing physicians. Never fail to show them something that will interest them when they visit you at your store or prescription department—it shows that you are progressive.

Wrapping a prescription. Unless the package is too large never use a string. A sticker, diamond shaped, is used. This not only makes a neat

package but is a seal as well, and is as cheap as twine.

Quick and accurate service is what the physician wants. To accomplish this a great deal of work can be done in advance. We all know how long a minute seems to a sick person, especially after waiting an hour, more or less, in the physician's office.

The following solutions are always kept on hand: Magnesium Sulphate, Pot. Bromide, Sod. Bromide, Ammon. Bromide, Sod. Salicylate 1:2 Pot. Citrate, Pot. Acetate, Pot. Iodide, Mercuric Chloride, 1 gr. 4 C. C. Sat. Sol. Ac. Boric, Capsules of Calicine, A. K. Phenacetine, Salol, Phenacetine and Salol, 2-3-5 grs. each; powders the same size; pills and capsules of private formulas that are by the different physicians; Dispensing tablets of Mercury Arsenic, Strychnine, Copper, Arsenite are also used. If a patient is in a hurry and will not wait send it to him. That these methods have been successful you may judge from the fact that but few physicians have had a just or imaginary (mostly imaginary) grievance against our store. To-day we have the good will of all of them, not one refusing to let his patients come to us with their prescription work. Formerly 75 per cent. of the preparations used in prescription work were bought. To-day it is the reverse. We used to average between thirty and forty prescriptions a day, to-day over one hundred. The first six months of this year we put up 20,502 prescriptions. At first, I called on physicians every Friday, but lately have been too busy to call on them—have not called for over eight months.

Wm. C. Kirschgessner.

An engagement ring is a girl's idea of a round of pleasure.

RUGS FROM OLD CARPETS THE SANITARY KIND

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

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

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

Convex and Flat

Sleigh Shoe Steel
Bob Runners
Cutter Shoes
Delivery Bobs
Cutters and Sleighs

Write for our prices.

Sherwood Hall Co.

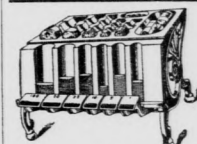
Limited

Grand Rapids, Michigan

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.



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.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, 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.

FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS' JAXON Highest Grade Extracts.

Foote & Jenks JACKSON, MICH.

COLEMAN'S HIGH FOOTE & JENKS CLASS EXTRACTS

CANADIAN CANAL.

Connecting the Great Lakes With the Atlantic.

Written for the Tradesman.

Canada is considering the advisability of digging a big ditch, a ship canal, that shall connect the Great Lakes with the Atlantic ocean. This canal is to run from the Georgian Bay country across to deep water in the St. Lawrence. Surveyors are at work on the proposed route now, and if the canal is dug, which seems likely, in view of the liberal policy of the Canadians during the past few years, it will cost in the neighborhood of \$100,000,000, and have not less than twenty feet of water at the lowest point.

The proposition to dig a canal that shall have for its object the giving of the country of the Great Lakes deep water connection with the ocean is of vital interest to Michigan. It means that, when the work is completed, Michigan, Wisconsin, Minnesota and other states favored with fresh water navigation will be brought nearer the European markets, thus making these states natural centers for manufacturing of every kind.

Michigan will be, perhaps, more favored than any of the states on the lakes, as the canal will bring a large number of cities into close connection with almost the entire world. Both peninsulas will benefit by the improvement, both will prosper as a result of the enterprise of our Canadian brethren.

It may be argued by persons not familiar with conditions affecting the navigation of the lakes that a canal of only a 20 foot depth will not be deep enough to allow the passage of boats large enough to make the shipping of cargoes by this route profitable. In a recent experiment with a line of boats from Chicago to Europe it was found that the transportation was too expensive to allow any great profit, one of the reasons being that the boats that could be run from that city to the ocean were not big enough.

A canal with 20 feet of water, however, will allow the passage of very large freighters. It will be remembered that the steamer Augustus B. Wolvin, the largest boat on the Great Lakes, when she made her initial trip some months ago, drew but 18 feet of water, and at that she was carrying a cargo of nearly 11,000 tons of coal. This boat is 560 feet long and larger than many of the boats on salt water.

It has become a habit with the people of the United States to poke fun at Canada, and whenever she sets out to perform any great undertaking many persons smile; but Canada is coming to the front. She is spending money to develop her territory. She is building railroads in all directions, developing her mines, building rail mills and metal plants of almost every description, enlarging her wheat-growing area and pushing the forest line rapidly in the direction of the North Pole. So fast is her wheat belt widening that many men in this country who have investigated the situation predict that

in a few years the country lying to the northwest of us will become the granary of the continent, if not of the world.

The man who imagines that Canadian competition is to be as easy to combat as that of the mother country reckons from a mistaken point of view. Canada is being developed, in a great measure, by capital from this side of the border. For instance, take the Lake Superior Corporation, the great company succeeding the Consolidated Lake Superior Company. This concern is practically an American organization. Millions of dollars from the United States are represented here, although English capital in a measure is also interested. This company is turning out rails at the rate of 500 tons a day, and the same week the mill started the Canadian government put a duty of \$7 a ton on rails manufactured in this and other countries. Thus the steel trust is barred from cutting under the Canadian price and Canada will hereafter keep her rail money at home.

The fact of the matter is that Canada is just awakening to the fact that she has vast possibilities. She has ore deposits as rich as any in the world, millions of acres of forest land, vast areas adapted to the raising of grain. Perhaps Canada may not be quite as strenuous as the people who live in the territory of Uncle Sam, but her people are getting there with increasing speed.

In the light of what Canada has been doing in the past few years in the way of developing the country, it is not saying too much to claim that sooner or later she will dig this canal. It will bring her fields of wheat nearer the markets of the world and make her territory more valuable. In the long run, according to the belief of her foremost statesmen and financiers, the canal will prove a paying investment, one that will materially aid in the upbuilding of the country.

This canal will be a good thing for Michigan. It has been the dream of many a man that some day the pine barrens of the Wolverine State will develop into vast grazing fields, where sheep, cattle and horses will be raised by the thousands. Some weeks ago I talked with one of the best posted men in the State, a man who has grown rich in the lumber business and who is now experimenting on a large scale to see if cattle can be raised with a profit on the pine lands of Michigan.

"Some day," said he, "Michigan will become a great grazing State. In both peninsulas are thousands and thousands of acres of land that can be used for the raising of cattle and sheep. Already men of money are going into the business on a small scale, and I personally know of several who are making money on a very small investment. The business will grow rapidly."

With a canal through Canada, Michigan will be nearer the markets of the world than the grazing country of the West. Land can be picked up for little more than the taxes and can be had in almost unlimited quantities.

What, then, will hinder the rapid increase of the business?

As far as export trade is concerned, Michigan will be in line to compete with the Coast States in manufactured goods. Ocean boats will tie up in the harbors of a score or more of Wolverine cities and load with the products of our factories and Boston and New York will awake to learn that "out West" the manufacturers are encroaching on their preserves.

The man of pessimistic mind will naturally say that Canada will never dig the canal, just as he would have said ten years ago, had he been approached regarding the matter, that steel rails would never be manufactured on the banks of the St. Mary's River, but a few miles from a region then untouched by the hand of man. He would have said that the hills of Algoma were worthless, yet within a few years capital has invaded the domain of the moose and elk and thousands of men are scattered through this district, digging in the hills for minerals and swinging the axe in the forests, that immense mills may be supplied with pulp wood.

It is but a few days since the newspapers announced that Alfred Harmsworth, the great English publisher, had organized a syndicate that will erect in Canada the largest pulp mill in the world, barring none. In a few days the newspapers will announce that a second steel rail mill will begin operations on Canadian soil, this one at Sidney. Railroads are being built in every direction in Canada. The government is behind some of them. Grain elevators and car shops are under way in the Northwest and settlers are pouring across the border by the thousand and tens of thousands every year.

In the light of all this it is not expecting too much to look for the completion of this great canal. Canada has been thinking about it for years. Canada will do it soon, perhaps not next year nor the year after will the work be started, but it will come in the near future. A country that builds railroads from ocean to ocean, that stands behind its industries with a tariff system that begins to be noticed in the United States, will dig a canal when the interests of the country demand it.

Michigan is interested in Canada, because Canada can not prosper without benefiting, to a certain extent, the states across the line. When the Canadians dig this canal they will help themselves, but they will help the Wolverine State also. Canada can not commence shoveling too soon to suit us. Raymond H. Merrill.

Their Way.

"I suppose all your neighbors were out to see you the first time you went whizzing through the street in your new automobile?"

"No, they were all busy getting their work done ahead of time so they could be out watching the next evening when I had to have the blamed thing towed home behind an express wagon,"—Chicago Record-Herald.

The Clerk's Side of the Question.

It is all very well, apparently, to keep telling the clerk that he should never be afraid of doing too much. It seems to be thought desirable to remind him that he should be always ready and willing to work overtime, whenever there is a possible excuse for it. It will encourage him and keep him up to the mark to tell him occasionally that the clerk who is not afraid of extra work is the one who is always marked for promotion. Of course, this will put no money in his purse, and will not pay his board bill, but it gives him hopes to feed on. Promotion may be long in coming—in fact, it may not come at all; but it provides him with pleasing anticipations, and it costs his employer nothing.

There is a popular belief that there are two sides to every question, but the one that has reference to the relations and duties of merchants and their employees appears to be singularly one-sided. The public seem to have clearly defined ideas regarding a clerk's duties, and they know exactly what he should be and do. The other side of the question receives little or no attention. No one appears to be interested in looking at the matter from the clerk's viewpoint. Advice and suggestions are showered upon employees without limit, but no one seems to think of advising the merchants. It appears to be taken for granted that they know all that requires to be known, and that to offer them advice would be superfluous if not impertinent.

It is possible, however, that the matter has not always received the strictly impartial treatment to which it is entitled. It may be that clerks have some rights that have been overlooked. It is not impossible that merchants owe something to their employees besides the mere payment of their salaries. Much has been said and written concerning the duty a clerk owes to his employer, but it seems unreasonable that all the obligations should be his. A clerk who has the proper disposition will not object to work overtime when his work is needed. But, unless overwork is provided for in the contract the merchant has, surely, as much right to pay for extra work as a clerk has to work overtime for nothing. If a clerk gives his employer faithful, loyal service, he is at least entitled to some sign of appreciation.

The trouble seems to be that the self-constituted advice givers have been so busy preparing their goody goody platitudes for the benefit of clerks that they have lost sight of the fact that there is another side to the shield. They appear to have forgotten that a clerk has any rights except the right to work and to do everything in his power for the good of his employer. They fail to remember that a merchant's whole duty to his clerks is not merely to get from them the greatest amount of service possible. Their time has been so fully occupied in defining the duties of employees that they have been unable to give any thought to the obligations of employers.

There is no doubt whatever that the clerk who wishes to succeed should never be afraid to work. No demonstration is required to show that he should be loyal to his employer's interests. It is very probable that the clerk who gives the best satisfaction in these respects will be the first to get promotion—but it may be a long time coming. But it is none the less a fact that the kind of clerks a merchant has depends very largely upon himself. If he shows his employees that he appreciates their efforts, he is sure to get better service than if he only notices their work to censure it. If he shows an interest in their welfare and advancement, they are pretty sure to reciprocate by becoming more interested in his business. If he lets them know that he has confidence in them they are not likely to betray his confidence. In short, if he treats them like human beings, and not as mere machines, he is doing the best he can to develop the good that is in them. And it is only by mutual appreciation and respect on the part of employer and employee, and by working harmoniously together for the general good, that the best and most satisfactory results can be obtained.

This matter deserves the careful consideration of every merchant who employs clerks.

Sugared the Eggs.

Admiral Dewey nodded toward a tall man with a military carriage.

"That gentleman," he said, "fought gallantly in Cuba against the Spaniards. But it is about his eating, not his fighting, that I am going to tell you.

"He was quartered in a certain Cuban village, and at mess he complained bitterly every day about the Cuban cooking.

"Sugar!" he would exclaim; 'they sugar everything! I can't stand this constant sugar diet.'

"Finally he said: 'I'll eat nothing but boiled eggs hereafter. They can not sugar them.'

"But a young officer came in to mess at the next meal very early, and taking the salt out of the other's salt cruet he filled it up with sugar.

"When the older man arrived he ordered, sure enough, boiled eggs. He opened them with gloomy complacency and sprinkled over them plenty of the doctored salt.

"At the first mouthful he turned purple.

"Sugared, sugared!" he exclaimed, and rushed from the table."

He's Dead.

He adopted the no breakfast fad. He cut out noon lunch for health's sake.

He walked ten miles a day for exercise.

He abandoned tea drinking.

He quit drinking coffee.

He gave up meat.

He stopped eating vegetables.

He slept in the open air.

Now he rests in peace beneath the beautiful snow.

It is better to wear out than to be sold out.

Hardware Price Current

AMMUNITION			
Caps			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers			
No. 2 U. M. C. boxes 250, per m.	1 60		
No. 2 Winchester boxes 250, per m.	1 60		
Gun Wads			
Black edge, Nos. 11 & 12 U. M. C.	60		
Black edge, Nos. 9 & 10, per m.	70		
Black edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of Powder	Shot	Size Gauge
120	4	1 1/2	10
129	4	1 1/2	9
128	4	1 1/2	8
126	4	1 1/2	6
135	4 1/4	1 1/2	5
154	4 1/2	1 1/2	4
200	3	1	10
208	3	1	8
236	3 1/2	1 1/2	6
265	3 1/2	1 1/2	5
264	3 1/2	1 1/2	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	23 00		
Bolts			
Stove	70		
Carriage, new list	70		
Plow	50		
Buckets			
Well, plain	4 50		
Butts, Cast			
Cast Loose Pin, figured	70		
Wrought Narrow	60		
Chain			
Common	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	dis. 40 & 10		
Expansive Bits			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American	70 & 10		
Nicholson's	70		
Heller's Horse Rasps	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	13	14	15
List	13	14	15
Discount, 70.			
Gauges			
Stanley Rule and Level Co.'s	60 & 10		
Glass			
Single Strength, by box	dis. 90		
Double Strength, by box	dis. 90		
By the Light	dis. 90		
Hammers			
Maydole & Co.'s, new list	dis. 33 1/2		
Yerkes & Plumb's	dis. 40 & 10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3	dis. 60 & 10		
Hollow Ware			
Pots	50 & 10		
Kettles	50 & 10		
Spiders	50 & 10		
Horse Nails			
Au Sable	dis. 40 & 10		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanned Tinware	30 & 10		

Iron	
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
Castors, Bed and Plate	50 & 10 & 10
Dampers, American	50
Molasses Gates	
Stebbin's Pattern	60 & 10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages	1/2 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 16 advance	Base
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 7 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Bars	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	10
Sand Paper	
List acct. 19, '36	dis 50
Sash Weights	
Solid Eyes, per ton	30 00
Sheet Iron	
Nos. 10 to 14	\$3 60
Nos. 15 to 17	3 79
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
Solder	
1/2 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	\$10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	\$ 9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 & 9 boilers, per lb.	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 00
Barbed Fence, Painted	2 70
Wire Goods	
Bright	30-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	30-10
Wrenches	
Baxter's Adjustable, Nicked	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70 & 10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	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, bail, per doz.	85
1 gal. fireproof, bail per doz.	1 10
Jugs	
1/2 gal. per doz.	60
3/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
	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 72
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each chimney in corrugated carton	
No. 0 Crimp	1 80
No. 1 Crimp	1 75
No. 2 Crimp	2 78
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 33
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
3 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	3 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. each	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.	40
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
1,000, any one denomination	3 00
2,000, any one denomination	5 00
Steel punch	7 00

DRY GOODS

Weekly Market Review of the Principal Staples.

