

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 28, 1904

Number 1097

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CURIOUS STRIKE.

There has been in progress in Marseilles, France, a sort of strike or labor upheaval, which is quite unique in its way. It has now been in progress for fully two years and untold damage has been done not only to the commerce of the port of Marseilles, but to French shipping generally. The strike has involved serious fighting and rioting, which have necessitated the calling out of the troops, and although work on the Marseilles docks has not been suspended during the entire period, it has been so frequently interrupted that shipowners have been unable to properly conduct their business.

Unlike most strikes, this one has not been dominated by a demand for increased wages so much as other problems intimately connected with the general labor question. The sailors have struck against the discipline maintained on the ships, and the longshoremen and freight handlers along the docks have stopped work out of sympathy. No sooner would the sailors be mollified than the freight handlers would strike afresh for some amelioration in their condition.

As a result of this disturbed and distorted condition of things in the great French port, the shipping business has become demoralized and shipowners are sending their vessels elsewhere, so as to be out of the strike atmosphere and beyond the reach of the agitators, who appear to be primarily responsible for the perpetual turmoil which prevails. Passengers now avoid the French ships, owing to the lack of discipline which prevails on such vessels. This is not the fault of the shipowners, but is the result of the perpetual agitation going on among the sailors, and the fact that the shipping people have been compelled to consent to all sorts

of unreasonable conditions in order to operate their vessels.

The steamship lines centering at Marseilles are gradually withdrawing from that port and making Genoa their regular port of call and base of operations. Whether this withdrawal of business will bring the Marseilles agitators to their senses remains to be seen. It is no wonder, under such conditions, that the French merchant marine is declining instead of advancing. Discipline is as necessary on a ship as it is in an army, and without it vessels can not be successfully operated at a profit.

A strike is no respecter of persons and it often lands in unlooked for places. Organized labor has a very firm hold on San Francisco. A strike out there is usually quickly followed by a boycott and then sandwich men, as they are called, at once begin to parade up and down the street in front of the store, restaurant or shop, carrying the announcement that the place is boycotted and bidding everybody keep away. The union's attitude to the sandwich men is that of employer. Acting on good business principles in a recent strike in that city, the union, trying to get the work as low as possible, refused a demand for an advance in wages and thereupon the sandwich men struck. The incident created considerable merriment and comment, but at last accounts both the union and the sandwich men stood firm and the breach, instead of being closed, grew wider.

Surgery may yet make us normal in our behavior. A boy in Indianapolis was regarded as incorrigible, and was such a terror in the public schools which he attended that he was sent to a reform institution. A surgeon performed an operation on him, removing a bony growth which pressed on the brain, and as a result the boy's nature has changed completely and he is now a model youth. If this line of operation is to be generally adopted the surgeons will be obliged to work overtime, so numerous are the subjects.

Sawdust is now lending itself to many uses. Shipbuilders in England, France and Germany are using what is called "stone-wood," a mixture of sawdust with certain minerals, which, formed into slabs under hydraulic pressure, makes a surface which is safe to walk upon and will not burn or permit one to slip. This substance can be worked like any hard wood and is being extensively used. Anyone who lacks sawdust for experiments in this direction can probably procure equally good results with breakfast foods.

THE VALUE OF MIDDLEMEN.

Theoretically, business should be done directly between the distributing merchants and the manufacturers. The broker, the commission merchant, the traveling salesman, or any other person who stands between the producer and the consumer, has to be paid, and theoretically the various amounts paid to such persons could be saved if there were in every department direct trade between the producer and the consumer.

This is what many people have said, and it is what the Japanese, who are most careful economists, are saying. The Chronicle, an English journal, published at Kobe, Japan, in a recent issue, says that at the close of the war with Russia a determined effort is to be made by the Japanese to enter into direct trade relations with foreign countries, the object being to exclude the middleman, who in this instance is the foreign merchant. Whether such a policy will be successful depends, however, not on the wishes of the Department of Finance or the hopes of the Japanese merchant, but on considerations of economy. Experiments in the past in direct trade have not proved so successful as to warrant others being undertaken without the greatest caution being observed. Meanwhile it may be well for the Japanese to consider whether the middleman does not serve a purpose in the commercial economy.

The Iron Age, of New York, recently pointed out that one of the aims of the great trusts and consolidations organized in America was to eliminate the middleman and save his profit to the consumer, and when the tidal wave of consolidation was at its height prophecies were freely made that brokers, and even jobbers, would find their occupations gone and would have to seek new fields of endeavor. But the prophecy has not been fulfilled. There are fully as many jobbers, brokers and manipulators as ever in all the great cities, and they are just as necessary as ever.

Buyers find in the hands of the right sort of agent or middleman a larger assortment and a greater variety than if they attempted to deal with the mills alone, and the convenience resulting from such conditions is worth the commission to such an agent. Of course, it is necessary that the agent shall be honest, intelligent and fully posted in his business. When that is the case he is of great service to both buyer and seller.

Don't make a remnant counter of your efforts—beginnings and ends, without any middles, command only catch-all prices.

CRANBERRY CROP.

Some Facts Concerning Its Growth and Marketing.

Cape Cod folks are gathering their cranberries. In a little while the New Jersey, Michigan, Wisconsin and Minnesota marshes will swarm with pickers. Then the full red and white tide that annually sweeps across the country from the cranberry districts will make itself felt, and the forerunner of the Thanksgiving turkey become a commodity of present importance with both wholesaler and grocer.

There will not be so many cranberries this year as last. The vines seem to have been impressed by that conservatism which hedges about a Presidential year and to have decided to keep well within a defined yield limit. Last year United States growers raised 1,250,000 bushels. The crop of 1904 will be from 15 to 20 per cent. less, New Jersey showing the greatest decrease, where it is believed the crop will be 60 per cent. Still, prices are not expected to go any higher, for good old-fashioned apple sauce has of late years become a formidable competitor of cranberry sauce, and this keeps the figures at normal. Still, even with the reduced yield, there will be enough berries to make sufficient sauce for every turkey that survives the perils of getting wet and eating too much.

The first cranberries come from Cape Cod bogs or marshes. There the harvest begins the last week in August. That attractive dark-red berry whose blush is on view in stores early in September is from Cape Cod.

Color is the cranberry standard of value, and so the New Jersey growers wait until the early Cape Cods are well out of the market before they make shipments in quantity. The Jersey grower is a most careful husbandman, always with an eye to the main chance. It is said that some years ago the New Jersey Legislature made what is known as a bushel-crate standard; that is, formally declared the crate in question contained, when filled, a bushel of berries.

For a time all went smoothly, but presently the men who handle cranberries in New York City discovered that the so-called bushel crate contained only thirty quarts instead of the regulation thirty-two. The thrifty Jersey men had been receiving pay for two quarts in every crate that they never furnished. This was some years ago, so now in New Jersey a bushel is not a bushel when it is a crate of cranberries.

The cranberry harvest may be said to continue from the last week in August to the middle of September, or until the severe frosts put an end to the season. Long Island's harvest is coincident with that of New Jersey, but its limited yield averages higher in quality than New Jersey's and generally brings top-notch prices. October is the cranberry month in the Middle States and west thereof. Wisconsin, Michigan and Minnesota are all cranberry states, the former leading in the size of its crop. Wisconsin used to be a large producer

of cranberries, but forest fires ruined the majority of the bogs a few years ago and since then the yield has been a fraction of what it formerly was. The Western berry, however, rarely finds its way into the markets of the East. Chicago buyers capture it and wholesale it to Western points.

New York, New Jersey, Pennsylvania and New England consume about one-fourth of the Nation's cranberry yield. The remainder goes West and South, to Canada and a little to Europe.

New York is the leading shipping point, with Chicago and Kansas City second and third. New York dealers handle 250,000 bushels of a one-million bushel crop. Of this amount 100,000 to 150,000 bushels go to local consumers. The balance is shipped to many points. Texas is becoming a notable patron of the cranberry, and California is as fond of the berry as it is of its own luscious productions. All the cranberries sent abroad go to London and Liverpool, but the total is small. Liking for cranberries seems to be an acquired taste across the water, and though shipments have increased somewhat in the last twenty or twenty-five years, the gain is exceedingly small.

The cranberry grower will this year receive from \$5.50 to \$6 a 100-quart barrel for his crop. That is, he will average that for what the cotton buyer calls good ordinary. The retail price promises to be about 10 cents a quart, but the factor in this is the abundance of the yield. Sifting these figures, it will be seen that a large amount of money goes to some one between the producer and consumer, but it must be borne in mind that cranberries, like apples, must pay the price of long storage. Sometimes, when the producer can afford it, he puts away a large portion of his crop and lets it remain in storage until the last of December or the middle of January, when, as a rule, the price advances. In the spring of 1902 a consignment of cran-

berries sold at from \$18 to \$20 a barrel. Those figures are rarely reached, but \$12 to \$15 a barrel is not uncommon at out-of-season times.

Even at present prices this will be a prosperous season for cranberry growers outside of New Jersey, from Cape Cod, where American cranberries were first grown, to the remote island of Kodiak, Alaska, the northern and westernmost point where the fruit is grown.

Of all familiar fruits it is safe to say that there is none of which so little is generally known as the cranberry. Originally it grew wild as, in fact, it does to-day in several of the states bordering on the Canada line, in the salt marshes of the coast States, in the glades of the Alleghenies, and as far South as Virginia and the Carolinas. Unlike the strawberry, the wild cranberry is distinctly inferior to its cultivated relative. Both grow on a small, hardy shrub about six inches in height.

The fruit takes its name from the appearance of the flower, which, just before expanding into perfection, bears a marked resemblance to the neck, head and bill of a crane. Hence the name "craneberry," which usage has made into "cranberry."

Sand and peaty ground forms the proper soil for a cranberry marsh or bog. Instead of fertilizing, the grower is obliged to give the vines or bushes liberal coatings of sand. The ground must be low, as it is kept under water most of the time. The marsh or bog, as it is variously termed, is so arranged that any section of it may be flooded at the discretion of the grower, the system of ditches and sluices being the same as those used in irrigating the arid lands of the West. The making of the bog is an expensive process, involving an expenditure of from \$300 to \$500 an acre, and an interim of five years lapses before the yield is really profitable. After that, each year should give a larger return on the investment. No rotation of crops is necessary, and the shrubs live and bear and increase endlessly.

Planting a new section of bog is a simple process. A small handful of twigs is twisted together and thrust deep into the sand. They take root immediately, and within a year put forth new uprights and begin to send out runners. The planting is eight or ten inches apart in rows. Gradually the space between fills up, and in an old bog the shrubs grow as thick as buffalo grass. All they then require is weeding, sanding, and flooding.

Flooding is necessary not only for the growth of the plant, but to protect it from the early frosts of Autumn. It is no unusual sight to see a half hundred pickers at work in one section of a bog, while the adjoining section is eighteen inches

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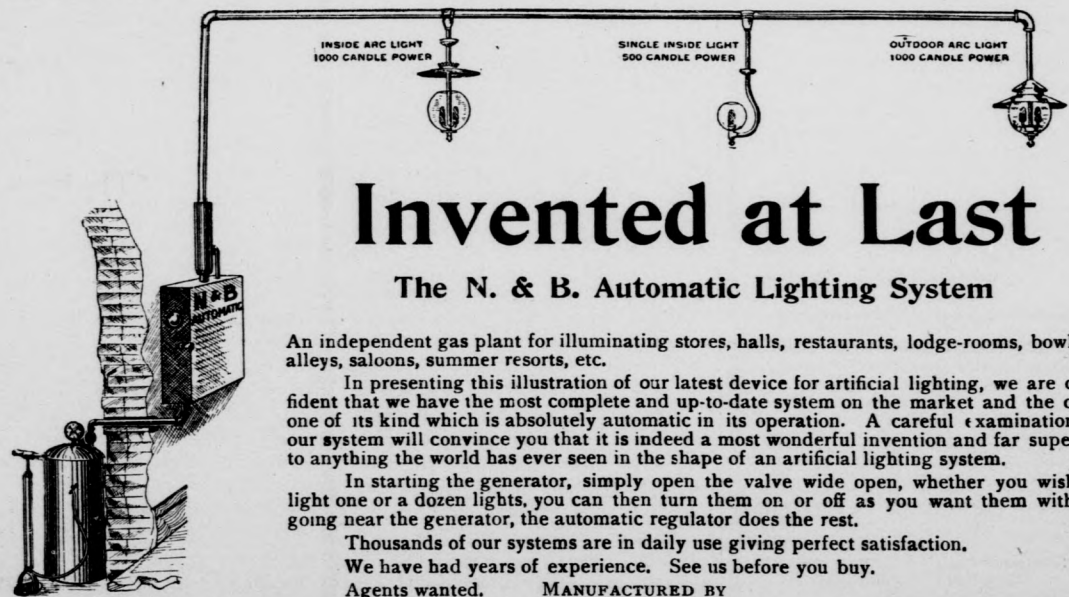
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under water. Beneath the transparent covering the berries are seen, the water only intensifying their brilliant coloring and the deep green of the surrounding leaves.

Picking cranberries is a task for nimble fingers. The picker, sitting or kneeling on the damp sand, plunges both hands, with fingers slightly spread, among the vines, and with a quick movement strips the berries from the stems and tosses them into a waiting pan. When the pan is filled it is emptied into a pail holding one-third of a bushel. The size is uniform, and the pickers are paid by the pail. The berries are finally put into crates and barrels. Before they are ready for market, however, they are winnowed, with the aid of a winnowing machine, of leaves and weeds, and are then ready for the consumer.

Cranberry scoops are largely used on cranberry marshes. A scoop is a box-like contrivance fifteen inches long, with wooden fingers. It is used to strip the vines of berries, and by its aid the task of gathering the berries is greatly expedited.

Cranberry growing is called a "young man's work." This means that a young man who chooses cranberry farming as a road to affluence must be willing to wait and work steadily and with perseverance while he waits. A few years ago a wealthy resident of Detroit, stirred by glorified accounts of cranberry-raising profits, invested \$250,000 in an attempt to raise the berries on a large scale. He abandoned the enterprise at the end of the second year, losing almost the entire investment.

Why High Prices for Grain Are Inevitable.