Silks—The cheapness of black silk during the present season has been notable. Information from the best sources is that the sale of blacks is increasing. Peau de soies particularly are receiving increased attention, but black taffetas are also in better demand. This demand for blacks has directed the attention of silk people to an investigation of the supply in the hands of the mills. A shortage in the supply was discovered. Manufacturers unloaded their black silks this summer at slaughter prices. Peau de soies and taffetas have both sold below cost. The revival of demand for blacks has caught the manufacturers without a stock. To them the distressing fact comes that they could now sell their blacks at a profit of 20 per cent. against a loss which they accepted just a few weeks ago. Black silks will be firmer. Labor is higher and the market is not overstocked. Dyers and finishers are both demanding the maximum for the week. With an increasing demand an appreciable advance may be expected. The revival of faille silks seems to be assured and the sentiment in their direction has been steadily growing. Foreign manufacturers in some cases have unlimited confidence in the substantial revival of cross-wise cords. Of course, failles are cross-wise cords modified by the weave, but the effect is there, and this silk gives the public some relief from the plain-surfaced materials that have been employed for two or three seasons. It is safe to predict a call for faille silks from the exclusive trade; whether the line will be generally popular or not is a question that causes considerable discussion among the best-informed retail buyers at the present time. Failles are among the excellent possibilities.

Shirt Waist Suits—The position of the shirt waist suit this fall is a subject of direct and immediate concern to silk dealers. It is important for them to determine, if possible, the styles of costume in order to be guided judiciously in their selections. The consensus of opinion clearly is that the shirt waist suit will be popular for some time into the coming season. There have been some cool, almost cold, days recently and the effect of this cool weather on the shirt waist suit was watched closely. A leading retail silk manager reports that during one of the very coolest days he sold a large number of shirt waist suit patterns. If this is indicative of anything it would be the probable sale of fabrics for shirt waist suits this fall even into cool weather. The subject of styles will be considered and it is expected that the present shirt waist suit will be modified to distinguish it from the garment of summer. But the general style is

selected to remain. It is over a year now since fancies were offered to the trade. One retail store says that they have had them fourteen months, and when first added to stock the agent of a silk house expressed his pleasure that he could get rid of them. Now neat and fancy silks are universally shown and sold. One retail store has a sale of fancies in a full color line at 45 cents. Sixteen yards amount only to \$7.20, which is within the reach of most people. The invariable reply to the query, "What will be foremost in the fall silk demand?" is "chameleons." These are counted on as a powerful factor, and they come in a variety of weaves and in light and dark shades. Taffetas and satin surfaces will be equally fashionable. Surah and satin merveilleux are revived, and cord effects, both transverse and lengthwise, are shown in imported lines: reps, gros de Naples, grosgrain and faille. Wide-wale diagonals—which have been absent from the fashionable silk list perhaps longer than any of the other revived styles—have reappeared. Nearly all of these come in shot glaze or chameleon effects, and some of them are the groundwork of fancy jacquard, broche or warp-print designs.

Millinery—Importers and manufacturers of millinery who depend entirely upon the jobbing trade for their business are not satisfied with present conditions. Heretofore this time of the year has brought forward a very good duplicate demand, but the month of August appears to have departed from its old custom, and those catering to the retail trade are also in a complainant mood. Buying has not only been late, but has been carried on in such a restricted manner that uneasiness permeates the whole market. The best that can be said is that while road business is commencing to revive, with orders becoming more numerous, everything points to an extremely late season. Jobbers had their stocks ready at the usual time, and some important "openings" were announced, but they were late in getting under way. The buying fraternity was from two to three weeks behind time, but with the progress that is now being made it will not be long before the millinery establishments will have their hands full. Because of the diversity of styles and patterns during the present season the production of goods that enter into millinery will be slow, and this is noted not only in machine-made goods, but in hand-made ready-to-wear hats and dress shapes.

Hosiery—The opening for spring hosiery lines was marked by a fair amount of business, although there has been a disposition on the part of some of the large Western houses to delay the purchases of staples, owing, no doubt, to the unsettled condition of the cotton market. In cases where good lines of novelties and small figured fancies have been sold, no difficulty has been experienced in capturing average orders.

Underwear—All sorts of reports are heard regarding the variation of prices on spring underwear. Some buyers claim that unexpected reduc-

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. STOEPEL

330-332 Lafayette Ave.

Detroit, Mich.



"Laugh and the World Laughs With You, Weep and You Weep Alone."

No man ever made a dollar by getting in the "dumps." A cheerful countenance will open more pocket-books than a sour face and a jimmy. For example, buy a line of

Puritan Corsets,

place them in stock, put a smiling face behind them and the first thing you know you have the dollar and the woman has the corset. Every-

body is pleased and you have made more profit than you could in selling any other make. Try it.

PURITAN CORSET CO.

Kalamazoo, Mich.

tions have been made in the price of lower grades, and that manufacturers are willing to take orders at prices that really seem impossible under present conditions. A careful investigation of this matter shows that the prices of a few cheap lines have been slightly broken, but that unheard of cut prices have not been made. Manufacturers who have a reputation for keeping their product up to the standard of samples have not found it necessary to shade prices in order to book the business. Medium and high grade underwear is practically on last year's basis, and there is no reason to believe that manufacturers will change their attitude regarding prices. Buyers in some parts of the country have been disposed to delay purchases, regarding the price of cotton as rather precarious, and hope that a further drop in the staple will enable them to buy goods considerably cheaper. Prices are as low as the goods could be produced for, if a reasonable percentage of profit were to be secured. A number of the foremost manufacturers state positively that they will not change their prices, even although bookings are delayed in consequence. They have no faith in predictions that cotton will be materially lower, and will adhere to lists as they now exist.

Gloves—The men's gloves shown this fall are inclined to be freakish. Some of them are about the color of manila paper and vary from a little lighter to a little deeper. They are short in the wrist with one large pearl button, and they are heavily stitched. These gloves are naturally of very fine material. They will wash, as their name, wash-leather gloves, indicates, but they must be continually washed. The haberdashers that cater to a more popular trade hardly think they will ever sell to any extent with them, or that they will last very long with the more exclusive sets.

System in Business.

System is a living being. Its home is your office—your workshop—your factory—your store—or even your desk. It lives on your work—devours your detail.

Your system is your creature. You fashion it yourself. You may make it do the very things you want it to do—or you may let it grow rank and suffocate your business. It will be a good system or a bad system according as you have designed it well or poorly.

Your system should be as a junior partner—an only son. If sickness keeps you at home, you need not worry if your system prevails over your business.

As you grow—as your business grows—so should your system grow. If it grows too fast it topples of its own weight and we call it red tape. If it grows too slowly, it dies of overwork, and we call it slipshod system. As your system lives, so will your business live. And as it dies, so will your business die.

System is your second self. Be studious in system if you would be sure of your system.

GETTING TRADE.

Two Ways Adopted by a Grand Rapids Clerk.

Written for the Tradesman.

You may say that the girl behind the counter who simply does her duty is nothing out of the ordinary. But I say that such an one is—in these days of hurry and worry, of exacting steady customers and exasperating transient trade, of critical employers and perhaps supercilious department heads—I declare that such an one is, in a certain sense, a heroine.

I was talking with one the other day who is as near perfection as it has ever been my lot to meet. She is in one of the large stores in a department that contains articles that appeal especially to the ladies. It is now some six or seven years since first I noticed her little round pleasant face in this particular store. She is always smiling; I have never seen a frown on her features. How she preserves such perfect equilibrium under the many trying circumstances that come to the average clerk, I can not understand. I think there must be some invisible light that illumines her pathway, showing her the rocks and the pitfalls to be avoided, the easier, the softer places that will make the business journey the safer for her tired feet.

"Don't you find it hard always to be pleasant when things go wrong?" I asked her recently. "I never see you look cross," I added. "How do you manage it?" I enquired.

"Well, it is pretty hard, sometimes, I will admit," she answered, with the facile smile showing itself. "I am willing to do everything reasonable—and a good many things not so reasonable—to accommodate a customer. In the matter of matching ribbon I will show a dozen bolts, to suit at last, rather than have the customer go away with the impression that I am too lazy to make the effort to please her.

"That's just where so many clerks fail," the little ribbon girl continued, "they are afraid they will do too much. I don't know what they are thinking of. Why, bless your heart, what are we all here for, anyway, if not to send every one away complacent with the treatment accorded them, whether or not they succeeded in finding just what they came in for?"

Many and many a time this young lady has offered to go to another section and get for me some bit of information concerning some special goods in that other department, when I was perfectly able to perform the errand for myself.

"You are tired with your shopping, I know," she would say, "let me go to the other counter for you."

And she would be so pleasantly insistent about it that really one could not refuse the offered assistance without seeming ungracious. You see, she always put the service in the light of a favor to her. I don't know how the little minx manages to make it look this way, but you actually feel that you would be committing a rudeness not to let her wait on you.

"I try always," she said to me, in my little talk with her the other day, "to put myself on the outside of the counter, and so I am able to get a better view-point as to the best way to handle a customer. Some of them, I will own, are pretty—well, to put it mildly, cranky to get along with, but I try to make some inward excuse for them and then I can be more patient with such. Every one shows his character in his face, whether that character be the result of neglect of control of one's downward tendencies or of a rasping environment that the person so surrounded has lacked the stamina to rise above. You never know the exact cause for the sour looks encountered and it is best to overlook them and be so cheery yourself that their owners can not but feel your 'atmosphere' and absorb a little of your radiated good nature.

"But there is one thing," said this model clerk, "that I can't abide—although I have to 'smile and smile' like a villain over it—and that is to have women come to my department and paw over (yes, that's what this unruly class does—paw over!) my stock on the counter, ask to see two or three dozen pieces of ribbon on the shelves behind me, and I show them suavely everything they ask to inspect, and then, after they have taken up a half hour or so of my time, to have them have the—I've no word to call it but effrontery—the effrontery to inform me that 'they didn't intend to buy anything—they had some time to put in before their train started and they thought they might as well spend it looking at my stock as any other way!'

"In the language of the Small Boy, 'wouldn't that jar you!'

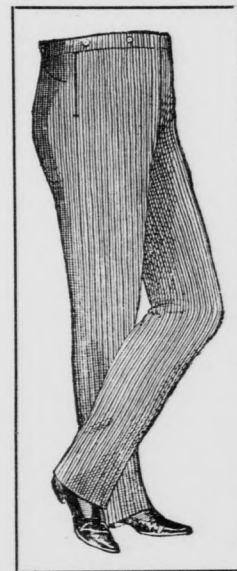
"But, even then, I must present a polite exterior and tell them that maybe next time they come to town they will want some of the very shades they have been looking at, and, if so, I will be pleased to wait on them again. This throws their insult—or whatever one feels like designating such conduct—off the track, so to speak, and they are bound to leave with a courteous word.

"Provoking as such an experience is, do you know," stated this almost unusual salesgirl, "I can number among some of my best out-of-town customers quite a few whose trade with me dates from just such disagreeable occurrences! By exhibiting an unruffled front upon those first trying occasions I had the advantage over them—although I was cautious not to let them feel it—and I used it for my own betterment."

These are but two instances—an accommodating spirit and equanimity under annoying circumstances—of the ways by which this particular clerk makes and holds trade. I might mention numerous other traits, but just these two have secured many customers for the establishment that is so fortunate as to count this young lady among its employees. H. S.

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

A Good Point



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

Grand Rapids Dry Goods Co.,

Exclusively Wholesale

Grand Rapids, Mich.

When you come to the West Michigan State Fair, Sept. 19-23, make our store your headquarters.



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.

Instructions Which Should Be Invariably Followed.

All firms represented by traveling salesmen usually have a set of business instructions for the salesmen to follow. Many of these directions are general and as axioms can be adopted in almost every line of business. A few which need to be firmly impressed on the minds of all traveling salesmen follow:

Always send in orders to the house you represent on regular order sheets provided by the house, and if necessary to give special information to insure filling the order correctly write such instructions at the bottom of the blank. Never send in additional shipping instructions separate from the order; they may be lost.

Have customer read the order after it has been written and then be sure to have him sign it. This precaution will obviate possible disputes and will prevent the customer claiming credit for goods which he had really ordered but afterwards concluded he did not want. An unsigned order gives the customer too great an advantage.

When addressing the house be brief and concise. Keep all items different in character on separate sheets, so that they may easily be referred to the respective departments. Otherwise your answers will be delayed.

It is poor policy to sell a customer something he has no need of and which will prove a detriment to him. If you sell a customer something he does not require he will soon conclude that he was talked into the purchase, and in the future will refuse to buy of you. Your customer's interests are your own. If he is prosperous the larger will be your sales. Sell your customers something which will make money for them and you will receive a share of their earnings in future orders.

Get references from new customers and from those of questionable credit. In doing so you help the credit department of your house and lessen the delay in filling the initial order, on which a new customer so often forms his opinion of the house.

Make all your offers for immediate acceptance. Never let your customers feel that they are at liberty to accept your propositions at any time in the future; they may make use of them to secure lower prices from competitors.

With every order you take in some lines of trade it is always desirable to secure some sort of a cash payment so as to bind the customers. If written contracts are to be made write carefully every detail and leave

not a single point open for controversy. A few extra minutes devoted to the preparation of the contract will save money and time. Secure your customer's signature and then forward the contract to your house for acceptance. The credit department, after looking it over, many find something omitted and therefore a salesman should advise his customer that the contract is subject to the acceptance of the house. Avoid verbal understandings.

Always keep in communication with your house and be sure that your employers know where to reach you both by letter and wire daily. If compelled to change your route telegraph the house.

It is poor policy to draw a draft on the house for expense money. Anticipate your wants sufficiently ahead, so that remittances may reach you by mail. Never borrow money from your customers; they will soon get a bad opinion of you and of your house for permitting it.

Remember your house is in business for a profit. Never make a sale which loses instead of makes money for your employers. W. W. Hiscox.

Sensible Suggestions Which Appeal To Business Men.

Most business men seem incapable of putting their own personality into a letter, unless they are angry.

When a man is angry he should call his stenographer and dictate freely all that he feels inclined to say, have it carefully written out, read it thoughtfully, and then tear it up. It gets the load off his chest, and at a later hour or the next day he may be better qualified to do himself justice.

No outward expression of a business is of more vital consequence than the mail that goes out every day; what is said and the way it is said. The spirit of your business is sure to show in your correspondence.

It is unfortunate there is no English equivalent for the French term *esprit de corps*—that enthusiastic devotion of all to the common cause. That is the thing that moves mountains.