St. Paul, Minn., Sept. 26—The present grain situation is the most peculiar known in half a century, with the exception of a short period during the civil war. Indeed, it is doubtful if there is a man now living who has seen a similar condition of affairs, where the demand for home consumption was so great and the export demand so small, while yet the crop promises to be deficient in supplying the demand for home consumption. With the European grain crop 120,000,000 bushels short, as reported, it needs no deep mathematical calculation to reach the conclusion that wheat will bring a high price before the May settlements are made, and that the farmer has a good thing in sight in all grains.

It is improbable that much grain will be exported during the next twelve months, although the shortage in Europe may cause foreigners to bid up the price and thus aid in sustaining the value in the markets of the United States. It appears now that the wheat yield of the country will not exceed 525,000,000 bushels, as against 670,000,000 bushels for 1903, when exports were about 120,000,000 bushels, the lowest in many years, while the consumption for the same period was the largest in the history of the country.

Now, with the consumption increasing and absolutely nothing to export, and the consumption exceed-

ing the home product, what may be expected? Unusually high prices—the demand exceeding the supply. These are natural conditions. They are conditions confronting the millers and which are forcing them into a combine to minimize the loss of crops until the new grain can be bought and stored in the elevators. These are picturesque conditions and wholly outside the natural conditions and natural possibilities.

For several days the elements have contributed to dishearten the grain grower and reduce the yield. The tresher is telling a tale of wheat yields far below the average, but it is the truth that the thresher is now at work in the poorest fields of the Northwest, where rust did great damage. During the next two weeks threshing machines will tell a different story, although the most sanguine do not concede an average yield of over ten bushels per acre for the entire Northwest. Indeed, should the average yield reach nine bushels per acre, the aggregate production for the three Northwest States will exceed that of last year by 20,000,000 bushels.

In a previous article it was asserted that the yield of Minnesota and the Dakotas would equal that of 1903 under favorable conditions. There is no reason to change these views provided the favorable conditions continue. In a talk with J. J. Hill that prince of crop experts declared to the writer that he believed the wheat yield, while 70,000,000 bushels under what it should be, would reach the yield of last year, and that other crops would bring the tonnage of railroads up to 25 per cent. greater than a year ago. It is not necessary for Mr. Hill to go into the wheat fields to know the prospects. Like any experienced student of crop conditions, he is able to form his estimate by conditions at seeding time. In May he said:

"We will not have a big crop of wheat. There will be many bad spots. The spring has been too wet in some places and too dry in others. There will be early wheat and there will be late wheat. Both are likely to be damaged. But there will be a good crop which is neither early nor late nor too dry nor too wet."

During the past week the returns from the threshing machines have justified the above conclusions. The yield of wheat in the Dakotas, Minnesota and Northern Wisconsin should be about as follows:

	Bushels
North Dakota.....	65,000,000
Minnesota	68,000,000
South Dakota.....	30,000,000
Northern Wisconsin.....	18,000,000
Total	181,000,000

Last year, according to the Government estimate, the Dakotas and Minnesota raised 173,000,000 bushels of wheat. But in addition to this, and which should be figured in the Northwest receipts, is the yield of Montana—not less than 15,000,000 bushels tributary to the big Minnesota and Eastern mills, making a to-

tal of 196,000,000 bushels of wheat for the American Northwest, not including the Pacific Coast States.

Apple Crop Appalls Dealers.

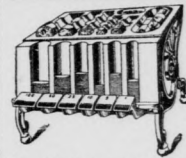
The apple market throughout Wayne county has practically come to a standstill, for dealers are frightened at the size of the crop. Earlier in the season there was a fair demand for choice apples at 90 cents per barrel, the purchasers furnishing the barrel. Now there is practically no market. The outlook on green apples never suited the buyers as little as it does this fall, and the more they investigate the situation the less they like it. It begins to look as though the farmer would have to do business without middlemen. The best price talked now is 75 cents per barrel, and scarcely a dealer can be found who will buy at any price. In the dried apple market things are a little more lively, although dealers are not active. Dealers are advising their old customers to go slowly, drying their own apples before they contract for other orchards. The reason for this is that the dealers look to see evaporating apples drop from 12½ cents a bushel to 8 or even 6 cents later in the season. The producers are going at it as hard as ever they can tilt, and hope to make a profit.—Rochester Union.

Sanctification is a good deal more than feeling sore on the rest of creation.

The lights of this world are not doing their shining before mirrors.

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Movements of Merchants.

Howell—Mrs. C. W. Moon has engaged in the bazaar business.

Ludington—W. D. Bridge will open a new music store about Oct. 1.

Port Huron—Patrick H. Mahar will shortly open a new shoe store.

Jackson—Edward C. Morrisey is closing out his stock of boots and shoes.

Detroit—Ritter & Schmidt have purchased the grocery stock of Wm. Waldeyer.

Saginaw—John Enszer has purchased the meat business of Julius Catterfield.

St. Johns—W. A. Hunt has purchased the market business of John P. Snyder.

Mason—H. O. Halstead has purchased the clothing stock of Caven-der & Mehan.

Lansing—Kelso & Bartel have engaged in the grocery business in the Hawes building.

Muskegon—Alfred A. Ball has closed his Palace bakery and discontinued business.

Ann Arbor—N. Generaux will shortly engage in the confectionery and tobacco business.

Detroit—Collins & Schuler have purchased the cigar and tobacco stock of John J. Griffith.

Traverse City—Geo. L. Purkiss, the Northport fish merchant, has engaged in the fish business here.

Coldwater—Alpha Boyden and Frank Kohler have each opened new bakeries here during the past week.

Bellaire—Mrs. Luella Pray, of Williamsburg, has purchased Mrs. Alma Clymer's millinery stock and business.

South Haven—E. W. Fitzgerald will succeed Griswold & Fitzgerald in the men's furnishing and grocery business.

Schoolcraft—E. L. Mosher, formerly engaged in business at Otsego and Vicksburg, will open a jewelry store here.

Holland—H. J. Fisher, the druggist, has let the contract for a new business block, to be occupied by his drug stock.

Alpena—C. A. McGregor has purchased the stock of the Star Shoe Co. and will continue the business at the same location.

Lansing—Beasley & Wells have sold their grocery stock to F. H. Bar-teaux, who will continue the business at the same location.

Cheboygan—Julius Bohn will open a hardware store in about three weeks in the building formerly occupied by Frank Lockhart.

Lansing—Rossa Bros. have opened a new grocery store and meat market in the H. E. Johnson building. They hail from Durand.

Alma—T. E. Pringle has purchased the interest of F. J. Emmer in the clothing stock of Pringle & Emmer and will continue the business in his own name.

Paw Paw—Tice & Decker, who recently bought the Longwell department store, have sold it to A. C. Martin and A. W. Showerman.

Lyons—The general stock of W. Halsted & Co. and the grocery stock of S. W. Webber have been consolidated under the style of the Lyons Grocery Co.

Yale—Wallace Ballentine has sold his general stock to F. A. Griswold and Frank Newell, who will continue the business under the style of Griswold, Newell & Co.

Vassar—Rutherford & Rowley, dealers in agricultural implements, wagons, buggies, etc., have gone to the wall. The assets are estimated at \$500 and the liabilities at \$3,000.

St. Johns—R. W. Stone, who has been in the grain business at Alto for seven years, and R. D. Bergin, of Lowell, have purchased Osgood's elevator and grain and hay and coal business, and will continue it at the same location.

Boon—E. A. Losie, who has managed the general store of J. Cornwell & Son here for several years past, has formed a copartnership with J. M. Hayden and purchased the stock. Business will be continued under the style of Losie & Hayden.

Onaway—The grocery store and meat market of Walter Smith was closed last Friday by M. A. Quick & Co., who held a chattel mortgage on the stock. It was adjusted later by Smith giving Quick a bill of sale of the entire stock, and the latter is now in charge.

Detroit—The stock and good will of the Harris Paper Co. has been purchased by Lester H. Cheeseman, who will continue the business under the style of the Cheeseman Paper Co., a corporation with \$25,000 paid-in capital stock which will be organized for the purpose.

Albion—E. T. Bornor, in partnership with J. A. Gibbs, has purchased the business of Francis E. Steele and will sell wood, coal, flour, feed, brick, cement, salt, tile, etc. Mr. Bornor has had experience in this line of business as he has been connected with the Parma Mercantile Co. for some time past.

Bellaire—Geo. Otis, of East Jordan, has purchased the implement stock of H. E. Dickerson and will move the business into the new cement block. F. L. Knapp, harness-maker with Mr. Dickerson for several years, will have charge of the business for Mr. Otis, which will include harnessmaking.

Hudsonville—L. M. Wolf, the general dealer at this place, owns and cultivates a forty acre farm on the edge of the village. Included in the farm is seventeen acres of muck land, on which the humus is about thirty feet deep. On this land Mr. Wolf raises remarkable crops of onions and celery. From seven acres of onions and celery last season he realized nearly \$1,100. He has on exhibition at his store this week six onions which weigh 6¾ pounds and he insists that on the five acres he planted to onions this season he will have at least 250 bushels which average over a pound apiece.

Holland—The Frank S. Gray grocery stock has been purchased by E. Heeringa and Nicholas Tannes, who will continue the business under the style of Heeringa & Tannes. The stock has been the cause of considerable legal controversy, due to the utterance of a chattel mortgage for \$375. The principal creditors were the Musselman Grocer Co. and A. E. Brooks & Co.

Rudyard—Nicholas De Kruyter, formerly book-keeper for the Linn Murray Furniture Co., Ltd., of Grand Rapids, has purchased an interest in the shoe and harness business of his father, to which they will add a line of groceries, furnished by the Musselman Grocer Co., and a line of dry goods, furnished by P. Steketeer & Sons. They will also engage in the shipping of hay and grain, and the firm name hereafter will be J. De Kruyter & Son.

Dorr—J. Neumann, the veteran general dealer at this place, died suddenly last Friday as the result of the illness from which he has suffered for several years past. Mr. Neumann was a good merchant and a good citizen and his death leaves a wide gap in this community. The funeral and interment, which took place Monday, were the most largely attended of any event of the kind ever occurring in Dorr. Business was suspended at every business house in the place.

Howard City—W. Fred Watson, who has conducted a bakery and restaurant business here for several years, has made an alleged sale of his stock to his father and departed for parts unknown. His assets were approximately \$700 and his liabilities \$1,000. This circumstance affords a fresh illustration of the necessity of a sale-in-bulk law such as the mercantile interests of the State have pleaded for for several years and which would now be on the statute books but for the ignorance and treachery of the present Governor.

Manufacturing Matters.

Detroit—Harris Bros. & Co., manufacturers of shirts and overalls, have discontinued business.

Big Rapids—Jones & Green are razing the old Crawford sawmill and will put it up near their planing mill.

Cassopolis—C. W. Bunn has nearly completed the erection of a new sawmill to replace the mill recently burned.

Petoskey—The Petoskey Block & Manufacturing Co., manufacturer of butchers' blocks, will shortly add refrigerators and butchers' fixtures.

Bay City—The Aylea Lumber Co., a local concern, has established a lumber yard at South Bay City for the purpose of handling stock to the retail trade.

Detroit—Isaac N. Petry, formerly Secretary-Treasurer of the Harding & Petry Lumber Co., has disposed of his interests to H. W. Harding and the company's name is now the H. W. Harding Lumber Co.

Sparta—The Sparta Milling Co. has leased the elevator at Grant and will operate it in connection with its business here. E. W. Smith,

who has been on the road for the company, will have charge of the Grant establishment.

Lansing—F. Thoman has bought the interest of J. P. Thoman in the well-known milling and grain firm of F. Thoman & Brother, associated in business here for the past twenty-one years. The mills have resumed business under the management of C. J. De Roo, who has for a number of years had charge of the Walsh-De Roo Milling Co., of Holland, and Frank H. Thoman, a son of the owner.

Menominee—The Peninsular Box & Lumber Co. has secured an unusually large contract from the Singer Sewing Machine Co., of South Bend, Ind. Arrangements have been made between the two companies whereby the Menominee concern will furnish all the sewing machine company's boxes and crates from now until January 1, 1906. The company uses about 14,000 crates per month and as many boxes.

Cheboygan—Nelson & Clark have sold their sawmill property here to M. D. Olds, who has large tracts of timber tributary to Cheboygan. The crew will all remain with the new owner, until the close of the present season, when all the skilled help will remove to Wilmington, N. C., where Nelson & Clark and F. W. Wheeler, of Detroit, have acquired 200,000 acres of land covered with cypress, juniper and other varieties of valuable timber located on Juniper Creek.

Haakwood—The Haak Lumber Co. has sold its tract of hardwood and hemlock, aggregating 23,000 acres, to Frank Buell & Co., of Bay City. The timber will be shipped by rail to Bay City, where it will be manufactured in the mills of the purchasers. This sale practically closes the operations of the Haak Lumber Co. here. The sawmill burned last winter and was never rebuilt. The flooring mill and other movable property are to be taken to some other locality in the State.

Detroit—The Detroit Sulphite Fibre Co. has been adjudicated bankrupt by order of Judge Swan. The inventory totaled \$511,522, with \$23,115.63 bills receivable. The liabilities were scheduled at \$510,597.90, the Old Detroit National Bank being a creditor to the extent of \$56,776; the First National Bank, \$30,539.33, and E. Jennie H. Richardson, surviving trustee of the estate of David M. Richardson, \$45,000. The matter has been referred to Referee Davock and the Detroit Trust Co. and J. H. McCormick, receiver, will continue to act, with a \$15,000 bond, until the creditors take action.

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 Produce Market.

Apples—Wealthy, Maiden Blush, King and Strawberry varieties command \$1.50@1.75 per bbl. The demand has improved during the past week.

Bananas—\$1@1.25 for small bunches; \$1.50@1.75 for Jumbos. The market is well supplied with good stock and prices hold steady. More independent bananas are coming into the United States each year, and it may be that some day the "trust" will have a rival that will really be of some good to the trade. Just now, however, the combination is as arbitrary as a setting hen.

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

Beets—40c per bu.

Butter—Receipts of dairy are by no means as plentiful as a few weeks ago, in consequence of which the price has advanced to 11@12c for packing stock and 16@17c for No. 1. Renovated is also slightly higher, commanding 17@17½c. Creamery is steady at 20c for choice and 21c for fancy.

Cabbage—45c per doz.

Carrots—50c per bu.

Cauliflower—\$1.20 per doz.

Celery—15c per doz. bunches.

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

Cranberries—\$7 per bbl. Cape Cod berries have come in abundantly the past week and the color of the stock is better than the early arrivals. Prices are about a quarter a barrel lower, with the movement assuming bigger proportions. Wisconsin berries will arrive before long.