Think what has been accomplished in the world time and again merely by the zeal of one man.

Think of the contagious enthusiasm of a real leader and then consider its cumulative force if multiplied by the total number of men connected with an enterprise.

It means the army of Napoleon. The ability to inspire others is perhaps the greatest faculty a mortal can possess.

I sometimes think that no man should be at the head of a business who does not have in a marked degree this gift of leadership—the ability to inspire loyalty.

The habit of loyalty must be established. Those who are not receptive or incapable of it must be weeded out.

The man who is always considering himself, who is always thinking, "Where do I come in?" is a bad employee.

When a man can no longer be

loyal to his house he would better quit his place.

If he does not believe in the institution and the men at the head of it, he is doing an injustice to himself and to them if he continues in his position.

Every employee is an advertisement of one sort or another. If he can not be a good advertisement he has no right to be a bad one.

When a man begins to spend money for the purpose of creating favorable sentiment he is likely to realize that good will is a very complex thing. It has to do not only with those to whom he sells, but with all from whom he buys or has any sort of transaction and with his employees.

His salesmen must represent him and not misrepresent him. If the man belittles his house and claims to sell all the goods on his own personality he is not a good advertisement to send about the country.

One of the great things about a public advertising campaign is that it emphasizes these facts. It lets the sunlight into the dusty corners. It forces more wholesome conditions; brings with it a liberal education in business ethics.

Mr. Business Man, if your employees are running your business in their way and not yours, perhaps you need the tonic of a public advertising campaign.

Mr. Advertiser, if there is no one in your institution capable of infusing the spirit of cheerfulness and loyalty,

no one who can develop *esprit de corps*, perhaps you would better turn the task over to your advertising manager.—George Dyer in Mahin's Magazine.

First Direction Impossible.

The old man sat alone in his cabin, where the hand of woman had never been known and dirt reigned triumphant. The conversation turned upon cooking. "Yaas," drawled the old man, "I got me one o' them there cookbooks wunst, but I never could do nothin' with it." "What was the trouble?" asked his visitor, persuasively. "Why, every one o' them blamed receipts started off with, 'Take a clean dish.'"

Ah, Fate, how many gold bricks dost thou bring to our door and dispose of as bargains.

LIVINGSTON HOTEL

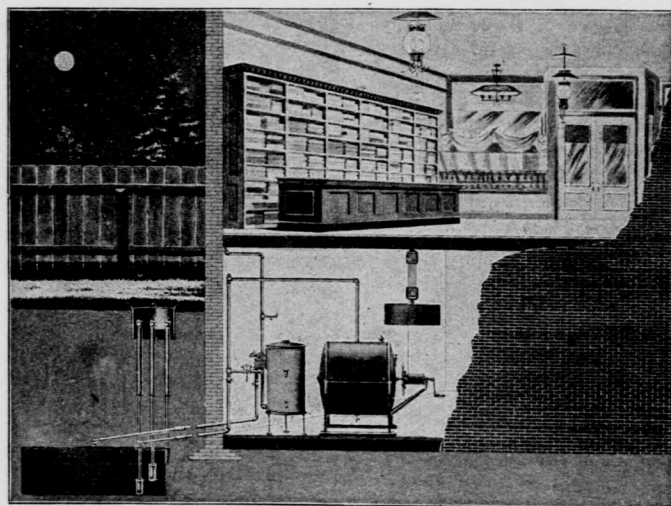


The steady improvement of the Livingston with its new and unique writing room unequaled in Mich., its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

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

Keep Your Business Moving

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



A Michigan Gas Machine

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

Michigan Gas Machine Co.

Morenci, Michigan

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

Paid Eight and Audited Four Death Claims.

Flint, Sept. 12—At the regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip, held at Battle Creek, all were present except Director Cook, of Jackson.

Secretary Lewis reported receipts as follows:

Death fund.	\$2,814.00
General fund.	12.50
Entertainment fund.	12.00
Donation fund.	1.00

The report was approved and adopted.

Treasurer Bradner reported the condition of the finances as follows:

Balance on hand.	\$7,424.56
Received from Secretary.	2,970.00

Total. \$10,394.56

Disbursements have been as follows:

Death fund.	\$4,630.50
General fund.	352.60
Employment fund.	105.00

Leaving a balance on hand of \$5,306.40.

The report was approved and adopted.

Eight \$500 death benefits have been paid—Mary D. Watson, Emma Coppins, Anna S. Merritt, Carrie D. McGraft, Mrs. G. W. Wells, Jennie E. Boughey, Alice Meyer and Hannah Graham.

Four death claims were approved—Myron Le Roy, E. H. Voorheis, A. B. Love, of Detroit, and Wm. B. Kolman, Chicago, and warrants were ordered drawn to pay same.

The claim of Russel E. Bartlett was referred to John A. Hoffman, of Kalamazoo, to investigate and, upon satisfactory proofs and recommendations from Mr. Hoffman, the President and Secretary were authorized to draw an order for payment of the claim.

Five per cent. of the death fund, collected from May 19 to Sept. 3, was transferred to the general fund.

An assessment was ordered for Oct. 1, to close Oct. 31.

An order for \$50 was ordered drawn in favor of the Secretary for stamps.

An order was ordered drawn on the Treasurer for \$63 in payment of nine weeks, at \$7 per week, for Bro. Matson.

An order was ordered drawn on the general fund for \$2 to pay assessment No. 3 for Bro. Matson.

The following bills were presented and allowed:

F. J. Pierson, printing.	\$20.50
Daily Journal, printing.	52.00
M. J. Howarn, Board Meeting.	7.81
H. C. Klocksiem, Board Meeting.	4.25
C. W. Hurd, Board Meeting.	7.64
C. J. Lewis, Board Meeting.	8.30
H. P. Goppelt, Board Meeting.	8.32
A. A. Weeks, Board Meeting.	6.86
H. A. Bradner, Board Meeting.	4.80
C. J. Lewis, sundries.	4.75
C. J. Lewis, salary.	141.92
H. A. Bradner, salary.	56.77

A vote of thanks was extended to Mr. and Mrs. Stone and to Mr. and Mrs. LeFevre for the handsome manner in which they entertained the members of the Board.

A vote of thanks was extended to Mr. Clark, of the Post Tavern, for courtesies shown.

The meeting adjourned to meet in Port Huron, Saturday, November 5.

C. J. Lewis, Sec'y.

Gripsack Brigade.

W. S. Parsons, formerly Michigan representative for the Beechnut Packing Co., succeeds Geo. W. Shaw

as Saginaw Valley representative for the Worden Grocer Co.

Fred M. Calkins, Western Michigan representative for the Hickox, Mull & Hill Co., of Toledo, has transferred his headquarters from Stryker, Ohio, to Grand Rapids. He is located at 69 Highland avenue.

S. E. Barrett, formerly on the road for the Lacey Shoe Co., has engaged to travel for the Western Shoe Co., of Toledo, covering Eastern Michigan from Detroit to Alpena, including Saginaw, Bay City and Port Huron. He expects to see his trade every sixty days.

Marquette Mining Journal: John M. Johnson, formerly on the road for Killan, Patterson & Co., wholesale grocers of this city, and lately representing the Gowan-Peyton-Twohy Co., of Duluth, has resigned his position with the latter company to accept a more important place with the Peninsular Wholesale Grocery Co., of Houghton. The change will necessitate Mr. Johnson's making his home at Houghton and will terminate his long residence in Marquette, a thing which his friends here will learn with regret, though pleased that the new position is a step in advance. Mr. Johnson has been one of the most popular traveling men in the Upper Peninsula territory, which he knows like a book and he has done excellent work for the firms with which he has been associated.

Recent Business Changes Among Indiana Merchants.

Saltillo—Lemuel Vellom will continue the general store formerly conducted under the style of Vellom & Richardson.

Shoals—S. C. Johnson has purchased the grocery stock of David C. Byers.

Shoals—J. E. Carpenter will continue the bakery business formerly conducted by Carpenter & Adams.

South Bend—Paul Wolters has purchased the drug stock of J. S. Cameron.

Washington—The grocery business of McCracken Bros. will be continued under the style of McCracken & Hazard.

Indianapolis—S. N. Gold & Co., produce commission dealers, have filed a petition in bankruptcy.

Terre Haute—Henry C. Neukon, of the firm of H. C. Neukon & Co., has given a real estate mortgage of \$2,000.

Terre Haute—The L. B. Root Co. has filed a petition in bankruptcy.

Only when they learn from the injured soldiers sent home how extensive have been the reverses suffered by their arms will the Russian masses realize the true state of affairs in the Far East. While we get a good deal of war news from Russian sources very little appears in the Russian journals. Millions of Russians are unable to read and their ignorance of the situation may be believed to be dense.

It is when he is brought to book that the dishonest book-keeper has reason to tremble.

Salesmanship Treated as a Science.

Luck and chance play but a small part in window success. At Yale the students are taught to spell luck P-L-U-C-K, and it is largely due to this principle that so many Yale men are successful. There are worlds of truth in the words of the man who said: "Tis pluck that makes the man—want of it the chump; the men who succeed in life lay hold, hang on and hump." If you are contented only to know the rudiments of salesmanship, you can not expect to be a success as a salesperson.

The tallow-candle era in merchandising is long passed away, and we are living in an age of progress. If you would keep abreast with the times you must ever be on the alert.

Study up-to-date methods. Keep posted on all new kinds and styles of goods in your line. If possible, learn the process of manufacturing them. Describe the process to your customers when showing the goods—they will become interested in them and you will be amazed at your success in selling them.

Read good books, and especially store literature. Be awake to opportunities.

Don't talk too much. There is a loss of authority that comes from incessant talking. To a great many there is an index of your character in the quality and quantity of your speech.

Your permanent attitude, your impression on your customer is one of your assets just as are your ability and character. Be polite to customers. Be polite to your fellow-salespeople. Be polite to those over whom you have authority. If I had twenty tongues I would preach politeness with them all. Its results are tangible and inevitable. Always set a good example for the younger employees.

Study economy. Real economy is the most beautiful word in the dictionary. It is a broad term and stands for a broad and beautiful science. It means, in brief, get the most good out of everything. Study this virtue; it enters into every form of salesmanship.

Be enthusiastic. Enthusiasm is the element of success in everything. That salesman gets best results who throws himself heart and soul into his work.

Be truthful at all times. Impress customers with the conviction that you believe and feel what you say.

Do not court a customer's dislike by trying to force a sale. Display plenty of goods. Prove to the customer that your proposition is as good or better than the other fellow's, then let the customer decide for herself.

Never under the greatest provocation make a display of anger to a customer. There is no law to forbid your thinking a lot of things, but it is better policy to swallow your words at such times even if they are so hot they scald you.

H. W. Templeton.

The Right Kind of Advertising.

Why not endeavor to capture a customer first crack out of the box

and gain his confidence for future deals by making an immediate sale no less satisfactory to him than to yourself?

Why make an appeal to cupidity in general, or to stupidity in particular, in the vain hope that profitable business relations may thus be established?

Why pretend to give something for nothing on the assumption that suckers thus caught will take your hook again?

Or why actually give disproportionately much for next to nothing—when sharkers, who thus catch you, will not even give you gratitude in return?

Essentially, all such advertising must be dishonest to make good, else it can not make good, and thus is mere waste, for honest mail order advertising must also be intelligent to pay.

For instance, if you expect to effect your sales through a catalogue don't bribe the idly curious, nor tempt the easily gullible, nor bluff the selfish "bargain hunters," into sending for it.

Rather make it clear that you are not after the "say-mister-give-us-an-almanac," and "please-won't-you-give-me-a-calendar sort of "enquiries" by making it obviously a give-and-take business proposition, and in turn make up your catalogue as you get up your store, set up your goods, and play up your service—so as to encourage the utmost faith in its promises and prices.

"Enquiries" attracted by such advertising, and responded to in such manner, will prove to be more than mere "answers," and it is by the "results" of such advertisements only that the advertising value of a given medium should be judged. The best advertisements bring results or nothing.—T. S. in Class Advertising.

The French are not fond of athletic sports. They have no national games like cricket or base ball. This is regarded as a defect in their character and attempts have been made to remedy it, but with little success. Those who think sports essential to race development express some encouragement, but they are wrong in thinking the French lack virility. French soldiers have shown their strength and courage in wars all round the world. Under Napoleon they almost conquered Europe. The French have long been leaders in art and literature and although they are not so brawny as the British, the Germans or the Americans, they will continue to hold a high place of influence in the world's affairs.

In an interview, which may or may not be authentic, the Czar charges the Japanese with acting in bad faith in beginning the war before Russia was ready. If the Czar's armies keep on yielding ground to the Japanese he may be forced to end the war before he is ready.

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



Michigan Board of Pharmacy.

President—Henry Helm, Saginaw.
 Secretary—Arthur H. Webber, Cadillac.
 Treasurer—J. D. Muir, Grand Rapids.
 C. 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. Seitzer, Detroit; John Wallace, Kalamazoo; D. S. Hallett, Detroit.
 Trade Interest Committee, three-year term—J. M. Lemen, Shepherd and H. Dolson, St. Charles.

Reciprocal Registration: Is It Practicable?

Some good things have been said in favor of reciprocity in the registration of pharmacists. When considered simply as a theory the arguments advanced in favor of the proposition are not easily controverted. But the difficulties in the way of putting it into effective and equitable operation are so numerous that small promise is given for its speedy accomplishment. A few of these are suggested:

1. State laws relating to pharmacy differ in essential particulars, many of them radically. Nor is uniformity in these laws in sight, for the reason that there is small agreement among pharmacists themselves on vital points, and they are the ones who must take the initiative in such a movement. Experience has also shown that legislative bodies are not to be counted upon to make laws to order on any given subject.

2. There is reason to believe that the opinions of members of boards of pharmacy, in so far as they have been formed at all, have not crystallized toward a uniform agreement for reciprocal registration.

3. Boards of pharmacy change their personnel so frequently as to preclude any settled policy on important questions.

4. Under the imperfect, not to say vicious, system by which some boards of pharmacy are created and perpetuated, it isn't to be expected that the best qualified men for this important position are to be obtained, with the result that the sort of examination prepared by what are regarded as our best boards is far from ideal.

5. If, by extraordinary effort, a superior board is obtained for any state, its labor in securing for the citizens of such state a class of pharmacists of more than average qualifications may be largely nullified when men registered in other states with a lower standard are admitted on certificates, and this objection will not be obviated by uniformity in legislation.

6. There is some room for belief that the methods of some boards in passing candidates for examination are not always above suspicion. One

or two men on any board of pharmacy who have lax notions as to their responsibility or are amenable to improper influences may succeed in passing unfit candidates. This is bad enough for a single state, and it ought not to be made possible to afflict forty other commonwealths in like manner.

7. With all our assertions of national unity, the United States is but a federation of many sovereignties. The autonomy of the states is recognized as paramount in the complete system of state governments, legislative, judicial, executive. Each makes and executes laws for the government of its own citizens and the supremacy of these is universally conceded except in those rare instances wherein some state enactment comes in collision with fundamental principles inimical to national unity and stability. This idea, call it what you will, is so deep seated as to operate unfavorably upon any plan of interstate registration based upon justice and equality. To illustrate, why does the agreement for interstate registration now existing between boards of pharmacy in a few states provide a standard for candidates in excess of the grade by which the candidate was passed in his own state?