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

Eggs—Receipts have been equal to the demand and the market is steady at 17@18c for case count and 19@20c for candled. In the ordinary course of events the market should advance soon, as it is now 1½c under last year and 2c under 1902. Eggs that are now coming candle out fairly well, although they continue to show more signs of being held longer than the receivers like.

Egg Plant—85c per doz.

Grapes—Delawares command 15c per 4lb. basket. They cannot be shipped, because the railroads will not accept them unless the baskets are covered and no covers can be obtained. Niagaras fetch 15c per 8lb. basket. Wordens command 14c for same size package. Blue varieties in bu. baskets fetch 80@90c.

Green Corn—10c per doz.

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

Green Peppers—65c per bu.

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

Lemons—Californias and Messinas fetch \$4. The demand is only moderate.

Lettuce—60c per bu.

Musk Melons—Home-grown osage

fetch 50@60c per crate. Small Rockfords command \$1.25@1.50 per crate.

Onions—Southern (Louisiana), \$1.10 per sack; Silver Skins, \$1 per crate; Spanish, \$1.40 per crate. Home grown are coming in freely, commanding 60@75c per bu. The crop is large and the quality appears to be fine, although the yield is affected in some districts by the maggots.

Oranges—Mexicans bring \$4@4.25 per box. As the season advances the orange market continues to firm up and choice sizes become harder to get. The condition is not unusual this year, although it may be that a little later the fruit will be unusually difficult to obtain at any price, as the reports have it that the late crop is being cleaned up very close.

Parsley—25c per doz. bunches.

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

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

Pears—Flemish Beauties and Sugar fetch \$1 per bu.

Potatoes—Local sales range from 35@40c per bu. Dry weather and the absence of killing frosts have done and will do much yet to put the crop in good shape and stave off the threatened rot. So far as stock coming to this market is concerned there is some rot shown on it, but the potatoes seem to stand up a reasonable length of time.

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

Poultry—Live is quiet, due to light demand and moderate receipts. Spring chickens, 10@11c; hens, 8@9c; coarse fowls, 6@7c; spring turkeys, 12@14c; old turkeys, 10@12c; spring ducks, 9@10c for white; Nester squabs are dull and slow sale at \$1.25. Dressed poultry (drawn) ranges about 2c per lb. higher than live.

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

Squash—Hubbard commands 1½c per lb.

Sweet Potatoes—Virginias are steady at \$1.90 and Jerseys are in good demand at \$3 per bbl.

Tomatoes—60@75c per bu.

Turraips—50c per bu.

Watermelons—10c apiece for home grown.

Messrs. Waldron, Alderton & Melze, wholesale shoe dealers of Saginaw, have just bought the entire stock of the Scheurmann Shoe Manufacturing Co., of Bay city, at an extremely low figure. This stock consists principally of women's warm shoes, Nullifiers, etc., and, on account of the low price at which it was bought, puts this enterprising house in a position to give their customers some rare bargains, which will, no doubt, be appreciated at this time of year.

Great men have no time to tell the multitude how to be great, and nobody is going to listen to a little man, no matter how persistently he squeals the directions.

The Grocery Market.

Sugar (W. H. Edgar & Son)—Since we wrote you on Sept. 20 the market has remained nominally unchanged. Spot raws are firmly held at 4 5-16@4¾c, with no transactions. A cargo of Javas en route was recently sold at a shade above 4¼c, and later an additional cargo at equal to about 4.31c. We now learn of recent purchases by our principal refiners of practically all unsold Javas afloat, two cargoes due in two weeks at about 4.31c, while two cargoes which can not arrive until December were sold at a shade under 4¼c. These purchases indicate in a marked degree the underlying strength of the position. With refiners willing to purchase for December arrival at equal to 4¼c, duty paid, any expectation of lower prices for sugar would seem to be without substantial basis and with little prospect of realization. In our last we referred to continued advances abroad. After a slight reaction the advance movement was renewed, until to-day, when quotations for best sugar figure to a parity with centrifugals at about 4.40c for September shipment and 4.48c for October. The same relative advance has taken place in cane descriptions, and this general upward movement is accounted for in the conviction that the total production of sugar during the coming campaign will hardly be sufficient for ordinary requirements. Refined is unchanged and strong, with a possibility of higher prices at any time. Withdrawals continue heavy and the volume of new business is increasing from day to day. There is no sign of a let-up in the demand, consequently there is a slight improvement only in deliveries. We have every reasonable expectation of an unusually heavy October consumption and, in view of the strength of the whole situation, we suggest the safety as well as the advisability of providing well in advance for wants.

Coffee—All statistics point to a continued strong situation and this is the supposition that the large roasters are working on at present. Demand for coffee, as reported by the jobbers, shows no particular features. It is of good size, as the trade is regaining confidence in the market and is laying in its fall supplies.

Tea—It is quite evident that good tea in nearly all lines will be wanted during the entire season. There has been no change in the situation during the week. Holders of lower grades are reported as having some difficulty to get rid of their tea, and this fact may cause some concessions in price a little later.

Canned Goods—Tomatoes are not attracting any great amount of attention. The jobbers and brokers express very little doubt that there will be plenty of them packed, in spite of some stories of short crop. Much speculation is still being indulged in as to the pack of corn, but, as usual, these guesses are of little value. As far as heard from the weather has been reasonably good

in all corn-producing districts the past week, and that will go toward assuring a good output. California fruits are moving as well as usual at this season, except possibly peaches, which are so high that they are slow in starting. Salmon holds firm at the prices last stated. It is hardly probable that the market will even keep its present basis during the winter, as the pack fell very much short of last year's, as noted before. French sardines are high and promise to be higher before the next season. The catch was small, according to the brokers, although a United States Consul at Nantes says the catch this year was a large one. There you have it.

Dried Fruits—Peaches are very firm, and the demand is light on account of the high prices. Standard and choice grades are nearly unobtainable, the only grades offered being extra choice and fancy. The tendency is upward. Raisins are in small demand. The new seeders' syndicate has infused some strength into the situation, and the price is a little firmer than a week ago, because the holders who offered cheap raisins when the syndicate named its new prices have gotten all the orders they want. Loose raisins are in fair demand at probably ¼c advance over prices of a week ago, especially on 3 and 4-crowns. Apricots are beginning to show some demand at unchanged prices. Prunes are unchanged. The demand is still light and the price low. There is an improvement in the demand, however, but none is looked for in the price.

Syrup and Molasses—Glucose has made no change during the week. Compound syrup is still quiet, but will improve in demand from now on. Prices are unchanged. Sugar syrup is in excellent demand, both for export and manufacturing purposes at home. Prices are unchanged, but are hardening. Molasses is still unawakened and rules at unchanged prices.

Fish—The market on mackerel is still firm, as the catch shows no improvement. Stocks are very light and the trade are simply picking up what they can. A few Norways are coming in, selling on a basis of \$23 for 2's and \$21 for 3's, in a large way. They were snapped up at once. Nothing new has developed in sardines. Practically all fear of a shortage has now disappeared, and packers expect to make full deliveries. Prices are unchanged. Cod is getting firm, although no change has occurred during the week. The tendency in both cod and haddock, however, is upward. The demand is improving. Ocean whitefish is selling well at unchanged prices. Salmon is unchanged and quiet.

The so-called banana trust has transferred its local branch, which has been conducted under the style of the Williams Fruit Co., to the Yuille-Zemurray Co.

If Destiny still refuses to give you what you want, camp out on her doorstep. She will throw you something before long to get rid of you.

WINDOW TRIMMING

Some Notable Windows Shown This Week.

The Heystek & Canfield Co. this week shows a lot of pictures suitable for dens "and sich," also several samples of paper to render the walls in keeping with the "atmosphere" of these delightful snuggeries. Most of the pictures deal with Dutch characters in their native environment. The coloring of some of the little children of the Netherlands is softer in tints than is usually seen, the effect being really pastel. Several of the flat Flemish oak frames have a windmill extension in one corner. A three-panel picture of youthful Chinese has two sizes of cute little lanterns (flat) strung along the upper part of the frame. The window as a whole is so rich and warm in tone that it would chase away a fit of the blues.

* * *

A little farther down Monroe street every one stops to look into the one large window of the above firm's competitors—C. L. Harvey & Co. It is always of interest to the lover of wall decoration, and what person does not enjoy looking at beautiful pictures, even though their possession be denied him? I know one woman whose slender funds must be employed only for the "most absolute"—if I may use such an expression—of necessities but who manages to extract a deal of pleasure in simply looking at the lovely things in the store windows—things as unattainable for her as the ownership of the Kohinoor.

The person with a touch of the Oriental burning in his veins will admire the picture of veiled Turkish women lazily watching the sinuous dancing of four beauties of the Far East. Their feet are bare, with bracelets gleaming on their white shapely ankles. Turkish pipes repose on floor and tabourette, and the smoke is slowly rising. The woman supposed to be the handsomest of them all is gracefully reclining on a luxurious leopard skin, and rugs, cushions and all the other appurtenances of this sort of life are seen in the most lavish profusion.

* * *

If I did justice to Herkner's west window this week I should want nothing less than a page of the Tradesman to be placed at my disposal. The products of the jeweler's art there displayed must be seen to be appreciated. Such goods can not be looked at as we inspect those of other stores—they are too dainty in workmanship, the designs are too intricate to receive a mere passing glance.

Bracelets are again adopted by the chief devotee at the shrine of the artificer in fine gold. One struck my fancy particularly—just a little narrow round band of smooth copper-colored gold reflecting the light from

its polished surface and compelling you to love it the moment your eye rested on it. The ends overlay each other, each terminal set with a sparkling amethyst—just the thing for a radiant brunette. One of the many exquisite brooches is composed of a large topaz with threads of pearls standing out all around it. A tiny watch, seemingly more for ornament than use, is thickly seeded with pearls on either side. Even the watches unembellished with jewels are indescribably beautiful with their thick incrustations of the precious metal. All the brooches displayed are marked by extreme simplicity of design, and herein lies their chief charm.

* * *

Let not the man of taste pause in front of Baxter's if his purse lack that plethoric condition so satisfying to the soul of the luxurious liver, for he is foreordained from the foundations of the world to deep gnawings of envy at his more fortunate brother's situation in life and to execrations on a stern fate that says him Nay, Nay! when he would gratify his longings for the condiments but must satisfy his hunger with plain bread and butter—or go without eating entirely.

All those elegant traveling-y things—what delightful "board-ship" days do they suggest! How the thick steamer rugs and the wool caps speak of warm cozy comfort in wind-sheltered nooks! If your pocket-book is nice and fat just notice those umbrellas and canes that come in sets, the handles being exactly alike and the pairs fastened firmly together in two places with stout little fancy leather straps. The handles of gun metal with the inlaid silver four-leaf-clovers especially pleased me. And the Baxter filmy silk hosiery, I must not forget to mention that. Talk about a girl's "swiping"—that's not my slang, it's what the Lords of Creation designate it—talk about her just quietly appropriating to her own use her brother's little belongings in the way of neckties, stick-pins, neckerchiefs and umbrellas—why, actually, if you examine closely those delicate black silk sox in the suspender window—sox a pair of which you could without the least difficulty draw through a lady's fingerring—you can readily imagine your younger, or even elder, brother guiltily sneaking to your darling supply and cutting the tops off to meet his shorter requirements, and that without any great stretch of the imagination, either!

* * *

One of the most beautiful windows I have ever seen is that of Hopkins & Oliver, the Wealthy avenue grocers, who have used grape vines with the fruit on exclusively. The effect is very striking. The vines are from the Vincroft graperly.

The Optimist In Business.

Stupendous—the creative power of optimism! Before we are done prophesying the better day is here. No sooner are we prepared than the improvement is come. To will, to

believe, to act is to have the battle half won.

There would seem to be a magnetic power in earnest preparation. How often have we seen a man put in another department, another plant, another machine, with no actual assurance that the move was warranted; and yet the business was forthcoming to justify it.

It is, of course, quite possible to be over-sanguine. We are presuming a practical business head. When it comes to being visionary the narrow, hidebound, over-conservative man takes the palm for seeing things which are not there. His visions are all of disaster and defeat. It is as impractical to conjure up an impossible disaster at each step as to see Golconda in every enterprise.

The impractical man of either sort will never accomplish much because he is not clear of vision; and of the two men the sanguine has the better of it, because he feels good, and about all we get out of life is the way we feel about it.

The great thing is to see true. All the good work of the world has been done by clear seeing, buoyant men. When their vision has reached far beyond their day they have suffered for it. Recognition came after they were dead.

In business life it does not pay to be too far in advance of the time. Commercial undertakings can not wait long for recognition, but it is well to keep always just enough ahead so that the world and one's contemporaries never quite catch up.

Leadership, by never so little, means separation from the mass. The race crowd invariably knows the colors that are leading. It is not always possible to distinguish the relative places of those in the bunch.

We must be buoyant to achieve. The meanest thing one can say of man or beast is to call him a poor spirited creature. If a horse has too much mettle it may be toned down by age and training, but little can be done with a man or a colt that mopes and drags his feet. George Dyer.

Treatment of a Fact.

There was once an Ugly Little Fact that had no home. So he trotted along the highway until he came to the community where he belonged, when he sat down on his haunches in the square and began to howl.

And as the people hung over the fence in great numbers, looking at him, he howled more loudly than before, telling the truth about the Community in tones that penetrated to the remotest alley of the town.

Then a Leading Citizen came forward with a large brick, remarking: "This will never do." And so saying, he landed the large brick neatly on the head of the Ugly Little Fact. And other Leading Citizens followed his example.

"We do this," they explained, "not because you are true, but because you are uncomplimentary, and should be treated as a Malicious Slander."

A rifle has a small mouth, but you remember what it says.

The Smile that Won't Come Off

The Smile that means delight and mirth,

The Smile that beams around the earth,

The Smile that smiles for all it's worth—

The Smile that Won't Come Off.

The Smile that widens in delight,

That makes all frowns fly out of sight,

The **Quaker Oats** Smile—

—that's all right!

The Smile that Won't Come Off.

Review of the Hardware Market.