8. The best pharmacists are not nomads, and the agitation for reciprocal registration does not emanate from this class. The public well-being is best conserved, and professional standards are maintained at a higher average point, by requiring those who are much "on the road" to submit to frequent examination.

9. It is not a difficult matter for a well qualified pharmacist of good standing in any state, when finding it necessary to remove to another state, to demonstrate his competency to the members of any board of pharmacy competent to discharge its duties, without undergoing a severe ordeal; and all others should be required to pass a rigid examination.

10. Prolonged discussion of the policy of reciprocity in certificates to teach in the public schools has not developed any satisfactory plan by which a school teacher licensed in one state may be given like privileges in another state without examination.

11. No evidence of moral character is required by any state law or any board of pharmacy, so far as this writer is aware; and there is growing complaint from pharmacists of the incompetence of clerks through intemperate habits. Such complaints are the most grievous which reach boards of pharmacy, and while interstate registration would not change this state of affairs, nevertheless the narrower the field of action possible to men unfit to practice pharmacy through immoral practices, the sooner they may be eliminated entirely from the ranks of pharmacists. This objection might be overcome by requiring preliminary evidence of moral character, if such evidence would be of any practical value.

The first step towards reciprocal registration should be taken in a spontaneous effort towards uniformity in pharmacy laws by displacing

in each state existing acts with those similar to the model pharmacy law approved by the American Pharmaceutical Association in 1900. To accomplish this, however, will require many years of patient waiting and unremitting effort, for reasons which are patent to all those who have had experience with legislative bodies. With this attained it may then be possible to secure a working basis agreeable to all state boards upon which a certificate of registration obtained by examination in one state may be accepted in any other state as evidence of the holder's competency to practice pharmacy.

But there must first be a far more settled conviction among pharmacists of the necessity of reciprocal registration than has as yet been made manifest.

W. R. Ogier.

How to Advertise Proprieties to Doctors.

The American Medical Association has adopted the following rules in regard to advertising of proprietary remedies:

Articles to be refused admission:

1. Medicinal articles of secret composition.
2. Articles for internal medicinal use, advertised, or in any manner exploited, as remedies or cures to the laity.
3. Medicinal articles of known composition whose formulae do not give the exact quantities of the active medicinal agents and their names in recognized scientific terms.
4. Articles with trade names, without the true scientific chemical name.
5. Mixtures or pharmaceutical preparations without a pharmaceutical title which describes their pharmaceutical character and the principal active ingredients.

First. To the first proposition no medical man can possibly object.

Second. The same may be said of the second proposition. Certain articles, such as antiseptics, disinfectants, cosmetics and dieties, when not harmful, and mineral waters, when not exploited as cures or remedies, may be exempt. Many articles in this group, however, have received medical favor only subsequently to be exploited to the laity as remedies through the testimonials of medical men. They require strict supervision and should be quickly excluded and promptly exposed whenever their makers stray from the ethical position.

Third. Many articles give formulas which do not disclose the exact quantities of the active medicinal agents. It is not necessary to enumerate all the ingredients, the character of the vehicle nor the method of preparation, but the quantities of the active medicinal agents must be stated. In some preparations the medicinal agents are named incorrectly, or illuvisely; these must be given in correct scientific terms which permit of no misinterpretation or deception.

Fourth. The bane of the physician, as well as of the pharmacist, is the use of arbitrarily selected, or coined, so-called, copyrighted or trade names. The multiplication of these

has grown so as to cause great confusion and seriously threaten careful administration. Physicians, like other persons in these strenuous times, desire to save time—and thought—and have thus fallen into "the trap of convenience." While in the beginning this custom presented apparently no great objection, it is now and has been for several years a serious phase of this problem.

There is no need of enumerating the many examples of names, almost similar, applied to vastly different medicines. With some two thousand German synthetics alone this system of nomenclature has become almost a nightmare to those who try to keep up with the "modern" materia medica.

Until some uniform system of nomenclature is adopted these articles should be required to give, in addition to the trade name, also the correct chemical or scientific name.

The Drug Market.

Opium—The market is dull but steady in price.

Morphine—Is unchanged.

Quinine—Is firm.

Russian Cantharides—Have again advanced on account of scarcity.

Menthol—Has again declined and is tending lower.

Oil Peppermint—Is held very high by distillers. No prospects for lower price.

Oils Anise and Cassia—Continue to advance.

Coriander Seed—Is also advancing on account of small crops.

No Pumice Stone Trust.

It was announced in the drug trade last week that the last attempt to form a combination to control the output of pumice stone in the Lipari Islands, from which the greater part of the world's supply comes, has failed. The attempt was abandoned, it is said, because of the jealousies among the competing companies.

He who is really good for something gets found out almost as soon as he who is not.

HOLIDAY GOODS

Our line is now complete
 Comprising everything desirable in

Druggists' and Stationers'

Fancy Goods, Leather Goods, Albums,
 Books, Stationery, China,
 Bric-a-Brac, Perfumery, Xmas Goods,
 Games, Dolls and Toys.

OUR LARGE SAMPLE ROOM (25 x 125 feet)

Is completely filled with one article of a kind.

One Visit

Will make you a permanent customer, as our line and prices are sure to please you.

A liberal expense allowance will be made on your holiday purchases. Write for particulars.

All goods in stock for prompt or future shipment. Terms liberal.

FRED BRUNDAGE

Wholesale Druggist

32-34 Western Ave. Muskegon, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Exechthitos	
Aceticum	60 7	Erigeron	1.00 11 10
Benzolcum, Ger.	70 7 8	Gaultheria	3.00 3 10
Boracic	25 23	Geranium	oz. 75
Carbolicum	25 23	Gossypii, Sem gal	50 60
Citricum	33 40	Hedera	1.40 1 50
Hydrochlor	30 5	Juniper	90 2 10
Nitrosum	12 14	Lavendula	90 2 10
Oxalicum	12 14	Limonis	90 2 10
Phosphoricum, dil.	42 45	Mentha Piper	50 4 75
Salicylicum	14 45	Mentha Verid.	5.00 5 50
Sulphuricum	14 45	Morruhu, gal.	1.50 2 50
Tannicum	1.10 2 10	Myrica	4.00 4 50
Tartaricum	38 40	Olive	75 3 00
Ammonia		Pisces Liquidus	
Aqua, 18 deg.	4 6	Pisces Liquidus gal.	10 12
Aqua, 20 deg.	6 6	Ricinus	90 2 10
Carbonas	13 15	Rosmarini	90 2 10
Chloridum	12 14	Rosae, oz	5.00 6 00
Aniline		Succini	
Black	2.00 2 25	Sabina	40 45
Brown	80 21 00	Santal	2.75 7 00
Red	45 50	Sassafras	85 90
Yellow	2.50 3 00	Sinapis, ess, oz.	65
Baccas		Tigili	
Cubebae	po. 25 22 24	Thyme	40 50
Juniperus	5 6	Thyme, opt	1 60
Xanthoxylum	30 35	Theobromas	15 20
Balsamum		Potassium	
Cubebae	po. 20 12 15	Bi-Carb	15 18
Peru	60 65	Bichromate	13 15
Terabin, Canada	60 65	Bromide	40 45
Tolutan	45 50	Carb	12 15
Cortex		Chlorate po 17 19	15 15
Abies, Canadian	18	Cyanide	34 38
Cassiae	12	Iodide	2.75 2 85
Cinchona Flava	18	Potassa, Bitart pr	30 32
Eunonymus atro	10	Potass Nitras opt	7 10
Myrica Cerifera	12	Potass Nitras	6 8
Prunus Virgin	12	Prussate	23 25
Quillaja, gr'd.	12	Sulphate po	15 18
Sassafras	po. 18 15	Radix	
Ulmus	25, gr'd. 45	Aconitum	20 25
Extractum		Althae	30 33
Glycyrrhiza Gla.	24 30	Anchusa	10 12
Glycyrrhiza, po.	28 30	Arum po	20 25
Haematox	11 12	Calamus	20 40
Haematox, 1s.	13 14	Gentiana	12 15
Haematox, 1/2s.	14 15	Glycyrrhiza pv 15	16 18
Haematox, 1/4s.	16 17	Hydrastis, Can.	1 75
Fera		Hydrastis Can. po.	2 50
Carbonate Precip.	17	Hellebore, Alba.	12 15
Citrate and Quinia	2 25	Inula, po	18 22
Citrate Soluble	75	Ipecac, po	2.75 2 80
Ferrocyanidum S.	40	Iris plox	35 40
Solut. Chloride	15	Jalapa, pr	25 30
Sulphate, com'l.	3	Maranta, 1/4s	30 35
Sulphate, com'l, by	80	Podophyllum po.	22 25
bbl, per cwt.	7	Rhel	75 100
Sulphate, pure	7	Rhel, cut	1 25
Flora		Rhel, pv	75 1 35
Arnica	15 18	Spigella	35 40
Anthemis	22 25	Sanguinari, po 24	22
Matricaria	30 35	Serpentaria	65 70
Folia		Senega	85 90
Barosma	30 33	Smilax, off's H	40
Cassia	20 25	Smilax, M	25
Tinnevely	20 25	Scilla, po 35	10 12
Cassia, Acutifol.	25 30	Symplocarpus	25
Salvia officinalis	12 14	Valeriana Eng.	15 20
1/2s and 1/4s.	8 10	Valeriana, Ger	14 16
Uva Ursi	8 10	Zingiber	16 20
Gummi		Zingiber j	16 20
Acacia, 1st pkd.	45	Semen	
Acacia, 2d pkd.	45	Anisum	po. 20 16
Acacia, 3d pkd.	45	Apium (gravel's)	13 15
Acacia, sifted sts.	45	Bird, 1s	4 6
Acacia, po.	45 65	Carul	po. 15 10 11
Aloe, Barb.	12 14	Cardamon	70 90
Aloe, Cape.	25	Coriandrum	10 12
Aloe, Socotri	30	Cannabis Sativa	7 8
Ammoniac	55 60	Cydonium	75 100
Assafoetida	35 40	Cheopodum	25 30
Benzoinum	50 55	Dipteris Odorata	80 100
Catechu, 1s	13	Foeniculum	10 12
Catechu, 1/2s	14	Poenugreek, po	7 9
Catechu, 1/4s	16	Lini	4 6
Campthorae	75 80	Lini, gr'd	bbl 4 3 6
Euphorbium	40	Lobelia	75 80
Galbanum	1.00	Pharlaris Cana'n	9 10
Gamboge	po. 1 25 1 35	Rapa	5 6
Gualacum	po. 35 7 9	Sinapis Alba	7 9
Kino	po. 75c 9 10	Sinapis Nigra	9 10
Mastic	40	Spiritus	
Myrrh	po. 50 3 00 3 10	Frumentum W D.	2.00 2 50
Opil	60 65	Frumentum	1.25 1 50
Shellac	65 70	Juniperis Co O T	1.65 2 00
Shellac, bleached	65 70	Juniperis Co	1.75 2 50
Tragacanth	70 71	Saccharum N E	1.90 2 10
Herba		Spt Vini Galli	1.75 2 50
Absinthium, oz pk	25	Vini Operto	1.25 2 00
Eupatorium oz pk	20	Vini Alba	1.25 2 00
Lobelia	oz pk 25	Sponges	
Majorum	oz pk 28	Florida sheeps' wl	2.50 2 75
Mentha Pip oz pk	23	Nassau sheeps' wl	2.50 2 75
Mentha Vir oz pk	25	carriage	2.50 2 75
Rue	oz pk 39	Velvet extra shps'	wool, carriage
Thymus	oz pk 25	Extra yellow shps'	wool, carriage
Magnesia		Grass sheeps' wl	carriage
Calcined Pat.	55 60	Hard, slate use.	
Carbonate, Pat.	18 20	Yellow Reef, for	slate use
Carbonate K-M.	18 20	Syrups	
Carbonate	18 20	Acacia	50 50
Oleum		Aurant Cortex	50 50
Absinthium	3.00 3 25	Zingiber	50 50
Amygdalae, Dulc.	50 60	Ipecac	50 50
Amygdalae Ama.	8.00 8 25	Ferrul	50 50
Anis	1.75 1 85	Rhel Arom	50 50
Aurant Cortex	2.20 2 40	Smilax Off's	50 50
Bergamit	3.35 3 25	Senega	50 50
Caliputi	1.10 1 15	Scilla	50 50
Caryophylli	1.50 1 60	Scilla Co	50 50
Cedar	35 40	Tolutan	50 50
Chenopadi	2.00	Prunus virg	50 50
Cinnamonil	1.10 1 20	Tinctures	
Citronella	40 45	Aconitum Nap's R	60
Conium Mac.	80 90	Aconitum Nap's F	60
Copaiba	1.15 1 25	Aloes	60
Cubebae	1.80 1 85	Aloes & Myrrh	60

Mannia, S F	75 80	Sapo, M	10 12	Lard, extra	70 80
Menthall	3 75 4 00	Sapo, G	15	Lard, No. 1	60 65
Morphia, S P & W	2 35 2 60	Seidlitz Mixture	20 22	Linseed, pure raw	44 47
Morphia, S N Y Q	2 35 2 60	Sinapis	18	Linseed, boiled	45 48
Morphia, Mal	2 35 2 60	Sinapis, opt	30	Neatsfoot, w str.	65 70
Moschus Canton	40	Snuff, Maccaboy	41	Spts. Turpentine	60 65
Myristica, No. 1	38 40	De Voes	41	Paints	
Nux Vomica, po 15	10	Snuff, S'h De Vo's	41	Red Venetian	13 15
Os Sepia	25 28	Soda, Boras, po	9 11	Ochre, yel Mars	2 4
Pepsin Saac, H &	100	Soda, Boras, po	9 11	Ochre, yel Ber	2 4
P D Co	100	Soda, Carb	14 15	Putty, strictly pr. 2 1/2	2 3/4
Pisces Liq NN 1/2	2 00	Soda, Bi-Carb	3 5	Putty, strictly pr. 2 1/2	2 3/4
Pisces Liq, qts.	1 00	Soda, Ash	3 5	Vermillion, Prime	13 15
Pisces Liq, pints	85	Soda, Sulphas	2 60	Vermillion, Eng.	70 75
Pil Hydrarg. po 80	50	Spts, Cologne	2 60	Green, Paris	14 18
Piper Nigra, po 22	18	Spts, Ether Co.	50 55	Green, Peninsular	13 16
Piper Alba, po 35	30	Spts, Myrcia Dom	2 60	Lead, red	6 7
Plix Burgun	7	Spts, Vini Rect bbl	7	Lead, white	6 7
Plumbi Acet	10 12	Spts, VI't Rect 1/2 b	7	Whiting, white S'n	90
Pulvis Ip'c et Opil	30 1 50	Spts, VI't Rect 5 gal	90 1 15	Whiting, Gilders'	95
Pyrethrum, bxs H	75	Strychnia, Crystal	90 1 15	Whit's, Paris, Am'r	1 25
Pyrethrum, pv	25 30	Sulphur, Subl	2 1/2 3 1/2	Whit's, Paris, Eng	1 25
Quassia	8 10	Sulphur, Roll	2 1/2 3 1/2	Universal Prep'd	1 10 1 20
Quina, S P & W	23 33	Tamarinds	8 10	Varnishes	
Quina, S Ger	23 33	Theobenth Venice	28 30	No. 1 Turp Coach	1 10 1 20
Quina, N Y	23 33	Theobromae	44 50	Extra Turp	1 60 1 70
Rubia Tincturum	12 14	Vanilla	9 10	Coach Body	2 75 3 00
Saccharum La's	22 25	Zinci Sulph	7 8	No. 1 Turp Furn	1 00 1 10
Salacin	4 50 4 75	Oils		Extra T Damar	1 55 1 60
Sanguis Drac's	40 50	Whale, winter	bbl gal 70 70	Jap Dryer No 1 T	70 70
Sapo, W	12 14	Miscellaneous			

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

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

Col

A

Axle Grease 1

B

Bath Brick 1

Brooms 1

Brushes 1

Butter Color 1

C

Confections 11

Candles 1

Canned Goods 1

Carbon Oils 2

Catsup 2

Cheese 2

Chewing Gum 2

Chicory 2

Chocolate 2

Clothes Lines 2

Cocoa 3

Cocoanut 3

Cocoa Shells 3

Coffee 3

Crackers 3

D

Dried Fruits 4

F

Farinaceous Goods 4

Fish and Oysters 10

Fishing Tackle 4

Flavoring extracts 5

Fly Paper 5

Fresh Meats 5

Fruits 11

G

Gelatin 5

Grain Bags 5

Grains and Flour 5

H

Herbs 5

Hides and Pelts 10

I

Indigo 5

J

Jelly 5

L

Licorice 5

Lye 5

M

Meat Extracts 5

Molasses 6

Mustard 6

N

Nuts 11

O

Olives 6

P

Pipes 6

Pickles 6

Playing Cards 6

Potash 6

Provisions 6

R

Rice 6

S

Salad Dressing 7

Saleratus 7

Sal Soda 7

Salt 7

Salt Fish 7

Seeds 7

Shoe Blacking 7

Snuff 7

Soap 7

Soda 8

Spices 8

Starch 8

Sugar 8

Syrups 8

T

Tea 8

Tobacco 9

Twine 9

V

Vinegar 9

W

Washing Powder 9

Wicking 9

Woodenware 9

Wrapping Paper 10

Y

Yeast Cake 10

AXLE GREASE

Aurora 55 dz 6 00

Castor Oil 55

Diamond 50 4 25

Fraser's 75 9 00

IXL Golden 75 9 00

BAKED BEANS

Columbia Brand

1 lb. can per doz. 90

2 lb. can per doz. 1 40

3 lb. can per doz. 1 80

BATH BRICK

American 75

English 85

BROOMS

No. 1 Carpet 2 75

No. 2 Carpet 2 35

No. 3 Carpet 2 15

No. 4 Carpet 1 75

Parlor Gem 2 40

Common Whisk 2 85

Fancy Whisk 1 20

Warehouse 3 00

BRUSHES

3

60 ft.1 44
70 ft.1 80
80 ft.2 00
Cotton Braided
40 ft.95
50 ft.1 35
60 ft.1 65
Galvanized Wire
No. 20, each 100 ft long.1 90
No. 19, each 100 ft long.2 10
COCOA
Baker's 38
Cleveland 41
Colonial, 1/4s 35
Colonial, 1/2s 33
Epps 42
Huyler 45
Van Houten, 1/4s 20
Van Houten, 1/2s 40
Van Houten, 1s 72
Webb 31
Wilbur, 1/4s 41
Wilbur, 1/2s 42
COCOANUT
Dunham's 1/4s 26
Dunham's 1/2s & 1/4s. 26 1/2
Dunham's 1/4s 27
Dunham's 1/2s 28
Bulk 12
COCOA SHELLS
20 lb. bags 2 1/2
Less quantity 3
Pound packages 4
COFFEE
Rio
Common. 11 1/2
Fair. 13
Choice 15
Fancy 18
Santos
Common. 12
Fair. 13 1/2
Choice. 15
Fancy. 18
Peaberry 21
Maracalbo
Fair. 15
Choice 18
Mexican
Choice 16 1/2
Fancy 19
Guatemala
Choice 15
Java
African 12
Fancy African 17
O. G. 25
P. G. 31
Mocha
Arabian 21
Package
New York Basis.
Arbuckle. 13 50
Dilworth 13 00
Jersey 12 50
Lion 12 50
McLaughlin's XXXX sold
to retailers only. Mail all
orders direct to W. F.
McLaughlin & Co., Chi-
cago.
Extract
Holland, 1/2 gro boxes. 95
Felix, 1/2 gro 1 15
Hummel's 1/4 gal, 1/2 gro. 85
Hummel's tin, 1/2 gro. 1 43
CRACKERS
National Biscuit Company's
Brands
Butter
Seymour Butters 6
N Y Butters 6
Salted Butters 6
Family Butters 6
Soda
N B C Sodas 6
Select 9
Saratoga Flakes 13
Oyster
Round Oysters 6
Square Oysters 6
Draust 7 1/2
Argo 7
Extra Farina 7 1/2
Sweet Goods
Animals 10
Assorted Cake 10
Bagley Gems 8
Belle Rose 8
Bent's Water 16
Butter Thln 16
Chocolate Drops 16
Coco Bar 12
Cocoanut Taffy 12
Cinnamon Bar 9
Coffee Cake, N. B. C. 10
Coffee Cake, Iced 10
Cocoanut Macaroons 18
Cracknels 16
Currant Fruit 10
Chocolate Dainty 16
Cartwheels 9
Dixie Cookie 10
Fluted Cookie 10
Frosted Creams 10
Ginger Gems 8
Ginger Snaps, N B C 7
Grandma Sandwich 10
Graham Crackers 8
Honey Fingers, Iced. 12
Honey Jumbles 12
Iced Happy Family 10
Iced Honey Crumplet 10
Imperial 8
Indiana Belle 15
Jersey Lunch 8
Lady Fingers 12
Lady Fingers, hand md 25

4
Lemon Biscuit Square. 8
Lemon Water 16
Lemon Snaps 12
Lemon Gems 10
Lem Yen 10
Marshmallow 16
Marshmallow Cream. 16
Marshmallow waunet. 16
Mary Ann 8
Malaga 12
Mich Coco Fs'd honey.12
Milk Biscuit 12
Mich Prosted Honey 12
Mixed Picnic 11 1/2
Molasses Cakes, Scio'd 8
Moss Jelly Bar. 12
Muskegon Branch, Iced 10
Newton 12
Oatmeal Crackers 8
Orange Slice 16
Orange Gem 8
Penny Assorted Cakes. 7
Pilot Bread 7
Pinapple Honey 15
Pine Pong 9
Pretzels, hand made 8
Pretzelettes, hand m'd 8
Pretzelettes, meh. m'd 7
Revere 14
Rube Sears 8
Scotch Cookies 10
Snowdrops 16
Spiced Sugar Tops 8
Sugar Cakes, scalloped 8
Sugar Squares 8
Sultanas 15
Spiced Gingers 8
Urchins 10
Vienna Crimp 8
Vanilla Wafer 16
Waverly 9
Zanzibar 9
CREAM TARTAR
Barrels or drums 29
Boxes. 30
Pineapple. 32
Fancy caddies. 35
DRIED FRUITS
Apples
Sundried 10
Evaporated 6 1/2 7
California Prunes
100-125 25lb. boxes. @ 3 1/2
90-100 25 lb. bxs. @ 4
80-90 25 lb. bxs. @ 4 1/2
70-80 25 lb. bxs. @ 4
60-70 25 lb. boxes. @ 6
50-60 25 lb. bxs. @ 6 1/2
40-50 25 lb. bxs. @ 7 1/2
30-40 25 lb. bxs. @ 7
1/4c less in bbl. cases
Citron
Corsican 14 1/2
Currants
Imp'd 1 lb. pkg. 7
Imported bulk 6 1/2 7
Peel
Lemon American 12
Orange American 12
Raisins
London Layers 3 cr 1 90
London Layers 3 cr 1 95
Cluster 4 crown. 2 60
Loose Muscatels, 2 cr. 5 1/2
Loose Muscatels, 3 cr. 6
Loose Muscatels, 4 cr. 6 1/2
L. M. Seeded, 1 lb. 7 1/2
L. M. Seeded, 1/2 lb. 5 1/2 6
Sultanas, bulk 8
Sultanas, package. 8 1/2
FARINACEOUS GOODS
Beans
Dried Lima 5
Med. Hd. Pk'd. 2 00 2 10
Brown Holland 2 50
Farina
24 1lb. packages. 1 75
Bulk, per 100 lbs. 3 00
Hominy
Flake, 50 lb. sack 1 00
Pearl, 200 lb. sack 4 00
Pearl, 100 lb. sack 4 00
Maccaroni and Vermicelli
Domestic, 10 lb. box 60
Imported, 25 lb. box 2 50
Pearl Barley
Common. 2 60
Chester. 2 75
Empire 3 50
Peas
Green, Wisconsin, bu. 1 35
Green, Scotch, bu. 1 40
Split, lb. 4
Rolled Oats
Rolled Avenna bbls. 5 00
Steel Cut, 100lb. sacks 2 70
Monarch, bbl. 4 75
Monarch, 10lb. sacks. 2 25
Quaker, cases 3 10
Sago
East India 3 1/2
German, sacks 3 1/2
German, broken pkg 4
Tapioca
Flake, 110lb. sacks 4 1/2
Pearl, 130lb. sacks 3 1/2
Pearl, 24 lb. pkgs. 2 25
Wheat
Cracked, bulk 3 1/2
24 2 lb. packages 2 50
FISHING TACKLE
1/2 to 1 in 6
1 1/4 to 2 in 7
1 1/2 to 2 in 9
1 2-3 to 2 in 11
2 in 15
3 in 30
Cotton Lines
No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

5
Small Linen Lines 30
Medium 26
Large 24
Poles
Bamboo, 14 ft., pr ds. . 50
Bamboo, 16 ft., pr ds. . 55
Bamboo, 18 ft., pr ds. . 60
FLAVORING EXTRACTS
Foots & Jenks
Coleman's Van. Lem. 2oz. Panel 1 20 75
3oz. Taper 2 00 1 50
No. 4 Rich. Blake. 2 00 1 50
Jennings
Terpeneless Lemon
No. 2 D. C. pr dz 75
No. 4 D. C. pr dz 1 50
No. 6 D. C. pr dz 2 00
Taper D. C. pr dz 1 50
Mexican Vanilla
No. 2 D. C. pr dz 1 20
No. 4 D. C. pr dz 2 00
No. 6 D. C. pr dz 3 00
Taper D. C. pr dz 2 00
JELATINE
Knox's Sparkling, dz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd, doz. 1 20
Knox's Acidu'd, gro. 14 00
Oxford 75
Plymouth Rock 1 20
Nelson's 1 50
Cox's, 2 qt. size 1 61
Cox's, 1 qt. size 1 10
GRAIN BAGS
Amoskeag, 100 in b'e. 19
Amoskeag, less than b. 19 1/2
GRAINS AND FLOUR
Wheat
Old Wheat.
No. 1 White 1 10
No. 2 Red. 1 10
Winter Wheat Flour
Local Brands
Patents. 6 60
Second Patents. 6 20
Straight. 6 00
Second-Straight. 5 60
Clear. 5 00
Graham. 5 00
Buckwheat. 5 00
Rye. 4 20
Subject to usual cash discount.
Flour in bbls., 25c per
bbl. additional.
Worden Grocer Co.'s Brand
Quaker, paper. 5 30
Quaker, cloth. 6 00
Spring Wheat Flour
Pillsbury's Best, 1/4s. 7 00
Pillsbury's Best, 1/2s. 6 80
Lemon & Wheeler Co.'s
Brand
Wingold, 1/4s 7 20
Wingold, 1/2s 7 10
Wingold, 1/4s 7 00
Judson Grocer Co.'s Brand
Ceresota, 1/4s. 7 00
Ceresota, 1/2s. 6 90
Ceresota 1/4s. 6 80
Worden Grocer Co.'s Brand
Laurel, 1/4s & 1/2s paper 6 80
Laurel, 1/2s. 6 80
Laurel, 1/4s, cloth. 6 90
Laurel, 1/2s, cloth. 7 00
Meal
Rolled. 2 90
Golden Granulated. 3 00
Feed and Millstuffs
St. Car Feed screened 23 00
No. 1 Corn and Oats. 23 00
Corn Meal, coarse. 23 00
Oil Meal. 27 00
Winter wheat bran 20 00
Winter wheat midngs 23 00
Cow feed. 21 00
Oats
Car lots. 33 1/2
Corn
Corn. 58 1/2
Hay
No. 1 timothy car lots. 10 50
No. 1 timothy ton lots. 12 50
HERBS
Sage 11
Hops 15
Laurel Leaves 15
Senna Leaf 30
INDIGO
Madras, 5 lb. boxes 51
S. F., 2, 3, 5 lb. boxes. 61
JELLY
5 lb. pails, per doz. 1 70
15 lb. pails 31
30 lb. pails 61
LICORICE
Pure 80
Calabria 21
Siber 14
Root 13
LYE
Condensed, 2 dz 1 00
Condensed, 4 dz 3 00
MEAT EXTRACTS
Armour's, 2 oz 4 1/2
Armour's, 1 lb 8 1/2
Liebig's, Chicago, 2 oz 2 7
Liebig's, Chicago, 4 oz 5 5
Liebig's, imported, 2 oz 4 5
Liebig's, imported, 4 oz 3 5

6

MOLASSES
New Orleans
Fancy Open Kettle ... 40
Choice ... 35
Fair ... 26
Good ... 22
Half barrels 2c extra
MINCE MEAT
Columbia, per case ... 2 75

MUSTARD
Horse Radish, 1 dz ... 1 75
Horse Radish, 2 dz ... 3 50
Bayle's Celery, 1 dz ... 1 00

OLIVES
Bulk, 1 gal. kegs ... 1 00
Bulk, 3 gal. kegs ... 95
Bulk, 5 gal. kegs ... 90
Manzanilla, 7 oz ... 25
Queen, pints ... 2 35
Queen, 19 oz ... 4 50
Queen, 23 oz ... 7 00
Stuffed, 5 oz ... 90
Stuffed, 8 oz ... 1 45
Stuffed, 10 oz ... 2 30

PIPES
Clay, No. 216 ... 1 70
Clay, T. D., full count ... 65
Cob, No. 3 ... 85

PICKLES
Medium
Barrels, 1,200 count ... 7 75
Half bbls, 600 count ... 4 50
Small
Half bbls, 1,200 count ... 5 50
Barrels, 2,400 count ... 9 50

PLAYING CARDS
No. 90, Steamboat ... 85
No. 15, Rival, assorted ... 1 60
No. 20, Rover enameled ... 60
No. 572, Special ... 1 75
No. 98, Golf, satin finish ... 2 00
No. 608, Bicycle ... 2 00
No. 832, Tourist's whist ... 2 25