Wire Nails—Improvement continues in the volume of business in wire nails. So many large orders have been placed since the last official reduction in prices shipments from the mills for the Western trade are being delayed. Except at points where competition is very keen prices are held firmly. The tendency to do away with arbitrary differentials continues; carload lot prices being accessible to carload buyers whether jobbers or large retailers. The most prominent manufacturers are not accepting orders for delivery beyond 30 days. Quotations are as follows, f. o. b. Pittsburg, 60 days, or 2 per cent. discount for cash in 10 days; carload lots, \$1.60; less than carload lots, \$1.65. Local quotations are as follows: Single carloads, \$1.79½; small lots from store, \$1.85@1.90.

Cut Nails—The volume of business in cut nails has not increased as much proportionately as that in wire nails. The natural requirements for fall consumption have stimulated buying to some extent, but the bulk of the demand is for the wire products. The majority of manufacturers are holding their products at \$1.60@1.65 for carload lots and less than carload lots, respectively, but in the territory west of Pittsburg prices are on a basis of \$1.65 in carload lots, f. o. b. Pittsburg, with an advance of 10 cents in less than carload lots. Local quotations are as follows: Carloads on dock, \$1.74; less than carloads on dock, \$1.79; small lots from store, \$1.85.

Barb Wire—With the recurrence of fence-building time, the demand for barb wire is increasing noticeably. The regular price schedule for fencing is as follows, f. o. b. Pittsburg, 60 days, or 2 per cent. discount for cash in 10 days.

Painted Galv.

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

load lots..... 1 90 2 20

Smooth Wire—The orders for smooth fence wire are also greatly augmented and most of the recent contracts call for immediate shipment. Quotations are as follows, f. o. b. Pittsburg, 60 days, or 2 per cent. discount for cash in 10 days: Jobbers, carloads, \$1.45; retailers, carloads, \$1.50. The above prices are for the base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

The Little Woman's Retort.

The mild business man was calmly reading his paper in the crowded trolley car. In front of him stood a little woman hanging by a strap. Her arm was being slowly torn out of her body, her eyes were flashing at him, but she constrained herself to silence.

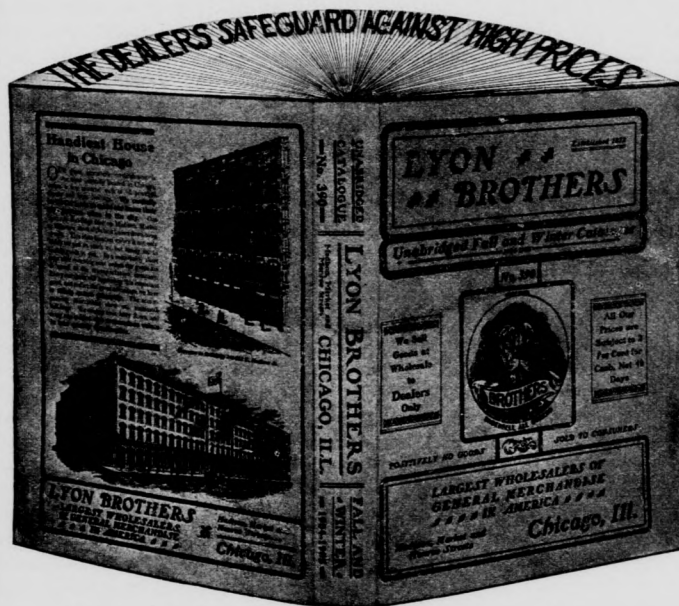
Finally, after he had endured it for twenty minutes, he touched her arm and said:

"Madame, you are standing on my foot."

"Oh, am I?" she savagely retorted, "I thought it was a valise."

No animal envies a human beast.

THE WORLD'S GREATEST MARKET Laid on Your Desk



Facsimile of our new Fall and Winter Catalogue No. 390.

**OUR UNABRIDGED FALL AND WINTER
Catalogue No. C 390**

Sent free to dealers only on request.

228 pages of holiday goods.

(Also our special 1904 terms on all lines for holiday trade.)

800 pages and more of fall, winter and staple lines.

1100 pages in all of high-grade dependable, **guaranteed** goods

The **telling feature** of this catalogue is that the price quoted on each item is **lower** than you can buy it for any place else.

Our prices on holiday goods **save you money.** Write for this catalogue and **order from Lyon Brothers.**

HERE ARE A FEW OF THE GREAT GROCERY BARGAINS WE ARE NOW OFFERING

"Our Wonder" Pencil Tablet

NOTE THE SIZE: 8 x 10 INCHES, 270 PAGES.

Price per case of 100, only... **\$3.60**

A Bargain No House Can Duplicate



These tablets are composed of an excellent quality of paper, plainly ruled and strongly bound, with heavy board backs. The covers come in a large variety of handsome designs, highly colored and embossed. Contains 270 pages, full count. **Attention is called to the size, 8 x 10 inches,** which is larger than tablets quoted by others at similar prices. Packed in wooden cases, 100 tablets to a case. Our bargain price, per case..... **\$3.60**

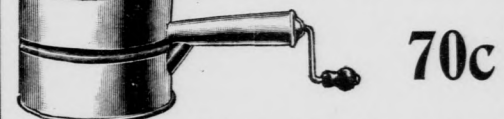
Glass Oil Can

ONLY \$1.59 A DOZEN

Will commend itself to anyone wanting something attractive in design and possessing thoroughness of workmanship. A trial order will satisfy you of their real worth. **We do not guarantee against breakage while in transit.** Made only in 1-gallon size. Packed in 1 doz. boxes. Per doz..... **\$1.59**



HUNTER'S PATTERN FLOUR SIFTER

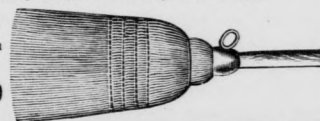


Full size, made of heavy, bright tin. Agitator works through side handle. One of the best styles made. Packed 1 doz. in a wooden case. Doz..... **70c**

FLOOR BROOMS, \$1.50 DOZ.

First class in Quality, Durability and Make

Floor broom, wt. about 20 lbs. Plain cap finish, 3 seams. Doz..... **\$1.50**



LYON BROTHERS

LARGEST WHOLESALERS OF GENERAL MERCHANDISE IN AMERICA

MADISON, MARKET and MONROE STREETS

CHICAGO, ILL.

POSITIVELY NO GOODS SOLD TO CONSUMERS



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - SEPTEMBER 28, 1904

THE QUEST FOR THE POLE.

Undeterred by the many failures to reach the elusive North Pole, a constantly increasing number of aspirants for the honor is steadily developed. The dangers, the sufferings and even the tragedies which make up the history of the quest for the pole, instead of frightening off explorers and dampening the spirit of adventure which prompts this ambition for fresh discovery, only serve to sharpen the desire to succeed where so many have already failed.

These excursions in quest of the North Pole are expensive ventures, but people have always been found willing to put up the money in the hope that the mystery will finally be solved. Even governments have aided in providing the cost of these expeditions. Men have been found prepared to try the most dangerous and risky plans which promised the remotest prospect of success. The unfortunate Andre with his balloon was one of these daring spirits.

One of the most persistent, as well as successful, of the long list of Arctic explorers, is Commander Robert E. Peary, United States Navy, who has made several expeditions to the Arctic seas, and although he did not reach the coveted goal, he added something to the further knowledge of the route that must be traversed and contributed largely to the general information about the Arctic region. Commander Peary has announced his intention of making one more voyage in search of the pole, and although he does not claim with confidence that he will succeed, he clearly indicates that he has strong hopes of succeeding. Having made the attempt several times before, he has the advantage of a thorough knowledge of the route as well as the risks and dangers he will have to encounter. He is in a better position to make preparations in advance for the difficulties he will have to overcome than any former explorer. Commander Peary believes that by making an early start and pushing as far north in his ship as it is possible to go, and then wintering, he will be in a position to reach the pole the ensuing summer by starting, as soon as there is enough light, in sleds over

the ice pack and frozen polar basin, making a bee line for the pole.

Having become convinced in his own mind that his plan is practicable, Commander Peary has set about constructing a vessel such as will best carry out his designs. Heretofore ships intended for Arctic explorations have depended mainly on sails with limited auxiliary steam power. Commander Peary will build a small ship provided with high engine power and with only sufficient sails to move the vessel slowly in the event that the coal supply should fail. The engines will give about as much power as the average ocean-going tug possesses and are expected to drive the ship through the ice, thus enabling her to get farther north than has been the case heretofore. The vessel will be constructed of wood, sheathed with steel, and the bow will be so arranged as to lift under the pressure of the ice floes, thus preventing the crushing of the ship.

In order that there may be an abundance of fuel, the crew will be quartered on deck and the hold will be given over entirely to coal and stores. With such a ship Commander Peary expects to get farther north than ever before, thus leaving a shorter distance to travel by sled.

Americans will welcome the announcement that Commander Peary is to try again to secure for this country the honor of the discovery of the pole. The courage and persistence of the dauntless explorer have appealed strongly to the average American, hence it is certain that his enterprise will not lack the financial support which it is stated is still needed. For an American officer to discover the pole is an honor which Americans will consider worth paying for, and it is safe to predict that by the time Commander Peary is ready to start all the money needed will be on hand.

The best and healthiest trade in the world is that of dye-making from coal tar. There is no manual work that comes near it, for tar and the smell of it are the best of all tonics and tissue builders. The average life of a tar worker is eighty-six years. The mortality is 80 per cent. lower than in any other factory trade. Malignant diseases are almost unknown in aniline dye factories, and even in epidemics the workers suffer very little. And there is nothing like a tar works for keeping off influenza. Yet the work of actually making the tar, which falls to the gas and coal works, is virulently unhealthy, because of the sulphur fumes; but when the tar is "finished" it brims with health and strength, and the weakest men improve while working it.

An Ithaca woman has taken first prize at a baby show with a waif that she found on her doorstep. Still it is not expected that people generally will be pleased when they find other people's children left on their doorsteps. They are not all prizes.

The wind does not whistle through the barn that is full of wheat.

PROGRESS OF THE WAR.

Very little news can be given from day to day of the progress of events in the Far East, probably because there is really very little news to relate as far as actual happenings are concerned, but the silence probably points to momentous events in preparation. Just such a dearth of news commonly immediately precedes some important action. It is known that the Japanese, having rested after the labors connected with the battle of Liao-Yang, are again on the move, with Mukden the objective.

With their usual cunning the Japanese generals have covered their entire front, with outposts pushed far enough forward to screen their actual movements. It is the belief that while advancing steadily along the railroad towards the Russian position, General Kuroki on the right and General Nodzu on the left are pushing columns forward in order to flank the Russian position at Mukden. Whether the Russians accept battle at the Manchurian capital or fall back to Tie-Ling Pass, the flanking movement will still be the same. The Tie-Ling Pass, while a strong position, can be readily turned with a sufficient force.

In just what condition the Russians are for defending Mukden is not known. They have no doubt been re-enforced, but to what extent it is impossible to say. Some authorities do not believe that Mukden will be defended, but the Russians are a dogged race and they will probably not retire from the Manchurian capital without a sharp fight. While the Japanese have greatly strengthened the captured position at Liao-Yang, the capture of Mukden was a part of their original programme, hence it is safe to say that they will make every necessary effort to drive the enemy out. The Japs have undoubtedly been considerably re-enforced, and after a fortnight's rest they are again in excellent trim for a resumption of the campaign.

According to General Kuropatkin, the Cossacks have been engaged in keeping in touch with the enemy and have unmasked several of his movements. While the Cossack may be of some value as a scout, he has a very poor reputation as a fighter. No troops in the world are more overrated than the dreaded Cossacks. They are simply a horde of irregulars, with whom plunder and cruelty are strong characteristics, but who are of very little value in the forefront of battle.

Fighting has been apparently resumed in front of Port Arthur, but just what the extent of the fresh assault which the Japanese are making will assume is hard to determine. That matters are reaching a desperate pass in the beleaguered fortress seems certain, although many of the stories brought out of the conditions there by refugees are undoubtedly much exaggerated. That desperate fighting has occurred is certain, but that both sides have set aside all rules of civilized warfare and have engaged in a contest of

savage extermination is highly improbable. The story accredited to a certain young Russian lieutenant with a princely title is no doubt highly colored. How soon the fortress is likely to fall is as much a problem as ever.

There are several stories of the watch which Pope Pius carries. This version is said to be authentic. One of the cardinals was at the vatican recently, and while talking with the Pope, Pius took his watch from his pocket to see what time it was. The cardinal noticed that the timepiece was a cheap nickel affair with an old shoestring attached to it in place of a chain. The cardinal drew his own costly chronometer from his pocket and asked the Pope to take it as a gift, and give him the nickel one. Then the Pope's face lighted up with one of those smiles which, if one has been fortunate enough to see it, can never be forgotten, and said that the old watch was quite good enough for him. He added that it was given to him when a lad by his mother, who saved up her hard earned coppers until she could buy it, but there was no money left for a chain. One of his sisters gave him the shoestring for that, and he was so pleased with his gift that he promised his mother he would carry it as long as it kept time. The Pope has never had another watch, and says that he never will.

Because a determined man insisted on having a seat, an extra car was put on a Reading train at Tamaqua, Pa., the other day. The man walked through the train and, finding every seat occupied, took up a position on the platform. A train man then told him that he would have to go inside. The man said: "I won't. I have paid for a seat and I want a seat, or here I stay." Two officials were called from the division superintendent's office and they labored with the determined man, but without success. Finally the officials ordered out another car and the determined man entered it and seated himself, while the train pulled out ten minutes late as a result of the incident.

The American Consul at Rouen reports the discovery of a process for the manufacture of artificial cotton from the cellulose of the fir tree, which is flexible and well adapted to the uses to which natural cotton is put. For some years past an excellent cloth has been obtained from the fiber of the pineapple, which is represented to be superior to cotton fabric. While neither of these fibers may displace cotton they go far to show that human ingenuity is far from utilizing all the resources of nature and that the comfort of mankind is not totally dependent upon any particular product.

The only way to tell if you are in love is to close your eyes and ask yourself if you would be willing to have him at home three rainy days in succession. If you would, then you love him!

GENUINE SUCCESS.

Traits of Character on Which It Depends.

Suppose you were an employer, keen for success, devoted to your business, willing to be fair and to exact fairness, which would you prefer—an applicant who had mastered the three R's, reading, writing and arithmetic; or one whose qualifications were integrity, industry and intelligence?

A fool may read well. Some of the champion liars of all history wrote well. One of the best mathematicians of modern times is an ex-convict, a past master of forgery, who is said to draw a salary from various banks anxious to keep him from "the necessity" of resuming the performance of those illegal acts for which nature and education have admirably fitted him.

To generalize: Intelligence presupposes the ability to read, write and figure, and, in this sense, one of the three I's includes all of the three R's. Certainly, under modern conditions in the United States no child of normal endowments need fail to know how to read, write and "do sums." But many circumstances may contribute to the mental, moral and physical obliquity of such a neophyte. Oftentimes dishonesty is found leaning safely and surely on simon pure mathematics. The ancient aphorism, "figures will not lie," is disproved in a thousand instances. The ability to read leads to the sewer as well as to the sanctuary of letters. Blackmailers, forgers, embezzlers, as well as scholars, philosophers, churchmen, may be, and usually are, penmen.

What, then, becomes of the time honored theory that the three R's are the fundamental requirements for success?

It would be quite easy to show that, under existing conditions, the best man generally achieves the most good without regard to the three Rs.

Thomas Alva Edison, the wizard of Menlo Park, the most successful of American inventors, never measured up to the ideal qualifications of writer, reader and arithmetician. To this day he is notably weak in mathematics. His handwriting is scandalous from a pedagogical point of view. He is not well grounded in physics. He has been able to read since he was 7 years old, but with all his abnormal voracity for books few men have read with less system or to slighter purpose.

Edison began life the child of poor parents; his education was limited to narrow scope afforded by a district school. He managed to learn the alphabet and became in time a rapacious reader of books. But he read without purpose, without foresight, without system. He tells himself of having devoured seventeen shelves of printed volumes in the public library. Fiction, poetry, history, geography, science, religion—it was all one to Edison. He read everything, and, when he was through, when the time came when he had to earn his own living, he didn't know what he had read. Long division mystified him. His writing was impossible to

read. He became a train boy, a news agent on the Grand Trunk Railway in Michigan, probably for the reason that this work did not require any special development either as reader, writer, or arithmetician.

What, then, did he bring to his life's work? He was deficient in two of the famous R's. But he was master of the three E's. He had energy, enterprise and emulation, the last being another word for ambition. He had the three I's, integrity, industry and intelligence, and the possession of these inherent, rather than acquired, qualities made him in time master of those purely artificial attainments which he regarded as less fundamental than the bigger, vaguer and more potential qualities which go to make up character. If he had no accomplishments, at least he had character, and he knew, as most wise persons know, that character is the foundation and the energy of all achievement.

Native intelligence, indomitable industry, unswerving integrity, all elemental qualities, commenced at once to drill for Edison holes in the adamant front of the future, which never yields to the puny strokes of mere reading, writing and arithmetic. A poor writer, young Edison started a newspaper and wrote most of it himself; a bad mathematician, he contrived a printing office in the baggage car and made it pay; having once the single attainment of wide reading, he made that come to the rescue of his numerous shortcomings and passed in a few months from the position of newsboy to that of editor.

To this day Edison is not master of the mathematics of chemistry, and yet he has achieved more in chemistry than half the scientists of his day. He is accused of being "a poor business man," and yet good business men trust him implicitly because they know that his integrity is beyond question. In a day's study he has divined and simplified problems that had occupied scientific minds for decades. He is so intelligent that observers call him the wizard for lack of a better name. He divines things that balk reason and defeat the most conscientious research.

Four times during his phenomenal career he has worked himself into a physical collapse. The cheapest mechanic in his shop or laboratory does not work as long or as hard as does Edison. By his indefatigable industry he makes real the dreams of academic idlers. Even now he has to hire experts to figure out the mathematical problems of his investigations. He has failed a hundred times, but he has never been discouraged. He has succeeded a thousand times, but he has never admitted that his work is done. He has written little, but his works have spoken for him in tones that will not die or be mistaken, and, while he will be remembered as a great inventor who contributed almost nothing to scientific literature, yet he will be always famous as one who achieved more facts than any of his contemporaries or predecessors.

The boy who can read and reads only frivolity, falsehood and filth; the child or man who can write and writes vulgarisms, names and mottoes in public places; the person who can "figure" and figures race track "dope," gambling percentages, policy chances and lottery luck; all of these persons have probably mastered the three R's. But they seldom are enlightened; they probably lack enterprise and energy. Intelligence will not be satisfied with reading lies. It will not wallow in obscenity. It will strive after the best that is within reach of its equipment.

The industrious man who can write will not cut his initials on trees and fences, nor will he scribble doggerel on whitewashed walls. The man of integrity realizes and shuns the swindle of the gaming table; he knows that a wager may be a hostage to dishonor, and is quite aware that in the inexorable mathematics of life there is no such thing as something for nothing. Such men may be poor writers, hesitating readers, impossible arithmeticians, but they have mastered those superior qualities which include all the fundamental essentials. No intelligent man will fail to acquire the modest arts of reading and writing. No industrious, honest man will fail in the mathematics necessary to computing his money, his earnings, his debts, and the properties confided to him.

It must appear, then, that integrity, industry and intelligence lie nearer to the necessities than reading, writing and arithmetic, for they are vitally the qualities which make or mar the utilities of mere crafts. Is it not better to be dumb than to be a perjurer? Or finer to be illiterate than to pen a slander? Or to count no farther than five on the fingers rather than to wreck a bank with fine figures, the furtive lies of higher mathematics? To be a reader, writer and mathematician is not to be in possession of the fundamental acquisitions of an education. It is far better to be honest, energetic and intelligent, for these include and promise all the other basic requirements and the simple arts are, after all, but tools, weapons, media for the exercise of the spiritual and intellectual good that is in us, means which may be useful or evil as they are exercised by good or sinister motives.

The illiterate but intelligent boy, entering an office to start his life of work, has a distinct advantage over the reading and writing boy whose mind is warped or dull. Character, as a power in the world, is infinitely superior even to genius, and in measuring one's qualifications it must not be forgotten that energy, industry, integrity and intelligence are characteristics, and therefore essentially greater than any superficial accomplishments such as penmanship, eloquence, mathematics, music, logic, or any art or any craft. Genius often finds its way into jails, madhouses and potter's fields. Character never goes to waste, for, in this sense, it comprises fidelity, patience, toil and truth.

Edison is a man of character rather than a man of genius. Indeed, it

is well known that some of his greatest achievements have been the dreams of brilliant visionaries made real by the drudging realist. In his alembic the fancies of genius are reduced to the facts of the practician. At his forge a wire and a magnet utter the music of the spheres. He is no musician, but he has made a wax cylinder and a brass trumpet echo the voices of a thousand singers. He has put the ecstasies of dreamers into a solution of hard work and precipitated incalculable facts. Character and not inspiration has been always the fire of his furnace, and even now, blown with the bellows of his ceaseless enterprise and stirred with the iron of his tireless diligence, his fire remains bright.

It is something to know that in these days education is making more directly for the development of the character than ever before. The training of the intelligence; the development of candor in word and deed; the sense of the values of work and patience; these some day will precede without superseding the incidental and largely superficial attainments; for they are the basis, the fountain heads, the origins and energies of all worthy effort. They are as the brain and the heart and the spirit to the hand, the eye and the tongue, and so they come first in the measurement of things that count.

The boy who writes falsehoods in copper plate is not comparable with the truth teller who can not hold a pen. To divine logarithms and to calculate percentages will not balance the account of the Shylock, the miser, with his fellow men. To read the stories of the ages will not whiten the soul of him who emulates villainy and forgets the ten commandments. To be enlightened is to know. To be educated may be to be equipped for ultimate deviltry, since some of the greatest scholars have been arch-fiends of vice.

The intelligent office boy will learn to read and write while he is waiting for the telephone to ring. He will attack the waste basket and the inkwell with zeal because he is industrious. Intelligence includes integrity, for there is no more flagrant example of dense stupidity than dishonesty, and the normal mind eschews it as the normal stomach resents whisky or tobacco. Habit, an impalpable slavery, may come to negative the best native qualities of a man, or it may come to intensify and direct all of his finest characteristics.

The habit of industry can be acquired as easily as the habit of idleness. But it is always the man or boy of character who intrenches himself with good habits, and it is always the moral weakling, the characterless person, who becomes the slave of evil habits. Accomplishments are either helps or hindrances to genuine success. High qualities of character alone can make them worth while, mighty and enduring.

John H. Raftery.

When a man introduces himself with flattery you may count on him as a probable foe.

BUTTONS AND BUTTONS.

Which Variety Will Capture the Popular Fancy?

The domestic manufacturers have made up their sample lines and are anxiously awaiting the decisions of buyers to know what is the popular fancy. It is said that gilt is to be very good, although buyers are rather steering clear of it early in the season for the reason that it had such a decided vogue early last year.

Enamelled effects are good property and some buyers are placing good-sized orders, although they count for very little as it is the re-orders which tell the tale to the manufacturers. Fancy shapes and designs are bound to be good value, although it is rather early in the year to tell with certainty what will sell and please the public.

Filigre designs look well on heavy fabrics and will probably have quite a following, although these buttons must be good grade to make a fine showing.

Some very natty new things are being shown in the button line. The line of domestic goods is especially rich in novelties, the best, perhaps, being the champagne colored pearl buttons. These come in various styles, and run through the varying sizes. Gold still continues in vogue, and it is highly improbable that it will be killed before it has run its natural course.

The pearl button is having a decided vogue this season and some very handsome samples are being shown. The larger sizes are used extensively as trimming, and the smaller play the general utility air. Pearl is so easily worked into such beautiful tints and tones that it blends well with almost any kind of fabric, and is never too conspicuous.

It is reported that buttons are getting away from the spherical shapes and are gradually working into the hemi-spherical and dome shapes. While the globe shape is attractive it still is rather difficult to adjust properly upon a fabric without giving it a too prominent position. For real hard wear the dome shapes, of course, are the best.

For the summer gowns some very fine samples of hand embroideries are to be seen. For the all-white shirt waist suits these buttons are embroidered with the tiny pompadour roses and make a very attractive showing. As a general thing the buttons are covered with the same kind of material as the gown and thus the whole idea of continuity is preserved.

Washable buttons in various sizes are seen in the shops. These are pretty and durable and are very practical for wash fabrics, especially for children's apparel.

The fine enamel effects this season come in the novelties and some fine enamels are shown against cut steel backgrounds. Others are studded with cut-steel and make pleasing novelties. The designs are strictly up-to-date and buyers in search of high grade goods will do well to have a look at the fine enamels.

A fine design is in the shape of a

sea-shell with beautiful inlaid work. This work usually shows at its full value, although the fine workmanship of this beautiful button in question is worth especial mention. The coloring is wonderful and for fine trimming few buttons can equal this one. It is one of the best of the season's novelties.

Madam Pompadour designs are quite the proper caper this season, and all the import lines show a liberal sprinkling of these designs. These are noted for their fine and minute workmanship and they seem to be the natural accompaniment for the styles of the season, old fashioned as they are.

Small roses with their leaves carefully worked out and each little thorn carefully put on is the commonest pattern, although these popular goods come in many modified forms.

Rhinestones come in large-sized buttons, as well as the smaller ones, and are by no means cheap. Rhinestones, as rhinestones pure and simple, are coming into favor once more, and buyers are looking over the lines with favorable eyes.

Odd buttons come in the emblems of the court of Louis XVI, and keep people guessing as in what period they belong. Without a doubt they are clever, and the designs show merit, so that they are assured of a ready sale in the fine goods.

Some velvet and fabric designs are to be found in combination with the metal, all finishes and colors going well, although there is a great deal of the castor sold as well as the myrtle green.

Filigre buttons are handsome and what woman can resist them as trimming for a handsome gown, especially when the design is strictly new and exclusive. Of course the prices for the fine grade buttons are high, but then a woman who has the taste to purchase these buttons usually has the money to go with it and gratifies her inclinations. Some fine filigre buttons come in steel, gun metal and silver, besides the regulation finish of gilt.

Apt Retort Turned the Scale.

A Government officer was noted for being a hard taskmaster to those who were under him. His valet was expected to be on duty 365 days in the year.

Being detailed to accompany a scientific expedition on an extended cruise, the officer unbent a little in communicating the news to his personal attendant.

"Well, James," he said, "how would you like to go with me around the world?"

"Do we go from east to west, sir?" asked the valet.

"Yes."

"We lose a day in going that way, don't we?"

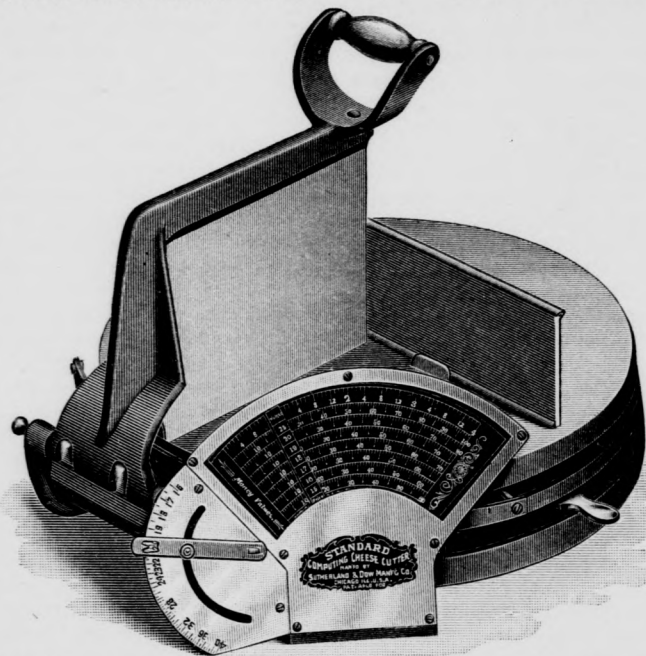
"We do."

"Well, sir, I'd like it first-rate. It would give me one day off."

His master was so pleased with the aptness of the retort that he gave him a week off to prepare for the trip.

You Have Said There Is No Money In Cutting Cheese

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



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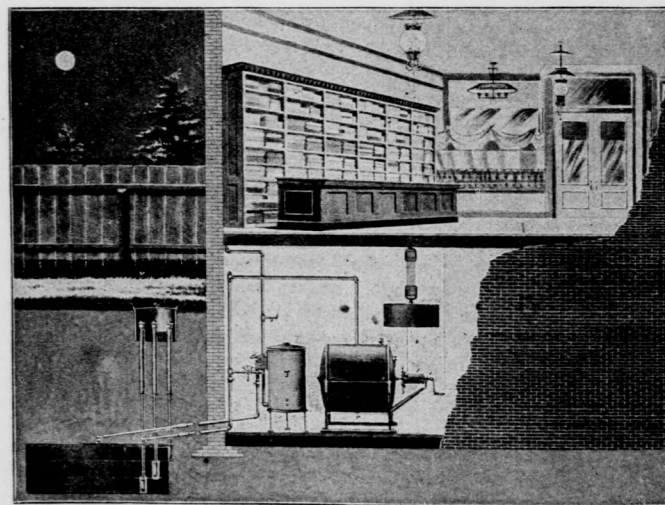
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STUDY OF HISTORY.