POTASH
48 cans in case ... 4 00
Babbitt's ... 4 00
Penna Salt Co.'s ... 3 00

PROVISIONS
Barreled Pork
Mess, ... 14 00
Back fat ... 14 50
Fat Back ... 14 50
Short Cut ... 13 25
Pig ... 13 00
Pig ... 12 50
Brisket ... 16 00
Clear Family ... 13 00

Dry Salt Meats
Bellies ... 9 1/2
S P Bellies ... 10 1/2
Extra Shorts ... 9

Smoked Meats
Hams, 12 lb. average ... 12
Hams, 14 lb. average ... 12
Hams, 16 lb. average ... 12
Hams, 20 lb. average ... 11 1/2
Skinned Hams ... 13 1/2
Ham, dried beef sets ... 14
Shoulders, (N. Y. cut) ... 11 @ 12
California Hams ... 9 1/2
Picked Boiled Ham ... 14
Boiled Hams ... 18 1/2
Berlin Ham pr'd ... 9
Merlin Ham ... 10

Lard
Compound ... 6
Pure ... 8
60 lb. tubs, advance ... 1 1/2
80 lb. tubs, advance ... 1 1/2
50 lb. tins, advance ... 1 1/2
20 lb. tins, advance ... 1 1/2
10 lb. pails, advance ... 1 1/2
5 lb. pails, advance ... 1 1/2
3 lb. pails, advance ... 1 1/2

Sausages
Bologna ... 6
Liver ... 6 1/2
Frankfort ... 7 1/2
Pork ... 8 1/2
Veal ... 8
Tongue ... 8 1/2
Headcheese ... 6 1/2

Beef
Extra Mess ... 10 50
Boneless ... 11 50
Rump, new ... 11 50

Pig's Feet
1/4 bbls, 40 lbs. ... 1 15
1/2 bbls, 40 lbs. ... 1 15
3/4 bbls, 40 lbs. ... 1 15
1 bbls, 40 lbs. ... 1 15

Kits, 15 lbs
1/4 bbls, 40 lbs ... 1 25
1/2 bbls, 80 lbs ... 2 60

Casings
Hogs, per lb. ... 28
Beef rounds, set ... 15
Beef middles, set ... 45
Sheep, per bundle ... 70

Uncolored Butterine
Solid, dairy ... 40 @ 10
Rolls, dairy ... 10 1/2 @ 11 1/2

Canned Meats
Corned beef, 2 ... 2 50
Corned beef, 14 ... 17 50
Roast beef, 2 @ ... 2 50
Potted ham, 1/4 ... 45
Potted ham, 1/2 ... 45
Deviled ham, 1/4 ... 45
Deviled ham, 1/2 ... 45
Potted tongue, 1/4 ... 45
Potted tongue, 1/2 ... 45

SCREENINGS
Fair Japan ... 2 1/4
Choice Japan ... 2 1/4
Imported Japan ... 2 1/4
Fair Louisiana hd. ... 2 1/4
Choice La. hd. ... 2 1/4
Fancy La. hd. ... 2 1/4
Carolina ex. fancy ... 2 1/4

7

SALAD DRESSING
Columbia, 1/2 pint ... 2 25
Columbia, 1 pint ... 4 00
Durkee's, large, 1 doz ... 4 50
Durkee's, small, 2 doz ... 5 25
Snider's, large, 1 doz ... 2 35
Snider's, small, 2 doz ... 1 35

SALERATUS
Packed 60 lbs. in box
Arm and Hammer ... 3 15
Deland's ... 3 00
Dwight's Cow ... 3 15
Emblem ... 2 10
L. P. ... 3 00
Wyandotte, 100 3/4s ... 3 00

SAL SODA
Granulated, bbls ... 85
Granulated, 100 lb cases ... 1 00
Lump, bbls ... 75
Lump, 145 lb. kegs ... 95

SALT
Diamond Crystal
Table
Cases, 24 3/4 lb. boxes ... 1 40
Barrels, 100 3/4 lb. bags ... 3 00
Barrels, 50 6/4 lb. bags ... 3 00
Barrels, 40 7/4 lb. bags ... 2 75

Butter
Barrels, 320 lb. bulk ... 2 65
Barrels, 20 1/4 lb. bags ... 2 85
Sacks, 28 lbs ... 27
Sacks, 56 lbs ... 67

Shaker
Boxes, 24 2 1/2 ... 1 50

Butter
Bris, 280 lbs, bulk ... 2 25
Linen bags, 5-56 lbs ... 3 00
Linen bags, 10-28 lbs ... 3 00
Cotton bags, 10-28 lbs ... 2 75

Cheese
Bbls., 280 lb. bulk ... 2 40
5 barrel lots, 7 1/2 per cent. discount.
10 barrel lots, 7 1/2 per cent. discount.
Above prices are F. O. B.

Common Grades
100 3/4 lb. sacks ... 1 90
60 5/4 lb. sacks ... 1 80
28 10 1/4 lb. sacks ... 1 70
56 lb. sacks ... 70
28 lb. sacks ... 15

Warsaw
56 lb. dairy in drill bags ... 40
28 lb. dairy in drill bags ... 20

Solar Rock
56 lb. sacks ... 22

Common
Granulated, fine ... 80
Medium fine ... 85

SALT FISH
Cod
Large Whole ... @ 6
Small Whole ... @ 5 1/2
Strips or bricks, 7 1/2 @ 10
Pollock ... @ 3 1/2

Hallbut
Strips ... 14 1/2
Chunks ... 15

Herring
Holland
White Hoop, bbls ... 25 @ 9 25
White Hoop, 1/2 bbl ... 25 @ 9 50
White Hoop, keg ... 57 @ 70
White hoop mchs ... @ 75
Norwegian
Round, 100 lbs ... 3 60
Round, 40 lbs ... 2 00
Scaled ... 18

Trout
No. 1, 100 lbs. ... 7 50
No. 1, 40 lbs. ... 3 25
No. 1, 10 lbs. ... 90
No. 1, 8 lbs. ... 75

Mackerel
Mess, 100 lbs. ... 12 00
Mess, 40 lbs. ... 5 30
Mess, 10 lbs. ... 1 50
Mess, 8 lbs. ... 1 26
No. 1, 100 lbs. ... 11 00
No. 1, 40 lbs. ... 4 90
No. 1, 10 lbs. ... 1 40
No. 1, 8 lbs. ... 1 20

Whitefish
No. 1, 100 lbs. ... 7 50
No. 1, 40 lbs. ... 3 25
No. 1, 10 lbs. ... 90
No. 1, 8 lbs. ... 75

SEEDS
Anise ... 15
Canary, Smyrna ... 6
Cardamom, Malabar ... 1 00
Celery ... 10
Hemp, Russian ... 4
Mixed Bird ... 4
Mustard, white ... 8
Poppy ... 8
Rape ... 4 1/2
Cattle Bone ... 25

SHOE BLACKING
Handy Box, large, 3 dz ... 50
Handy Box, small ... 1 25
Bixby's Royal Polish ... 85
Miller's Crown Polish ... 85

SNUFF
Scotch, in bladders ... 37
Maccaboy, in jars ... 25
French Rappie, in jars ... 4

8

SOAP
Central City Soap Co's
brand.
Jaxon ... 2 85
Jaxon, 5 box, del. ... 2 80
Jaxon, 10 box, del. ... 2 75
Johnson Soap Co. brands
Silver King ... 3 65
Silver Family ... 2 75
Scotch Family ... 2 85
Cuba ... 2 35
J. S. Kirk & Co. brands
American Family ... 4 05
Dusky Diamond, 50 8oz ... 2 80
Dusky D'nd., 100 6oz ... 3 80
Jap Rose ... 3 75
Savon Imperial ... 3 10
White Russian ... 3 10
Dome, oval bars ... 2 85
Satinet, oval ... 2 15
Snowberry ... 4 00

LAUTZ BROS. & CO. BRANDS
Big Acme ... 4 00
Acme, 100-1/4 lb. bars ... 3 10
Big Master ... 4 00
Snow Boy P'dr. 100 pk ... 4 00
Marselles ... 4 00
Proctor & Gamble brands
Lenox ... 2 85
Ivory, 6 oz ... 4 00
Ivory, 10 oz ... 6 75
Star ... 3 10
G. B. Wisley brands
Good Cheer ... 4 00
Old Country ... 3 40

Scouring
Enoch Morgan's Sons.
Sapolio, gross lots ... 9 00
Sapolio, half gross lots ... 4 50
Sapolio, single boxes ... 2 25
Sapolio, hand ... 2 25

SODA
Boxes ... 5 1/2
Kegs, English ... 4 1/2

SOUPS
Columbia ... 3 00
Red Letter ... 90

SPICES
Whole Spices
Allspice ... 12
Cassia, China in mats ... 12
Cassia, Canton ... 16
Cassia, Batavia, bund. ... 28
Cassia, Saigon, broken ... 40
Cassia, Saigon, in rolls ... 55
Cloves, Amboyina ... 23
Cloves, Zanzibar ... 20
Nutmegs, 75-80 ... 35
Nutmegs, 105-10 ... 30
Nutmegs, 115-20 ... 30
Pepper, Singapore, blk. ... 15
Pepper, Singp. white ... 25
Pepper, shot ... 17
Pure Ground in Bulk
Allspice ... 16
Cassia, Batavia ... 28
Cassia, Saigon ... 48
Cloves, Zanzibar ... 22
Ginger, African ... 15
Ginger, Cochín ... 15
Ginger, Jamaica ... 25
Mace ... 65
Mustard ... 18
Pepper, Singapore, blk. ... 17
Pepper, Singp. white ... 28
Pepper, Cayenne ... 20
Sage ... 20

STARCH
Common Gloss
1lb. packages ... 4 @ 5
3lb. packages ... 4 @ 5
6lb. packages ... 4 @ 5
40 and 50 lb. boxes ... 3 @ 3 1/2
Barrels ... @ 3

Common Corn
20 lb. packages ... 5
40 lb. packages ... 4 1/2 @ 7

SYRUPS
Corn
Barrels ... 23
Half barrels ... 25
10 lb cans 1/2 dz in case ... 1 60
10 lb cans 1/2 dz in case ... 1 55
5 lb cans 2 dz in case ... 1 55
2 1/2 lb. cans 2 dz in case ... 1 75

Pure Cane
Fair ... 16
Good ... 20
Choice ... 25

TEA
Japan
Sundried, medium ... 24
Sundried, choice ... 32
Sundried, fancy ... 36
Regular, medium ... 24
Regular, choice ... 32
Regular, fancy ... 36
Basket-fired, medium ... 31
Basket-fired, choice ... 38
Basket-fired, fancy ... 43
Siftings ... 9 @ 11
Fannings ... 12 @ 14

Gunpowder
Moyune, medium ... 30
Moyune, choice ... 32
Moyune, fancy ... 40
Pingsuey, medium ... 30
Pingsuey, choice ... 30
Pingsuey, fancy ... 40

Young Hyson
Choice ... 30
Fancy ... 36

Oolong
Formosa, fancy ... 42
Amoy, medium ... 25
Amoy, choice ... 32

9

English Breakfast
Medium ... 20
Choice ... 30
Fancy ... 40
Ceylon, choice ... 82
Fancy ... 48

TOBACCO
Fine Cut
Cadillac ... 54
Sweet Loma ... 33
Hiawatha, 5 lb. pails ... 56
Hiawatha, 10 lb. pails ... 54
Telegram ... 25
Pay Car ... 31
Prairie Rose ... 49
Protection ... 40
Sweet Burley ... 42
Tiger ... 40

Plug
Red Cross ... 31
Palo ... 35
Kilo ... 35
Hiawatha ... 41
Battle Ax ... 37
American Eagle ... 33
Standard Navy ... 37
Spear Head 7 oz ... 47
Spear Head 14 2-3 oz ... 44
Nobby Twist ... 55
Jolly Tar ... 39
Old Honesty ... 43
J. T. ... 37
Piper Heidsieck ... 66
Boot Jack ... 80
Honey Dip Twist ... 40
Black Standard ... 38
Cadillac ... 38
Forge ... 30
Nickel Twist ... 50

Smoking
Sweet Core ... 34
Flat Car ... 32
Great Navy ... 34
Warpath ... 26
Bamboo, 16 oz ... 25
I X L, 5 lb ... 27
I X L, 16 oz, pails ... 31
Honey Dew ... 40
Gold Block ... 40
Flagman ... 40
Chips ... 33
Kiln Dried ... 21
Duke's Mixture ... 39
Duke's Cameo ... 43
Myrtle Navy ... 44
Yum Yum, 1 2-3 oz ... 39
Yum Yum, 1 lb. pails ... 40
Cream ... 38
Corn Cake, 1/2 oz ... 24
Corn Cake, 1 lb ... 22
Plover Boy, 1 2-3 oz ... 39
Plover Boy, 3 1/2 oz ... 39
Peerless, 3 1/2 oz ... 35
Peerless, 1 2-3 oz ... 35
Air Brake ... 36
Cant Hook ... 30
Country Club ... 32-34
Forex-XXXX ... 28
Good Indian ... 28
Self Binder ... 20-22
Silver Foam ... 34

TWINE
Cotton, 3 ply ... 23
Cotton, 4 ply ... 23
Jute, 2 ply ... 14
Hemp, 6 ply ... 14
Flax, medium ... 20
Wool, 1 lb. balls ... 6 1/2

VINEGAR
Malt White Wine, 40 gr. 8
Malt White Wine, 80 gr. 11
Pure Cider, B & B ... 11
Pure Cider, Red Star ... 11
Pure Cider, Robinson ... 10
Pure Cider, Silver ... 10

WASHING POWDER
Diamond Flake ... 2 75
Gold Brick ... 3 25
Gold Dust, 24 large ... 4 50
Gold Dust, 100-5c ... 4 00
Kirkolene, 24 4lb ... 3 90
Pearline ... 3 75
Soapine ... 3 75
Babbitt's 1776 ... 4 10
Roseine ... 3 50
Armour's ... 3 70
Nine O'clock ... 3 35
Wisdom ... 3 80
Scourine ... 3 50
Rub-No-More ... 3 75

WICKING
No. 0 per gross ... 30
No. 1 per gross ... 40
No. 2 per gross ... 50
No. 3 per gross ... 75

WOODENWARE
Baskets
Bushels ... 1 00
Bushels, wide band ... 1 25
Market ... 25
Splint, large ... 6 00
Splint, medium ... 5 00
Splint, small ... 4 00
Willow, Clothes, large ... 7 25
Willow Clothes, med'm ... 6 00
Willow Clothes, small ... 5 50

Bradley Butter Boxes
2lb. size, 24 in case ... 72
3lb. size, 16 in case ... 68
5lb. size, 12 in case ... 63
10lb. size, 6 in case ... 60

Butter Plates
No. 1 Oval, 250 in crate ... 40
No. 2 Oval, 250 in crate ... 45
No. 3 Oval, 250 in crate ... 50
No. 5 Oval, 250 in crate ... 60

Churns
Barrel, 5 gal., each ... 2 40
Barrel, 10 gal., each ... 2 55
Barrel, 15 gal., each ... 2 70