Wrong Method of Teaching in the Public Schools.

A number of American editors, acting on the assumption that one of the most important functions of journalism is to instruct, are printing what they call "Daily History." They are prompted to this course, it is said, by the desire to make their papers acceptable to those school-teachers who have concluded that the press can be made a useful auxiliary in their educational work. If what they offer pleases the teachers, and is really regarded by them as a valuable aid to the study of history, we greatly fear that they are not competent judges. To impart to pupils a knowledge of the performances of men in bygone days is not an easy task. It can not be done at all by a resort to what may be called the chronological method. Dates are but the dry bones of history, and have not even the merit of being articulated when they are presented from day to day without attempting to make them fit in with contemporary events. To have any value they must be bound together, and the skeleton must be provided with the flesh of description, and into the whole must be breathed the spirit of understanding.

Of what value to the pupil is a statement of such isolated facts as the following, which we find in one of these newspaper lessons:

Sept. 22, 19 B. C., Publius Vergilius Maro, the most excellent of all the ancient Roman poets, died.

Sept. 22, 622 A. D., Flight of Mahomet; an imposing event, which, it is stated, took place sixty-eight days after the commencement of the great Arabian era, July 16th.

Sept. 22, 1193 A. D., Henry IV., of Germany, and his captive, Richard the Lion, addressed letters from Spire to the primates and magnates of England, ratifying the severe terms of ransom "agreed" upon between them.

Sept. 22, 1415 A. D., Henry V. took Harfleur, in France, reducing it to an English colony.

Sept. 22, 1761, George III. and his Queen Charlotte crowned at Westminster.

And about fifteen more of the same sort.

It is about as hopeless a task to impart historical knowledge by this method as it would be to teach a child the English language by causing it to study and get by heart fifteen or twenty words a day of the unabridged dictionary, which is said to contain a quarter of a million definitions. Something like this plan is adopted in many of our schools, and because with advancing age the pupil masters enough of the tongue he hears spoken at home and elsewhere to express himself fairly teachers and parents imagine that the system works well in practice. As a matter of fact, however, it is not the few words and definitions laboriously learned by rote which constitute the equipment of the speaker and writer; were he to depend upon them, his resources would indeed be slender. It is what he has picked up imperceptibly that stands him in real stead. What he adds to his vocabulary after leaving school is of infinitely more

consequence than that which he acquired by the process of memorizing.

To attempt to learn history by cramming the mind with facts chronologically arranged differs in no essential particular from the futile effort to learn a language from a dictionary. Dictionaries and chronologies have their uses. They are store-houses of information to be drawn upon when required, but they contain much useless lumber, which it would be senseless to transfer to the brain even if that repository had the capacity to take care of it. What possible benefit can any one derive from knowing the exact day of the month and year in which George III. was crowned, or the date of the death of the Roman poet, Virgil? How much is the mind broadened when it holds captive the fact that Henry IV., of Germany, and Richard the Lion Hearted, of England, agreed as to the terms of the ransom of the latter on the 22d of September, 1193? What connection has the cession by the Oneidas of their lands to the State of New York on the 22d of September, 1788, with the other events occurring on other twenty-second of September? These events thus virtually bracketed have no more relation to each other than a number of figures set down at random; therefore, it is unwise to associate them together, for the inevitable result must be the production of confusion in the minds of pupils.

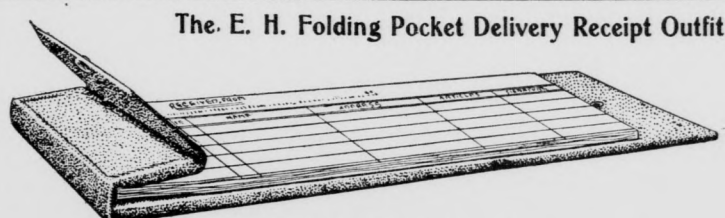
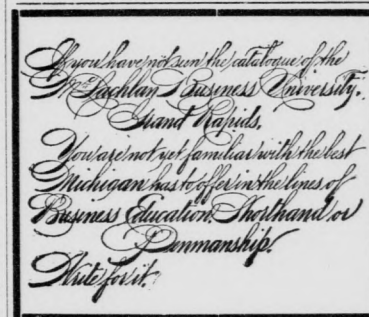
To teach history as it should be taught in our public schools the methods of the universities must be adopted. The scholar should not be required to load his mind with dates; the aim should be to give him a vivid impression of the doings, not only of the chief actors but of the people of the period treated. It is perfectly practicable to apply the system adopted by Mommsen in the discussion of every historical event and personage. Take all of the incidents or events quoted above and it will be seen that it is not difficult to give them a setting which would interest and instruct. To tell a pupil that Virgil died on a certain date and that he was an excellent poet is not calculated to arrest the attention; but link his name with the literary and other exploits of the Romans of the century before the beginning of our era and that object will be accomplished. The date of the hegira is of very little consequence in itself, and the teacher who thinks that the pupil who fixes it in his mind is laying up historical information of value is mistaken. The flight was an event in the life of Mohammed, but the really important thing for the student to grasp is a comprehension of the achievement of the man who gave a religion to the world whose votaries are numbered by hundreds of millions. It is not impossible to do this in a comparatively brief talk in which genuinely useful knowledge may be conveyed together with interesting anecdote. It does not require the genius of a Plutarch to do this, although the practice of the garrulous old biographer of avoiding tediousness by being too exact in

the matter of dates might be imitated with profit by all who talk or lecture on historical subjects.

Text-books and chronologies can not be dispensed with entirely by teachers in our public schools. Properly used they are a valuable adjunct in the work of teaching history, but interest must be developed in the subject before they become of real service to the scholar. That can be best done in the manner above suggested. No real advance can be made by the student who is merely crammed with dates and the bare bones of events. By such adventitious aids he may qualify himself to pass an examination, but he will never know or understand history until he learns the relations of men and things during the period in

which they lived and occurred, and their bearing on the lives and actions of those who followed them. The teacher who can not help those he seeks to instruct to a perception of these relations is not fit to teach history.

Frank Stowell.



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There's one thing better than the best, and that's the best for the purpose.

The wrong kind is as bad as poor quality—a chemical analysis is all right in its way, but results are what count.

Diamond Crystal Salt is used exclusively in a majority of the largest creameries, not because it analyzes 99% pure (though it does analyze that way), but because repeated tests have demonstrated that it works freer, goes farther and produces better butter than any other.

The progressive grocer who sells to the small dairyman will do well to take a leaf from the note-book of the creameries.

Give your trade a chance to try *The Salt that's ALL Salt*, and then order your next stock according to the reports received.

Write for our book of letters from Buttermakers of National Reputation.

Or better—send in an order now for a stock of our 1/4 bushel (14 lbs.) sacks, which retail at 25c.



DIAMOND CRYSTAL SALT COMPANY,
St. Clair, Mich.



Observations of a Gotham Egg Man.

Discussing the merits of the egg situation with a number of different people, all more or less interested, it is sometimes amusing to observe the lengths, the depths, the heights to which some folks will go in the search for "pointers." After talking the situation over a half dozen times with as many egg men one will not only have mulled over the apparent comparative supply of reserve stock, the scale of receipts and rate of output, but his attention will have been directed to the effects of the recent meat strike, the character of immigration as affecting the demand for eggs, the evidence that the farmers are selling off an unusual quantity of poultry (and vice versa), the effects of the moulting season, various views as to the extent of present production, etc., etc., even down to predictions as to the future weather conditions.

I sometimes think the average egg man, in his keenness to size up the probable course of values aright, delves into too great a range of causes when he might better save his gray matter and stick closer to a consideration of effects. There are always in the future of the egg market, especially as we approach the winter season, important elements affecting the situation that can only be guessed at; these may as well be sized up on a system of general averages. And as for the remoter causes which bear upon present conditions, they may as well be ignored in favor of the consideration of their average and general or combined effects as shown in the actual movement of goods, so far as available statistics of such movement are obtainable.

One hears, at times, some curious interpretations of facts, or supposed facts, affecting the egg situation. In conversation with a holder of refrigerator eggs, the other day, he declared, as an indication of light fall production, that farmers must be selling off an unusually large number of fowls. "Why shouldn't they?" he remarked; "just look at the high price they can get for their fowls." Now, I have not looked up the matter and don't know whether fowls are really higher priced than usual at this season, but it struck me as peculiar logic to argue that, if fowls are high (in relation to egg values) it was an indication that an unusual number was being marketed—it seemed to me to point just the other way. But after all what's the use of going to the motives of the farmers to find out what can be so much more directly learned from a comparison of actual receipts in the leading markets?

Information from interior points affecting the prospect of fresh egg supplies for even a short time in advance is often very conflicting and perplexing. A gentleman who had been traveling through the egg sec-

tions of Missouri and adjacent states remarked on his return: "There are no eggs coming in down there; never saw so few at this season." The next man I chanced to meet was a receiver; I asked him how his invoices were running and he said, "Unusually large;" he added that he had just received word of the shipment of a straight car of fresh stock from a Missouri point.

But sometimes these conflicting statements come from one and the same source. An egg man showed me a letter the other day, written by a shipper who was forwarding regular consignments. In it he said that eggs were getting very scarce in his territory and that he felt certain that the New York market would very soon have to advance; he enclosed an invoice for a shipment of about the usual size and wound up by advising that he expected to forward a larger lot next time.

The scale of egg movement to the principal distributing centers and the rate of reduction of accumulation of stock at representative points seem at present to afford the most reliable guide to general egg market conditions; but even this information is, unfortunately, not always accurately obtainable, and, even if it were, there is always room for a considerable range in the interpretation of its significance.—New York Produce Review.

Licensing Cheese Factories and Creameries.

To protect the fruit industry of our country it has been deemed advisable to pass legislation regarding the packing and shipping of our apples, etc. Why, then, should not this principle be applied on behalf of the dairy industry? Generally speaking, we Canadian people do not like to be compelled to do things by the law, yet, to protect our country and the reputation of our products and to facilitate trade, law sometimes becomes necessary. To have our cheese factories and creameries in a proper sanitary condition is a question in which the public are interested. The time has arrived in our dairy industry when the reputation of our dairy products is in danger from unsanitary conditions and impure water at factories and creameries.

Anyone who has visited the factories and creameries must know that a great number of them can not have pure water under the existing conditions around the buildings. At the present time many of the factories which are doing a very good paying business have floors which leak and cause conditions under and around the buildings which are simply awful.

In the interest of dairying and public health, should such conditions be allowed to exist because some proprietor or company is careless or indifferent to the requirements of the trade and public health? At the present time about three-quarters of the Ontario cheese factories and creameries are paying a fee for instruction. All the instructors can do under the present system is to point out the defects, and leave the mat-

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.

HONEY WANTED

ALSO JOBBER OF BUTTER, EGGS, CHEESE

HENRY FREUDENBERG

104 South Division St., Grand Rapids, Mich.

Citizens Telephone, 6948; Bell, 443

Refer by Permission to Peoples Savings Bank.

You Won't Have Trouble

IF YOU BUY

Ladd's Full Cream Cheese

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

Manufactured and sold by

LADD BROS., Saginaw, Mich.

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

If you are shipping five to fifty cases

FRESH EGGS

each week, we will buy them if price is right. Check day of arrival or after exchange of references will honor sight drafts, Bill Lading attached.

L. O. SNEDECOR & SON, Egg Receivers

36 Harrison Street, New York

ter in the hands of the factorymen. Many of the factories not paying anything, or not employing the instructors, have very much greater need of them than those who are.

To overcome this condition the question of licensing plays an important part, and should be fairly considered. If every factory and creamery had to be put up to a certain standard before being allowed to manufacture cheese or butter then they would have to be in a sanitary condition. The fee paid for a license could be applied to pay for proper instruction, and each factory would receive equal instruction and attention. The department under which the work would be carried on would know exactly how much revenue would be derived from the factories, and arrangements could be made to engage the required number and properly qualified men to carry on the work satisfactorily.

Many of our progressive dairymen are in favor of some such scheme to improve the conditions of the dairy industry, as the present conditions are not satisfactory, because all factories are not on an equal basis. One man or company may have their factory or creamery so situated that they are compelled to keep it in proper repair, while their next neighbor may have his buildings in such a location that filth and rubbish are not so noticed by the public, and the business is run on much cheaper lines, thus causing unfair competition.

If each factory paid an equal fee and this fee would guarantee them proper inspection and instruction, the difference between our best factories and our poorest ones would become very much less, and the average standard would be raised greatly. The quality of the goods could not help being more uniform, and our reputation in the foreign market would improve, as nothing will enhance the reputation of dairy goods as quickly as the fact that better sanitary conditions exist, and greater cleanliness, along with up-to-date methods, is being practiced.

Australia has found it necessary to take up the question of licensing factories and creameries, and Wisconsin has been compelled on behalf of the public and the dairy interests to enact rigid laws regarding clean and sanitary factory conditions. When we consider the enormous magnitude of the export trade of Canada in dairy products, and the vast sums invested in cows, buildings, apparatus for manufacture, curing, refrigeration and transport, the country is assuredly warranted in taking such legislative precautions as will secure the permanent success and safety of the industry. We would be glad to have an expression of the minds of men concerned in the well-being of this great industry upon the necessity and practicability of the licensing proposition, which carries with it a universal and thorough system of instruction, with suggestions also as to the speedy enactment and carrying out of such regulations.—Farmer's Advocate.

Science in Feeding Poultry.

The Experiment Station in North Dakota makes a report on an interesting experiment with poultry as follows:

"That food has as much to do with the egg production as it has with beef or butter there is but little question. We placed two pens of fowls, under exactly the same conditions as far as the temperature, room and care were concerned, but fed them with an entirely different object in view. One pen we wished for breeding purposes and did not want them to lay until the breeding season opened, so that we can get a more steady egg production than if they were made to lay during the entire winter.

"The other pen was not intended to use at all for breeders, but to produce the greatest number of eggs possible at the time of year when they would bring the highest price. During the month of December the pen which was intended for laying experiment contained nineteen pullets, and the one intended for breeding purposes contained sixteen pullets. During this month the laying pen laid sixty-three eggs, the non-laying hens laying no eggs. During the month of January the laying pen 124 eggs, the non-laying pen seven eggs. During the month of February the laying pen 109 eggs and the non-laying pen twelve eggs. During the month of March the laying pen 168 eggs and the non-laying pen forty-three. During the month of April the laying pen 129 and the non-laying pen 189.

"We began the last of March to get our breeding pen, which has so far been designated as the non-laying pen, into good laying trim, with the result as stated. From this time on the breeders, although less in number than the other pen, laid a great many more eggs. For the month of May the laying pen laid 142 eggs, the non-laying pen 381 eggs.

"The method of feeding that we employed to bring this about was substantially as follows: The morning feed for those which were intended to produce eggs consisted of boiled lean meat, scraps from the table, the fat having been removed, all the wheat screenings they wanted to eat, mixed with corn twice a week.

"Those which were not intended for producing eggs were fed on wheat screenings of poorer quality, with corn. These gradually increased in weight until they had the appearance of being overfat. This pen, although not put to laying until the first of April, averaged 150½ eggs to each hen during the season. They were pure breed Plymouth Rocks. The other, which was put to laying during the entire winter, averaged 153 eggs to each hen. The average price of the eggs was 18 cents a dozen. The average price of those those which did not begin until April 1 was 11½ cents a dozen at regular market price. This shows a marked difference in the average price, due principally to the high price of eggs during the months of December, January, February and the fore part of March."

STORE YOUR
APPLES

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

Grand Rapids Cold Storage Co.

For fifteen years I have worked to build up a

Good Michigan Cheese Trade

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

Fred M. Warner, Farmington, Mich.

Butter

Is gaining just a trifle and think we will see good demand right along; but of course with the heavy rains and fine feed now in sight we can not expect much in the way of much higher prices.

E. F. DUDLEY, Owosso, Mich.

THE OLD MEN.

How They May Overcome the Handicap of Age.

"A place for the old man? In our modern, killing paced commercial life there is no place for him."

There is little doubt that if a poll of the busy men could be made upon the question of finding employment for the man who has grown old and still must work for a living the above or something similar would be the verdict. A prominent business man, in discussing this phase of American life as it is to-day, said: "The question used to be: 'What shall we do with our sons?' Now it is: 'What shall we do with our fathers?' The business life of this country has multiplied and increased so in all ways that the old man, the one who has become gray without getting into business for himself, is out of place, pushed out by circumstances."

The man who said this is an employer of a great number of men in many lines of work, and he added further to his statement by saying that in his own establishment there frequently arose instances where a man got too old in his place and the firm was forced to dispense with him or set him down to a lower position. No man is ever engaged in this establishment who is over 40, and this is a set rule with many business houses of the city. But, despite this hostility toward the old man, which is a creation of economical conditions as they are to-day, there are positions where the old man is employed, sometimes even in preference to the young man, and, although these places are by no means plentiful, in this city, they are of sufficient number to take care of a large number of men of advanced age who are out of other and more lucrative employment because of their years.

"It is a fact, and one which can not be more forcibly learned than in a place like this, that the old man is emphatically not wanted in most business houses in the city," recently remarked George W. Geary, Superintendent of the Free Employment Bureau. "Still, there are places, quite a number of them, to be found for this class of the unemployed. Necessarily, the positions open to the old man are restricted. There are few trades open to him, absolutely no class of manual labor will have him, and business houses in general are extremely chary of giving him a trial. Even if he is experienced in any line of work and can prove that he is competent in every way, the employer will look at his gray hair and quickly turn him down.

"He may be one of the best men in the world at his trade, if he has one, and he may have letters of recommendation to prove the same, but once let him get out of a place after he has grown old and he will find that he has the task of his life on his hands when he tries to get back. The class of work that is most open to aged man, which offers something akin to satisfactory compensation, is

without doubt clerical work. There are other things that he can get into, and does, and the easiest work for him to find employment at is as a watchman or houseman, but in these the remuneration paid an old man is so low that it is barely sufficient for him to live on, no matter how economical he may be. But at clerical work, if he can do that, and it happens frequently that the old man out of work was once a clerk or business man, he can often procure employment at the same wages as paid for younger men."

At the office of the Free Employment Bureau the greatest number of men who seek help in obtaining positions are old men. The small call for old men in business or trades to-day may be judged when it is told that of the number of these men who seek employment only a small percentage ever find work, despite the special efforts of the Bureau to place old men. Practically the only class of employers who send in requests to the office for old men are those who wish to engage a watchman or an old man for other work about a house or store. Janitors and helpers around hotels, watchmen and housemen—these are apparently the only kinds of work in which there is a real call for the old man, and there only because the old man can be had for half of what it would be necessary to pay a young man. The trades, the professions are all closed against him because he is old. He seldom is given an opportunity to demonstrate his ability if he has any.

As a watchman an old man often can find employment, and generally proves a success, but simply because he is an old man and it is known that he can be had for less than a young man he is paid small wages, even if his work is just as satisfactory as that of a younger man. But if a man has grown old without saving enough to make him independent in his old age he is apt to be willing to take anything that offers a way to make a living, and at the employment headquarters there are always more men waiting for this kind of employment than there are positions.

There are several kinds of work that are included in this, such as watchmen in downtown buildings, housemen, and sometimes platform men on the elevated roads, and in some cases in small buildings old men are employed as janitors. The wages are always low, running from a couple of dollars a week to about \$40 or \$50 per month, and the work is often only temporary. The Bureau has sent appeals to employers of this class of labor to try to give the old men a show wherever it is possible. Generally where an employer agrees to do this the old man "makes good," and is retained, and sometimes gets an immediate advance in wages.

But, according to Supt. Geary, the only work that pays fair wages for the services of the old man is the work of the clerk. Often an employer sends in a request for a clerk and specifies that he must be an old

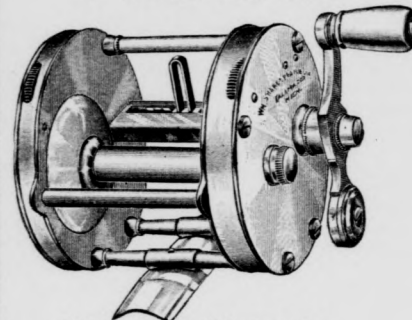


FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

FISHING TACKLE



Shakespeare's Level Winding Reel.

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

Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.

Michigan Agents for Warren Mixed Paints, "White Seal" Lead, Ohio Varnish Co.'s "Chi-Namel" at wholesale

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.

Use Tradesman Coupons

man. Many employers say that when they want a clerk and a clerk only, not a man who is young and energetic enough to grow up with the house, but simply a man who can do a certain kind of work satisfactorily, they prefer an old man for many reasons. The old clerk is generally a better man than the young one; he is more accurate, often quicker, and always takes more pains and care with his work than the young man. The old style clerk is more often a fine man than the new, and occasionally a firm has a place where it needs a man who can turn out fine work without regard to speed. Then an old man is sought and each day the Employment Bureau finds a place for this kind of man.

Then, also, an employer knows that the young man will not work with the regularity of the elder, and in clerical work the "machine man" is not despised, but, on the contrary, is often sought.

"I believe that a majority of the men who come in here who are over 50 years old are either broken down business men or office workers, and there are some of the finest clerks in the world that come to this Bureau for help in seeking work in the city," says Mr. Geary. "There is absolutely nothing the matter with these men; they are still in possession of all their mental faculties and are just as skillful and accurate at their work as ever. The only thing the matter with them is that they have grown old. They are generally respectable in appearance, but we have our troubles trying to convince the employer that they can use this kind of a man. We find places for many of them, however, and sometimes at good wages, but to obtain this a man must be exceptionally experienced and exceptional workman.

"He has to overcome the handicap of age by his excellence as a worker, and the old man who has no particular ability or knowledge finds it hard to get work of any kind, no matter how small wages he will work for. If he can find a job as watchman, janitor or houseman he is generally to be considered lucky."

Jonas Howard.

Two Profits in Five and Ten Cent Goods.

There is a double profit in 5 and 10 cent goods—one, that on themselves, and the other, that from increased sales in other lines, due to the larger trade drawn to the store by the pulling power of large numbers of things in one place marked to sell at a uniform price.

The largest 5 and 10 cent store syndicate started twenty odd years ago with one store building stocked with only \$300 worth of goods. Now it owns over a hundred stores in leading cities, and it opens a new store about every month.

In the West there is a ten-year-old syndicate that began with a single store and a capital of less than \$10,000. To-day it operates stores in twenty or more Middle and Western cities, sells over \$1,000,000 a year, and

it is said that the profits of the business have paid for every store started since the first one.

In almost every city of 20,000 or more, not occupied by one of the syndicates, there is an individual 5 and 10 cent store, which probably makes as much net, with a stock worth a few thousands, as other merchants in that city make with a capital five times as large.

Now, if such a store in a live city of 20,000 or more is the best business proposition on earth in proportion to the capital invested, why should YOU not earn a profit by running a 5 and 10 cent store "on the side?"

The most striking thing in a successful 5 and 10 cent store is the prominence given to real bargains—that is, well-known goods priced even lower than their cost to the ordinary retailer.

But, you, a merchant who knows values, would soon discover many things offered at 10 cents that cost from 48 to 72 cents a dozen, and many other things marked 5 cents that would pay a profit at 2 or 3 cents.

A few real bargains of irresistible bigness in the foreground, inducing a cheerful giving up of nickels and dimes for many more things that might be priced at 3 or 7 cents—that, seemingly, is the key to the lucrativeness of 5 and 10 cent stores.

And the mere fact that the store does not name odd prices seems to satisfy the occasional person inclined to ask why things are not sold for less than 5 and 10 cents.

The successful 5 and 10 cent merchant has two kinds of courage. He dares to pay \$1.50 per dozen, on occasion, for goods to retail at a dime. And, also, he dares to get a juicy profit on most of his wares.

Adopting some of his methods—taking a loss on an occasional thing, large enough to draw general notice—shrewdly mixing with the losing articles other things that will more than even up—you could make a 5 and 10 cent store on the side pay as well, in proportion, as the exclusive 5 and 10 cent stores are made to pay in the larger towns.

By a 5 and 10 cent store on the side, we mean simply some one place in your store where are collected, in little or big lots, goods to be sold at 5 and 10 cents. The size of your town and the amount of space you can spare are the only limitations that need to be considered.

A single counter—a series of counters down the center of the store—a section of a side wall—the basement—the upstairs—the adjoining room—any one suitable place, little or big, will do. And the investment may be as small as \$50, as large as \$3,000, or anywhere between these extremes.

Simply group a big lot of suitable articles by themselves—these, marked 5 cents, those marked 10 cents—follow the methods successfully pursued by the exclusive 5 and 10 cent stores, and make your similar store "on the side" yield more good twice over than any of your other equal investments in stock.—Butler Bros.' Drummer.

TWO DOLLARS PER YEAR.

When the Tradesman was started, nearly twenty-one years ago, the subscription price was fixed at \$1 per year. The Tradesman then comprised four pages in newspaper form—about the same as eight pages of the present form of the Tradesman. Since then the size of the paper has been increased from time to time until it now comprises fifty-two pages—nearly seven times as large as it was when the subscription price was placed at \$1 per year—and it is now conceded to be the largest one dollar weekly trade journal in the world.

Having still further improvements and extensions in prospect, the Tradesman deems it only fair to itself, as well as to its subscribers, to announce an increase in the subscription price from \$1 to \$2 per year, the change to take effect Jan. 1, 1905.

In keeping with the liberal policy of the publication, however, an opportunity will be given its readers to continue the paper to their address on the present basis so long as they care to pay in advance. A remittance of \$5 will secure a credit for five years and a payment of \$10 will carry a credit for ten years. Likewise, if any one cares to pay \$20, he will receive a receipt for twenty years' subscription. This arrangement will remain open for six months, terminating at midnight Dec. 31, 1904. Many have already availed themselves of this opportunity and enrolled their names far in advance, and others will be welcomed on the dollar basis at any time within the period named.

The increase in the subscription price, which will ultimately double the receipts from that source, will enable the Tradesman to add several new features which have long been under consideration, as well as enlarge and improve other features already in existence. The step is taken advisably, after being under consideration several years, during which time hundreds of the readers of the Tradesman have been consulted.

Reproduced from the Tradesman of July 6.



Large Neckties Are Ordained by Fashion.

Very small scarfs are a thing of the past, and can only be sold in very small and remote towns, where it takes longer to accept changes in styles. The South still demands some 1½ and 1¾-inch four-in-hands, and wants them reversible. Here and throughout the East and West the call is for 2-inch as the narrowest, 2¼ as the popular and 2½ and 2¾-inches for the fine and really fashionable widths. Both manufacturers and dealers welcome the big cravats, for it means greater possibilities in weave and design and broader profit in selling. It means more goods made and sold about \$1 and it means a holiday business that will enable the retailer to put his cravat department upon a more paying and satisfactory basis. The vogue of large forms may make it harder for the exclusive \$4.50 and \$2.25 houses to give as full values, but there is no room for doubt that the industry as a whole is benefited by it. The fold collar will occupy a secondary place next autumn and the wing will lead all the reigning collar forms.

De Joinvilles never lose the approval of a certain class of men who will take no other form of cravat. The big shapes ordained by the mode will make the de Joinville appear to the best advantage, for it is always a full, capacious cravat to be knotted loosely. The demand for de Joinvilles is by no means general and they will not figure conspicuously in sales, but they are, nevertheless, a factor in the high-class trade. Few manufacturers care to go into de Joinvilles, because first, the demand is restricted to the exclusive set, and second, the goods must be imported from France and personally selected.

Plain red silk scarfs are very popular. The fine wale is the most desirable and the assortment of shades is very large. Browns and tans are especially in demand.

There is no question now that in 50-cent neckwear the 2¼-inch four-in-hands will be the leading shape, with some 2-inch and 2½-inch, and in the better goods 2½-inch will have the lead, with occasional orders for 2¾ and even 3-inch. The latter is, of course, extreme, but the higher class exclusive furnishers want extensive styles, and the men who wear them know how to tie them properly, so they do not look extreme, but have an exceedingly attractive appearance.

Another new and decidedly rich texture is a silk poplin in moire antique effects. It is of plain colors, but must look very handsome when made up. Several quite new shades in these are shown. The fleur de lis figure is again utilized, and it is safe to say that there is no figure more appropriate and more beautiful.