10

Clothes Pins
Round head, 5 gross bx ... 55
Round head, cartons ... 75
Egg Crates
Humpty Dumpty ... 2 40
No. 1, complete ... 32
No. 2, complete ... 18

Faucets
Cork lined, 8 in ... 65
Cork lined, 9 in ... 75
Cork lined, 10 in ... 85
Cedar, 8 in ... 55

Mop Sticks
Trojan spring ... 90
Eclipse patent spring ... 85
No. 1 common ... 75
No. 2 pat. brush holder ... 85
12lb. cotton mop heads ... 25
Ideal No. 7 ... 90

Pails
2-hoop Standard ... 1 60
3-hoop Standard ... 1 75
2-wire, Cable ... 1 70
3-wire, Cable ... 1 90
Cedar, all red, brass ... 1 25
Paper, Eureka ... 2 25
Fibre ... 2 70

Toothpicks
Hardwood ... 2 50
Softwood ... 2 75
Banquet ... 1 50
Ideal ... 1 50

Traps
Mouse, wood, 2 holes ... 22
Mouse, wood, 4 holes ... 45
Mouse, wood, 6 holes ... 70
Mouse, tin, 5 holes ... 65
Rat, wood ... 80
Rat, spring ... 75

Tubs
20-in., Standard, No. 1 ... 7 00
18-in., Standard, No. 2 ... 6 00
16-in., Standard, No. 3 ... 5 00
20-in., Cable, No. 1 ... 7 50
18-in., Cable, No. 2 ... 6 50
16-in., Cable, No. 3 ... 5 50
No. 1 Fibre ... 9 45
No. 2 Fibre ... 8 55
No. 3 Fibre ... 8 55

Wash Boards
Bronze Globe ... 2 50
Dewey ... 1 75
Double Acme ... 2 75
Single Acme ... 2 25
Double Peerless ... 2 25
Single Peerless ... 2 50
Northern Queen ... 2 50
Double Duplex ... 3 00
Good Luck ... 2 75
Universal ... 2 25

Window Cleaners
12 in. ... 1 65
14 in. ... 1 85
16 in. ... 2 30

Wood Bowls
11 in. Butter ... 75
13 in. Butter ... 1 15
15 in. Butter ... 2 00
17 in. Butter ... 3 25
19 in. Butter ... 3 25
Assorted 13-15-17 ... 2 25
Assorted 15-17-19 ... 3 25

WRAPPING PAPER
Common Straw ... 1 1/2
Fibre Manila, white ... 2 1/2
Fibre Manila, colored ... 4
No. 1 Manila ... 4
Cream Manila ... 3
Butcher's Manila ... 2 1/2
Wax Butter, short c't ... 13
Wax Butter, full count ... 20
Wax Butter, rolls ... 15

YEAST CAKE
Magic, 3 doz. ... 1 15
Sunlight, 3 doz. ... 1 00
Sunlight, 1 1/2 doz. ... 50
Yeast Foam, 3 doz. ... 1 15
Yeast Cream, 3 doz. ... 1 00
Yeast Foam, 1 1/2 doz. ... 58

FRESH FISH
Jumbo Whitefish ... 11 @ 12
No. 1 Whitefish ... @ 9
White fish ... 10 @ 12
Trout ... @ 9
Black Bass ... 10 @ 11
Halibut ... 10 @ 11
Ciscos or Herring ... @ 5
Bluefish ... 11 @ 12
Live Lobster ... @ 22
Boiled Lobster ... @ 23
Cod ... @ 12 1/2
Haddock ... @ 8
No. 1 Pickerel ... @ 9
Pike ... @ 7
Perch, dressed ... @ 7
Smoked White ... @ 12 1/2
Red Snapper ... @
Col. River Salmon ... 15 @ 16
Mackerel ... 14 @ 15

OYSTERS
Cans
F. H. Counts ... Per can
Extra Selects ... 38
Perfection Standards ... 30
Standards ... 25
Bulk Oysters.
F. H. Counts ... 2 00
Extra Selects ... 1 75
Selects ... 1 60
Standards ... 1 35

HIDES AND PELTS
Hides
Green No. 1 ... 8
Green No. 2 ... 7
Cured No. 1 ... 9 1/2
Cured No. 2 ... 8 1/2
Calfskins, green No. 1 ... 1 11
Calfskins, green No. 2 ... 9 1/2
Calfskins, cured No. 1 ... 1 12
Calfskins, cured No. 2 ... 1 10 1/2
Steer Hides, 60lbs. over ... 9 1/2

11

Pelts
Old Wool ... 15 @ 1 50
Lamb ... 25 @ 60
Shearings ... 25 @ 60
Tallow
No. 1 ... @ 4 1/4
No. 2 ... @ 3 1/4
Wool
Washed, fine ... @
Washed, medium ... @ 25
Unwashed, fine ... 14 @ 20
Unwashed, med. ... 21 @ 23

CONFECTIONS
Stick Candy
Standard ... 7 1/2
Standard H. H. ... 7 1/2
Standard Twist ... 8
Cut Loaf ... 9
Jumbo, 32lb. ... 7 1/2
Extra H. H. ... 9
Boston Cream ... 10
Olde Time Sugar stick ... 12
30 lb. case ... 12

Mixed Candy
Grocers ... 6
Competition ... 7
Special ... 7 1/2
Conserve ... 7 1/2
Royal ... 8 1/2
Ribbon ... 9
Broken ... 8
Cut Loaf ... 8
English Rock ... 9
Kindergarten ... 8 1/2
Bon Ton Cream ... 8 1/2
French Cream ... 9
Star ... 11
Hand made Cream ... 14 1/2
Premio Cream mixed ... 12 1/2

Fancy-In Pails
O F Forehand Drop ... 10
Gypsy Hearts ... 12
Coco Bon Bons ... 14
Fudge Squares ... 12
Peanut Squares ... 9
Sugared Peanuts ... 11
Salted Peanuts ... 12
Starlight Kisses ... 10
San Blas Goodies ... 12
Lozenges, plain ... 9
Lozenges, printed ... 10
Champion Chocolate ... 11
Eclipse Chocolates ... 12
Quintette Chocolates ... 12
Champion Gum Drops ... 8
Moss Drops ... 9
Lemon Sours ... 9
Imperial ... 9
Ital. Cream Opera ... 12
Ital. Cream Bon Bons ... 12
20 lb. pails ... 12
Molasses Chews, 15lb. cases ... 12
Golden Waffles ... 12

Fancy-In 5lb. Boxes
Lemon Sours ... 50
Peppermint Drops ... 60
Chocolate Drops ... 60
H. M. Choc. Drops ... 85
H. M. Choc. Lt. and Dark No. 12 ... 1 00
Brilliant Gums, Crya ... 60
O. F. Licorice Drops ... 80
Lozenges, plain ... 55
Lozenges, printed ... 60
Imperial ... 55
Mottos ... 60
Cream Bar ... 60
Molasses Bar ... 55
Hand Made Crms. 80 @ 90
Cream Buttons, Fep and Wintergreen ... 65
String Rock ... 60
Wintergreen Berries ... 55
Old Time Assorted, 25 lb. case ... 2 50
Buster Brown Goodies 30lb. case ... 3 50
Up-to-Date Assmt, 32 lb. case ... 2 50

Pop Corn
Dandy Smack, 24s ... 65
Dandy Smack, 100s ... 2 75
Pop Corn Critters, 100s ... 60
Pop Corn Toast, 100s ... 50
Cracker Jack ... 3 00
Pop Corn Balls ... 1 30

NUTS
Whole
Almonds, Tarragona ... 16
Almonds, Ivica ... 16
Almonds, California sft. shelled, new ... 14 @ 16
Brazil ... 10
Filberts ... 11
Walnuts, soft shelled, Cal. No. 1 ... 14 @ 15
Table Nuts, fancy ... 13
Pecans, Med ... 9
Pecans, Ex. Large ... 10
Pecans, Jumbos ... 11
Hickory Nuts per bu. ... 1 75
Ohio new ... 1 75
Cocoanuts ... 4
Chestnuts, per bu. ...

Shelled
Spanish Peanuts, 7 @ 7 1/2
Pecan Halves ... 38
Walnut Halves ... 33
Filbert Meats ... 25
Alcanta Almonds ... 36
Jordan Almonds ... 47

Peanuts
Fancy, H P. Suns. 6 1/2 @ 7
Fancy, H. P. Suns. ... 7
Roasted ... 7 1/2 @ 8
Choice, H. P. J'm ... 8 1/2
be, Roasted ... 9 @

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

Jaxon Brand

JAXON
1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60



Royal

10c size. 90
1/4 lb. cans 135
6 oz. cans 190
1/2 lb. cans 250
1 lb. cans 375
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. r'd, p. gro 9 00

BREAKFAST FOOD

Walsh-DeRoo So.'s Brands



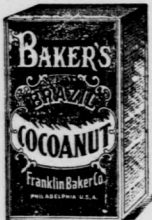
Sunlight Flakes
Per case \$4 00
Wheat Grits
Cases, 24 2 lb. pack's. \$2 00



G. J. Johnson Cigar Co.'s bd.
Less than 500 \$3 00
500 or more \$2 00
4,000 or more \$1 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case. 2 60
35 1/2 lb. pkg. per case. 2 60
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 @ 12 1/2
Rounds. 6 @ 7
Chucks. 6 @ 5
Plates. 4 @ 4

Pork
Dressed. 6 @ 6 1/2
Loins. @ 12
Boston Butts. @ 10
Shoulders. @ 9 1/2
Leaf Lard. @ 7

Mutton
Carcass. 6 @ 7 1/2
Lamb. 6 @ 7

Veal
Carcass. 5 1/2 @ 7 1/2



CORN SYRUP

24 10c cans 1 84
12 25c cans 2 30
4 50c cans 3 80

COFFEE

Roasted

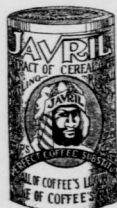
Dwinell-Wright Co.'s Bds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha.
Java and Mocha Blend.
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fiebach Co., Toledo.

COFFEE SUBSTITUTE

Javril



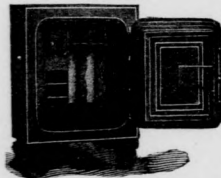
2 doz. in case. 4 50



CONDENSED MILK

4 doz. in case
Gail Borden Eagle. 6 40
Crown 5 90
Champion 4 52
Daisy 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

SAFES



Full line of the celebrated
Diebold fire and burglar
proof safes kept in stock
by the Tradesman Com-
pany. Twenty different
sizes on hand at all times
—twice as many safes as
are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

STOCK FOOD.

Superior Stock Food Co.,
Ltd.

\$.50 carton, 36 in box. 10.80
1.00 carton, 18 in box. 10.80
12 1/2 lb. cloth sacks. 84
25 lb. cloth sacks. 1.65
50 lb. cloth sacks. 3.15
100 lb. cloth sacks. 6.00
Peck measure90
1/2 bu. measure. 1.80
12 1/2 lb. sack Cal meal. 39
25 lb. sack Cal meal. 75
F. O. B. Plainwel, Mich.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size. 6 50
50 cakes, large size. 3 25
100 cakes, small size. 3 85
50 cakes, small size. 1 95

Tradesman Co.'s Brand



Black Hawk, one box. 2 50
Black Hawk, five bxs. 2 40
Black Hawk, ten bxs. 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Place Your

Business

on a

Cash Basis

by using

our

Coupon Book

System.

We

manufacture

four kinds

of

Coupon Books

and

sell them

all at the

same price

irrespective of

size, shape

or

denomination.

We will

be

very

pleased

to

send you samples

if you ask us.

They are

free.

Tradesman Company

Grand Rapids

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.
Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it. Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only

New York Chicago St. Louis

JENNINGS



Flavoring Extracts

are known by the

Fruit!

The question of selling consum-
ers and peddlers *Flavoring Ex-
tracts* has been brought to our at-
tention, and we wish to state plain-
ly 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.

Come to the
**West
Michigan
State Fair**
September 19-23

Make our office your headquarters while
in the city. We will take care of your
parcels and bundles and will endeavor to
contribute to the pleasure of the occasion.

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.

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. Huhman, Negaunee, 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 No. 848, care Michigan Tradesman. 848

\$10,000 will buy good established business and clean, up-to-date stock of general merchandise consisting of dry goods, shoes, crockery and groceries. Good farming country, good town. \$6,000 cash and time on balance. Large double store, best location in town. Will lease. Owner wishes to retire permanently. Address No. 849, care Michigan Tradesman. 849

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

Bakery For Sale—The only first-class up-to-date bakery in lively town of 5,000 people; floating population of one thousand. Hospital for insane, college of several hundred students, eight factories, two railroads, several lakes and summer resorts within bringing many people here for the summer. Will invoice about \$1,500, including horse, wagons, etc. Net profit yearly, \$1,000 to \$1,500. Reason for selling, poor health. Address L. T. Farver, St. Peter, Minn. 855

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

For Rent—In a live Upper Peninsula town, a store; best location in town; grandest opening for a hardware or grocery. Address No. 829, care Michigan Tradesman. 829

Mr. Merchant—Do you want to sell out and give some one else a chance? I want an established merchandise or general merchandise business from \$10,000 to \$25,000. Will give in exchange equities in two first-class brick buildings, stores and flats. Well rented and good paying. These are not trading properties but a first-class investment. Will give a good trade. Address owner, J. Salomon, 236 E. Division St., Chicago, Ill. 830

Wanted—Do you want to trade your business for farm? Address Box 278, Frankfort, Ind. 832

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

A Great Opportunity—Only bakery and ice cream business in Pellston, Mich. (population 1,100 and growing fast). Confectionery and restaurant in connection. Everything new and first-class. Business, buildings, delivery wagon and horse, etc. Doing a good profitable business summer and winter. Deal must be cash. Address Seaman & Co., Pellston, Mich. 834

Safe Investment—One per cent. a month for five years, paid monthly. Write for particulars to Cloverleaf Dairy Farming & Poultry Company, Valley Junction, Ia., R. R. No. 2. 833

For Sale—20 shares of 1st preferred stock of Great Northern Portland Cement Co. stock for \$1,200. Address Lock Box 265, Grand Ledge, Mich. 835

Rubber Culture in Mexico. Safe and profitable. Good opportunity for large or small investors. Creates increasing income for life and longer. Address Charles W. Calkins, Grand Rapids, Mich. 837

Timber limit and saw-mill, for sale, at low price. Mill in first-class running order, 20,000 ft. daily capacity, with all belongings, including lath and shingle mill, improvements, 20 horses, 20 set log sleighs, wagons, carts and all other merchandise, buildings, good piling grounds with siding on C. P. R. main line, larries, etc. Limit surrounding mill with 3 or 4 years' supply of timber, principally good white pine, with practically no driving of logs. Price \$42,000, partly cash, balance to suit purchaser. Inspection invited. Pine Lumber Co., Pine, Ontario, near Cartier. 838

For Sale—Cheap for cash, small but complete millinery stock, entirely new; just the outfit for start in small town or choice addition to stock. Address Box 44, Saginaw, W. S., Mich. 839

For Sale—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

Merchants—Want to reduce stock? Yes. Want to dispose of stickers? Yes. Want more money in the bank? Yes. Then try a Reduction Sale by my new and novel methods—or if you want to close out your stock—my plan will do it. Write for terms and list of references. W. A. Anning, The Hustling Salesman, Aurora, Illinois. 841

For Sale—Small amount of stock and fixtures. Retiring from clothing business. Good proposition. Address Lock Box 65, Chesaning, Mich. 843

For Rent—Country store and dwelling house. Located in one of the best farming sections in Michigan. Address W., care Michigan Tradesman. 809

A Great Bargain—\$1,500 buys new up-to-date stock of electrical goods, office fixtures and shop tools. Growing, active city 27,000 population, Central Michigan. Everything paid for; immediate possession given; profitable business. Address No. 800, care Michigan Tradesman. 800

For Sale—We have no old bankrupt stock to sell, but if you are looking for a location, will sell you one of the cleanest stocks of staple dry goods, clothing, hats, caps, shoes and groceries in Michigan. Here is a chance to step into an established trade, the best in town. Stock will invoice about \$11,000. J. A. Collins & Bro., Howard City. 802

For Sale—\$1,800 stock general merchandise, shoes, dry goods and groceries. Box 2177, Nashville, Mich. 763

For Sale—Good up-to-date stock of general merchandise; store building; well established business. Stock will inventory \$5,000. Located in bustling 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

Attention, For Sale—Flour, feed, buckwheat mills and elevator at Wayland; one of the finest mills of its size in the State; elevator and feed mill at Hopkins Station and Bradley, Mich.; will sell together or separate; all are first-class paying businesses, and buildings and machinery in first-class condition; our fast-increasing business in this city is the reason we want to dispose of our outside mills at a bargain. Henderson & Sons Milling Co., Grand Rapids, Mich. 735

For Sale—A 25 horse-power steel horizontal boiler. A 12 horse-power engine with pipe fittings. A blacksmith forge with blower and tools. Shafting, pulleys, belting. All practically new. Original cost over \$1,200. Will sell for \$600. Address B-B Manufacturing Co., 50 Masonic Temple, Davenport, Iowa. 537

For Sale—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

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

Coffee Roasting Machinery For Sale Cheap—Consisting of one 5 foot cylinder Knickerbocker roaster, stoner, cooling box, exhaust fan, coffee milling or scouring machine. Whole outfit cost over \$800. Wholesale grocers and large retailers can afford to own this machinery and roast their own coffee at price we will make for it. Also one dried fruit cleaner for renovating old raisins and currants. Robson Bros., Lansing, Mich. 756

For Sale—Or exchange for farm. Good meat market doing good business. House and two lots, barn and ice house and poultry house. Slaughter house with 40 acres wild land fenced and small dwelling. Address No. 776, care Michigan Tradesman. 776

Wanted—Experienced grocery salesman or energetic young man to take position on the road. Address No. 767, care Michigan Tradesman, giving qualifications. 767

For Sale—Bargains in dirt—five farms, 160, 303, 105, 205 and 3,860 improved, unimproved. If you are honest in your intentions come South and buy. Write me for particulars. M. C. Wade, Texarkana, Texas. 678

For Sale—Clean drug stock, good business, in county seat town. Reason, owner not registered. Address No. 618, care Tradesman. 618

For Sale—A modern eight-room house Woodmere Court. Will trade for stock of groceries. Enquire J. W. Powers, Houseman Building, Grand Rapids, Mich. Phone 1455. 498

Wanted—Will pay cash for an established, profitable business. Will consider shoe store, stock of general merchandise or manufacturing business. Give full particulars in first letter. Confidential. Address No. 519, care Michigan Tradesman. 519

Wanted—Good clean stock of general merchandise. Want to turn in forty-acre farm, nearly all fruit, close to Traverse City. Address No. 670, care Michigan Tradesman. 670

For Sale—Fourteen room hotel, new and newly furnished, near Petoskey. Fine trout fishing. Immediate possession on account of poor health. Address No. 601, care Michigan Tradesman. 601

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette Railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

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

For Sale—Bright, new up-to-date stock of clothing and furnishings and fixtures, the only exclusive stock in the best town of 1,200 people in Michigan; nice brick store building; plate glass front; good business. Stock will inventory about \$5,000. Will rent or sell building. Failing health reason for selling. No trades. Ackerson Clothing Co., Middleville, Mich. 569

The Memphis Paper Box Co. is an old established, fine-paying business; will sell the business for what it is worth; proprietor is old and in feeble health. Address Jack W. James, 81 Madison St., Memphis, Tenn. 736

For Sale—Farm implement business, established fifteen years. First-class location at Grand Rapids, Mich. Will sell or lease four-story and basement brick building. Stock will inventory about \$10,000. Good reason for selling. No trades desired. Address No. 67, care Michigan Tradesman. 67

POSITIONS WANTED.

Wanted—By German, position in general store; ten years' experience; 26 years of age and single; speaks high and low German, English and Holland. Best of references. Address Adolf Beier, Sioux City, Ia., 26th and Silver streets. 844

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

HELP WANTED.

Wanted—Registered pharmacist with good references. Steady position. Address No. 847, care Michigan Tradesman. 847

Boat Builders, for work on small wooden launches. Best rate of wages and steady work throughout the winter guaranteed. No strike or labor trouble of any kind. Fred Medart, 3535 De Kalb St., St. Louis, Mo. 811

Wanted—Salesman to carry double tipped gloves as side line. Address Manufacturer, No. 51 E. Fulton St., Groversville, N. Y. 727

AUCTIONEERS AND TRADERS

Merchants, Attention—Our method of closing out stocks of merchandise is one of the most profitable either at auction or at private sale. Our long experience and new methods are the only means, no matter how old your stock is. We employ no one but the best auctioneers and salespeople. Write for terms and date. The Globe Traders & Licensed Auctioneers, Office 431 E. Nelson St., Cadillac, Mich. 445

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash Ave., Chicago. References, Dan's Mercantile Agency. 872

MISCELLANEOUS.

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

Investigate This—5,000 shares \$40 cash or installments. New gold company owning over 200 acres mineral land. Driving a great depth gaining tunnel. On railroad. Illustrated prospectus free. Golden Sun Mining Co., 204 Kittredge Bldg., Denver, Colo. 813

To Exchange—80 acre farm 3 1/2 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house, good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501

The Tradesman Company
Engravers and Printers
 ILLUSTRATIONS OF ALL KINDS
 STATIONERY & CATALOGUE PRINTING
GRAND RAPIDS, MICHIGAN.

Detailed Review of the Grain Market.

The Government report is out and it confirms the damage to the spring wheat crop. The condition existing September 1 is given as about 21 points lower than it was one month previous. This has completely upset the market. On the strength of this report, wheat has already advanced about 8c per bushel, making an advance for the week of about 10c per bushel.

The fact must be taken into account that this report shows the conditions as they were September 1, and continued rains since then are delaying the harvest and will add more or less to the loss.

The advance has been so sudden it is said that the trade generally cannot realize that wheat is worth the money; but when they come into the market for wheat or flour supplies again, they will surely acknowledge the fact.

The movement of grain from the Southwest has been liberal and at anything like present values, will continue to come. The Pacific Coast wheat will also pour into the Eastern markets freely. This movement is unusual and it is said has been considerably stimulated by the high ocean freight rates being exacted by a combination of vessel owners on the Pacific Coast. This wheat, both the red and white, is fine in quality, and will bring a strong premium as compared with the damaged soft winter wheat to be had in many sections of the Central States.

The situation is interesting. The price of wheat has been advancing steadily since about July 1. There have evidently been no manipulation of the markets by professional speculators and no corners. The advance has been natural, seemingly on the basis of supply and demand.

There has been very little doing in corn. Cash markets have declined about 1c per bushel. Demand is fair and the new crop is growing finely. The weather is perfect throughout the corn belt. The one and only chance now is that we have a late fall, so as to give the crop time to mature.

Oats continue in good demand. have shown a decline of about 1/2c for the week, but are due for a reaction. In fact, it would not be surprising to see corn, oats and rye advance somewhat in sympathy with wheat.

The bean crop is now in the critical stage. Harvest is progressing finely and, with about two weeks good dry harvest weather, we will have a crop of good volume and fine quality as well. The price is low, as compared with other food products. At the same time, in the face of a free movement of new beans, I can see no reason for any material change in values. L. Fred Peabody.

Serious Differences in the Tunnel City Association.

Port Huron, Sept. 12—The Merchants and Manufacturers' Association has not yet breathed its last. It will again struggle toward a useful life by running on a small, economic basis. Many of the men who went

to the last meeting expected that it would be the last. L. A. McCarthar started the reform ball rolling by stating that a meeting of the Board of Directors has been held and that some changes in the conduct of affairs was recommended. First, to let out J. T. Percival and save the expense of a Secretary and then find a smaller and cheaper hall in which to hold meetings. He mentioned the fact that the Association is "in the hole."

D. P. Sullivan didn't think an Association of the character of the M. & M. could get along without a Secretary.

L. B. Rice proposed that a meeting be held next Tuesday evening for the purpose of considering new plans for the organization. A resolution to that effect was adopted and cards will be sent out notifying all members of this important meeting. In the meantime the Directors will have an eye open for a less expensive hall and will report at that time.

Henry Nern couldn't resist making one of his eulogistic speeches on the M. and M. He said that people accuse the Association of raising prices, while in fact nothing of prices has ever been mentioned in a meeting. The M. and M. had been a benefactor and not a detriment in the community.

L. B. Rice thought that the Association had devoted a great deal of time to pleasure of late, and that it had made no very serious mistakes. He asserted that "soreheads" are causing all the trouble.

D. C. McNutt said that the members would not pay their dues, that there are now less than fifty in the Association in good standing. He favored a cheaper hall.

Henry Nern wanted to see the M. and M. hang together because it had done nothing to be slaughtered for.

Has a New President.

Houghton, Sept. 12—At the monthly meeting of the Houghton Business Men's Association held last Wednesday evening, J. H. Rice, Vice-President of the National Bank of Houghton, was chosen as President to succeed the late Carlos D. Sheldon.

Mr. Rice accepted the office reluctantly and only because he was the unanimous choice of the committee. They considered he was the man best fitted to appear as the leader in all movements for the general good of the community and would not hear of a refusal.

At this meeting also W. D. Calverley was elected a member of the executive committee, to fill the vacancy there caused by Mr. Sheldon's death.

The Association has not given out anything concerning its movements or what projects it may have in hand for the good of the village, but Secretary Dube says that the organization is doing a lot of work and keeping him very busy with his end of it.

Long Pedigree.

"You have a fine pedigree. How far back can you trace your ancestry?"

"Oh, I can't exactly say, but we have been descending for centuries."

The Boys Behind the Counter.

Sault Ste. Marie—Henry Wilke, late of Escanaba, has taken the management of the grocery department of Prenzlauer Brothers' department store. Mr. Wilke has been in the grocery business over twenty years, has had experience in every branch of the business and comes to the Soo with the intention of residing here permanently.

Flint—Chas. Vickery, for several years connected with the shoe department of Smith, Bridgman & Company, has severed his connection with that firm and gone to Rochester, N. Y., to take a position with the firm of Sibley, Lindsay & Curr, said to be the largest department store between New York and Chicago.

Charlotte—Fiske Bangs will clerk for Weaver Bros. in their new drug store.

Howell—Homer Peavey has resumed his former position as pharmacist for O. J. Parker.

Niles—Earl Woods has resigned his position at Gage's grocery to accept a clerical position with Albert Green, the clothier.

Gladwin—D. Elmer Flood, who has been employed at Dr. Leininger's drug store the past two years, has resigned his place and will enter the State University to take a course in chemistry, after a short visit with his parents at Mt. Pleasant.

Charlotte—Rollo Ammon is succeeded by Andrew Gohl, of Detroit, in the merchant tailoring establishment of W. Geddes & Co.

Auction Sale of the Hammond Seed Co.

Bay City, Sept. 8—The sale of the Harry N. Hammond Seed Co., Ltd., stock was scheduled to take place Sept. 6. When the hour arrived Frank Bodi and J. S. Pond, of Toledo, entered a protest, preferring that the business be placed in the hands of a receiver and continued until a more advantageous time to dispose of it. The sale was opened, however, and A. E. Bousfield, President, offered a bid of \$15,000 in the face of the fact that about two months ago he made a report to the effect that the assets of the company were \$42,000. The Board of Directors held a meeting to consider the bid and Eugene Fifield, who holds \$17,000 in stock, opposed acceptance, arguing that the amount would only pay 50 cents on the dollar to creditors, saying nothing about the holders of stock. An adjournment was taken until to-day, when the sale was confirmed.

"After I bought my stock the company went into the food business," said Frank Bodi, "and in two years \$38,000 of the company's money was sunk. It is simply a freeze out game. My last dollar was put into the business. A Mrs. Orton invested \$12,000 in the concern, some of which was borrowed, and I don't think any of us will ever get a dollar."

Has Broken Away from Union Tyranny.

Pittsburg, Sept. 12—The Macbeth-Evans Glass Company has perfected arrangements for operating its big chimney factory at Charleroi on a

non-union basis, the old employees having refused to return on the company's terms. A number of new men went to the plant to-day and started work. Two machines and several shops in the offhand department are now in full operation. It is proposed to introduce new men in small numbers daily until all that are required to run the factory have been engaged. The men will be housed and fed inside the plant and every precaution has been taken against probable violence on the part of the strikers. So far there has been no trouble. When in full operation the company employs about twenty-three hundred men.

Pertinent Hint to Sellers of Cheese.

Central Lake, Sept. 13—I know you are quite a cheese crank, so I enclose our latest counter slip for sticking in packages which go out of the store. We use a good many of them, make them ourselves, and get good results from them.

Thurston & Co.

The slip referred to is 3x5 1/2 inches in size and reads as follows:

We Guarantee

The quality of our Full Cream Cheese. When you eat this cheese, you eat the best there is. You eat cheese that is the finest product of its class that brain, skill and the purest ingredients can produce, or that money can buy. The multi-millionaire eats no better cheese than this. Perhaps he would if he could get it; but it's not to be had. That's where you and he are equally well off. Try some of this excellent cheese on our recommendation.

Thurston & Co.

Are the Japanese fanatics? They have been so called because of their reckless style of fighting and their disregard of death when they get the command to go forward. But are they not rather supremely courageous? Their movements are deliberately planned. They prepare in advance for every emergency. They aim at results and do not hesitate to expend whatever may be the cost in blood or treasure to obtain them. Fanatics fight wildly, blindly, wasting their energies in fruitless assaults. The Japanese are simply splendid examples of patriotic spirit and military skill.

The Japanese have figured on a winter campaign. They have accumulated supplies of clothing and provisions for their troops. They will have fresh forces to meet the Russians as soon as occasion requires. They seem to have completely mastered the problem of transportation, which is a serious one in every war. It is true that the Japanese soldier can get along on very little food, but he uses lots of ammunition.

Too many people in this world make misfortune their business.

BUSINESS CHANCES.

Apple Barrels—We have a few car-loads 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

Position Wanted—Clothing salesman; five years' experience, also experience as department manager; age 24; best of references. Address No. 862, care Michigan Tradesman. 862