There will be an increased demand for ascots. Men have learned how to tie them, and it gives them a chance to display a handsome scarf-pin. The double-under folded square will be the correct shape for ascots. When the proportions of this scarf are correct it can be utilized as a four-in-hand as well, and a very swell scarf it is when properly tied. When properly proportioned it is expensive, as it takes 5½ yards of silks to the dozen, and any imitation, made of less material, will cheapen it and will not answer the purpose for which it is intended.

Loud neckwear is not popular any more—in fact, plain colors and shades are in good demand and all shades in browns are especially desirable. Olive and sea-green are also good, and these shades have been utilized in combination with navy and crimson, which are very effective. Hair line stripes in rep silks are new and are taking well. The stripes or lines are separated 1½ inches and they are cut on the bias. The scarfs are 2½ inches wide and when tied are very swell.

Summer dressing gowns made from China (undyed) silk are seen in the Broadway stores. They are lined with surah silk of crimson or blue, and finished with colored cord to match the lining. The girdles are either flat, made also from China silk, or heavy cords.

The chief topic of conversation and argument in hat circles at the present time does not, strange to say, concern the style or shape of the hat or hats that will prove the most popular this season. The one absorbing query is, "Will brown hats sell?" Naturally there exist many differences of opinion on this interesting subject. There is no doubt that brown stiff hats are duly entered for the fall race for popularity. How well up in the running they will be is a matter yet to be determined. There is no doubt that the brown hats will rank well among the favorites entered and should show excellent staying qualities. They ought to be well up in front and bring good prices in the selling. It is evident that there is a strong determination on the part of the stiff hat manufacturers this season to make brown hats more popular than they ever have been. Every order so far taken calls for brown hats and in qualities that vary according to the extent of the customer's trade. Manufacturers say the sales on brown and black hats have so far been about equal. This augurs well for the colored goods. The shapes are practically the same as are shown in black hats. The colors of the shapes range from light to dark brown, the lighter shades having bands and bindings of contrasted color. The opportunity is now at hand for the retailers to increase their business and profits by pushing the brown hats. No special effort is necessary to sell black hats, and the majority of people who will purchase a brown hat will also buy a black one before the season is over. Consequently a little extra effort at this time will result in a substantial increase to the business.

1904 Fall and Winter 1905

Style Booklet

Now Ready

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

Wile Bros. & Weill

Makers of Pan-American Guaranteed Clothing

Buffalo, N. Y.

THEY FIT

Gladiator 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 CLOTHING for all ages and 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.

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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.

NOVELTY IN NECKWEAR.

Campaign Cravats Are Selling For Souvenirs.

Novelty in neckwear lines is the call on all sides. "Something just a little out of the ordinary," is the way a merchant puts it. Judging from the sales of campaign cravats it would seem that every devotee of Roosevelt and Parker will add one of these novelties to his collection. The idea of using them for souvenir purposes is growing rapidly. The merchant, by the way, that fails to take advantage of this year's campaign is courting considerable loss in sales. All-over designs of highly contrasting hues and fancy weaves in Oriental shades are well liked by the buyers of 50 cent neckwear. Purchasing of three-inch cravats has taken a large jump in the last two weeks. The most popular of these extreme sellers is made up of the heaviest of silks with the raw finish. Holiday purchasing is almost entirely in favor of dark and subdued tone effects in two-and-one-half inch shapes. Ring cravats, tecks, are selling exceedingly well and will be noticed in the great majority of early fall displays in retail. First, last and always plains should be shunned in the fall and winter purchasing by all merchants, except those who wish to cater to the highest class buyers.

Because of the difficulty in tying the big forms of cravats, the made-up shapes will be more prominent than last autumn in low-priced goods. Puffs and flats, especially, will be sought to take the place of the regular Ascots and one-overs by men who can not catch the trick of knotting the cravat gracefully. Lined and reversible four-in-hands will occupy their old place in \$2.25 and \$4.50 goods. The upper-class cravats will be the folded-in of French seam forms. Open squares will be fully as good as last year. Ties, although among the early sellers, will be superseded later on by four-in-hands and open squares. There are signs that the tie exhausted its favor this summer and has been cheapened. Anyway, the tie does not allow very distinctive designs, but limits patterns to conventional treatment. The four-in-hand, though, gives wide latitude.

Folded-in four-in-hands will be the smartest, with the French seam following. The high-class trade will take the 2½-inch four-in-hand, while the extreme trade, such as the variety set, will favor the 3-inch. Ties will be about 1¾ inches in the center and 2-inches at the ends. All-over effects are prominent in the buyer's eye. Shaded ombres, dull-finished radizmeres, iridescent changeants and shot weaves of many different sorts command notice. Persians are not considered good save in very new designs. Grey has been done to death and is less favored. Brown is still strong, particularly in mixtures. Myrtle, prune and royal purple have come to the fore and more gold and golden brown are used in what may be termed illumina-

ating. The heavier the silk the better it takes the knot and the less it shows wear. A leading manufacturer has brought out a glace-surfaced weave that he shows in thirty-seven different color combinations. Green is an admirable color for combination effects, especially in the subdued shades, and it harmonizes well in almost anything.

Fancy fronts in shirts are things to be considered in the purchasing of the nobby fall line. One of the most popular fall fancies has a body of white cambric and the bosom and cuffs of a dark lavender hue. These color contrasting styles cover a wide range. Fancy white grounds in double plaits are now liked by the country buyer. Buyers from the larger city stores declare themselves in favor of mercerized oxfords in blue, brown and champagne. Plain front negligees and all-over printed grounds are liked best where the most contrasting color schemes are used.

Some shirt manufacturers would be pleased to see the laundered single pleat fancy bosom shirt restored to a full share of former favor. As remarked by a Broadway man: "The old fancy stiff bosom preserved the negligee in its place as a one-season shirt. Now it is a two-season garment, and when a furnisher gets stuck on his summer stock he orders very few for winter, and when he gets stuck on his winter stock he lets it stand as a partial check on his summer orders. Although a long chapter might be written on the subject, the meat of the matter is tersely expressed by the Broadway man.

The underwear business has been exceptionally good and hosiery has, if anything, been ahead of it. The lines that the haberdashers and department stores have on hand now are badly broken and there is little left to advertise in sales. There have been special stocks of hosiery made up to meet the emergency and they have found ready sale. Solid colors and two tone effects have been the best sellers, but some of those that include in their make-up as many as four and five colors have been taken readily. Of course the various brown and tan shades have been in big demand in common with other features of haberdashery as well as suits and shoes. A brown or tan groundwork with, perhaps, a figure, clock or stripe of a contrasting color or of a different shade of the same color has been among the good sellers.

Since the initial opening of spring lines many misleading rumors have been circulated regarding the extremely low prices of balbriggans. Two of the largest handlers of balbriggans are willing to give an affidavit that their lines have not been reduced. One of these lines is a very important factor in the market, and its reduction would naturally work much harm. Things in the knit-goods trade are certainly a little backward, and these disquieting rumors tend to make things even worse. These positive declarations from two of the largest makers ex-

plode another set of untruthful statements about cut prices.

No matter what the disposition of buyers has been in other directions, it is apparent that none of them have stinted their sweater stocks. This seems to indicate that the knitted outer garment has come to stay indefinitely. Some mills making popular-priced goods for men and boys have already increased their fall business over 50 per cent. Similar reports come to light regarding the novelties and manufacturers who have had ingenuity enough to evolve new ideas and keep up with the styles in children's clothes have made new records. Belted blouses and some of the fancy fixtures of children's wear are among the best sellers. Right combinations and weaves are already showing good results in the duplicate way.

Colored handkerchiefs have been very popular with men of refined taste, but some of the designs seem more appropriate for the colored brethren than for a man of fashion. Plain hemstitched, either in white or colors, are in best favor, with the narrow hem next.

Brown continues to be the keynote of color for the fall and winter in overcoats, suits, shirts, neckwear, hosiery, shoes, gloves and perhaps hats. Every manufacturer has made strenuous efforts to outdo his neighbor in producing a shade or number of shades of brown or tan that will take the fancy of the consumer. The woolen manufacturers have produced literally thousands of sample pieces that partake of this general tone, either in solid colors or fancy effects. The manufacturers of neckwear have created magnificent "champagne," "old iron" and other shades with every expectation of securing a large part of the business. Hosiery is to be seen in every tone from a delicate cream to the color of a dark Havana cigar. The manufacturers of underwear have fallen into line, and some curious effects have been evolved in these garments. The question is, how long is this fashion for brown going to keep up? It certainly will not go out altogether this winter or by next spring, but will it prove permanent beyond that?

The Young Papa.

"Popley's baby is beginning to talk now."

"Has he been boring you with some stories about it?"

"No; but I sat next to him at the lunch counter to-day, and I heard him say, absent-mindedly, to the waiter: 'Dimme a jink o' water, p'ease.'"

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



Loose-Fit Clothing Is In Fashion Again.

Collars on the popular sack suits are a little wider than formerly. The single breasted coat is selling equally well in three and four button lengths. Buying to date seems to be about equally divided between the double breasted and the single breasted styles. Selling at retail for autumn has so far been in favor of the single breasted coat. Fancies in cheviots are breaking all records.

Last week the extremes of the military coat and baggy hip trousers were reduced, and this fall there is a still further modification of the lines of the old vogue. Now there is a general loose-fit to clothes, with the coat full and long, and trousers a medium between former extremes.

The three-button sack coat has lost much of its old identity. Its outlines are straight and full. There is wider spacing between the buttons, with more skirt, indicating the increased length. The cut-away front is less sharp than before. The sides are slightly shaped and the front and back full. The collar and lapels are broad, the latter about three inches at the widest point, yet the opening is long. Shoulders are broad and covered. The sleeves have deep vents and three buttons to match the three-button front. The back has five inch vents at the side seams. The breast pocket with a trifle slant is placed on the left side. The hip pockets have flaps shaped like the front. The length of this garment is 29 inches.

The double breasted coat is 29 inches long, has two rows of three-buttons, with long collar and extra wide lapels with long roll. The points of the lapel slant downward, and are slightly rounded, not cut to a sharp point, as formerly. The width of the lapels adds much to the broadness of the chest, the breast being cut full, with a slight spring to the sides, full under the armholes and tapering a little at the waist. There are four buttons with vent at the sleeves and a center vent five inches long in the back, which is full.

The noticeable features in the walking suit coat for business wear are the improved contour of the skirt fronts, which are cut away more than in recent designs, the bottoms being rounded, and the opening wider than in the approved styles for spring. The skirt falls straight over the hips, the garment being cut with a slight spring to the waist. This style is practical for business or morning dress. The pockets, placed below the waist seam and below the armholes, are serviceable and within easy reach of the hands, are so placed to overcome all drag upon the buttons. The collar and lapels are wide, with ample neck opening so as to show a fancy waistcoat beneath if desired. Only three buttons are used for fastening, the fourth button being for ornament. This model of a walking coat gives a man a broad-shouldered, full-chested appearance, decidedly mannish.

The frock coat for fall is modeled to give a man the aspect in clothes

which nature intended he should have, broad-shouldered, full-chested and natural from the waist down, hence the new model frock is made with long skirts, falling straight from the hips and without that wide flare or bell shape and spring at the waist so peculiar to the Parisian Beau Brummel. The American frock follows the lines of the latest English model. The length for a 39 size is, waist 18½ inches, full length of garment, 41 inches from collar to bottom of skirt. Lapels are silk faced to the buttonhole, only one buttonhole placed in the left lapel. The lapels are broad and long.

The morning coat, which came so prominently to the front at the New York Horse Show last year, has since been worn by fashionable men as an agreeable substitute for the full frock for just such occasions as the frock was used for, as being correct for morning and afternoon calls, for street and church, in fact, all formal or semi-formal wear, even including afternoon receptions and weddings. For the latter event, however, the frock is the more conventional garment for the groom and his attendants.

The cut of the morning coat is similar to the English walking coat above described excepting that it has no breast or hip pockets. It is plainly made. A style of morning coat which has become more fashionable than usual and has been introduced for fall is bound with braid, the widths of the binding varying from a narrow piping to half an inch. This braid follows the outline of collar and lapel and cuffs, and is also put on the waistcoat. Vicunas, worsteds and cheviots are the cloths favored. The formal morning coat is made of black cloth, although a deep gray is good form. They are also made in lighter shades and mixtures and with pockets, but in such styles are less distinctly for formal wear.

The 38-inch topcoat is by far the most popular of the short models for autumn wear. It has graceful lines from the collar down over the shoulder and the lapels are angular in the extreme. This coat has the same effect as a long coat from the standpoint of fullness and carriage. It is a little longer than the accepted style last season.

The raincoat as an all round garment is cutting a bigger figure in market buying than heretofore. From the standpoint of stylish outline and serviceableness it should be seriously considered by country merchants this fall. The raincoat selling to-day can be had in either the sack, belted back, paletot or surtout styles. To the retailer seeking variety in his clothing line there are many commendable features entailed in the 1904 raincoat. The best selling styles are made so full that the old objection of bothersome skirts has been eliminated.

Fancy mixtures in boys' suits are more than popular with the visiting buyer. The tendency in purchasing seems to be toward Scotch mixtures, although fancies in dark browns are well liked.

The reefers which are selling best are double breasted and have wide Eton-shaped velvet collars. The style

which has received the largest number of orders to date has two rows of ornamental buttons and is made of a heavy rough fabric.

The autumn overcoat for boys is similar in style to that best liked last spring, viz., very full and quite short. There is a little flare from the waist line.

The boys' overcoat favored by country buyers from the medium sized towns has a long fly front and reaches almost to the shoe tops.

The belted back overcoat for boys is taking much better than was expected earlier in the season.

The Old Lady and the Lawyer.

A certain lawyer, famed for high charges, had incurred the enmity of an old lady on account of the same. Wishing to get even with him she consulted him about drafting her will. As she was a very wealthy old lady without near relatives, she had many charitable associations to benefit, and the accurate draft of the will required much patience, skill and time. Among the provisions she made a generous bequest to this lawyer and nominated him executor.

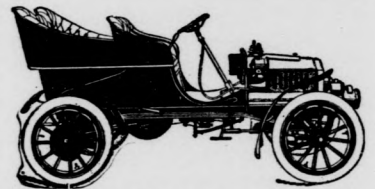
After the execution of the will she called for her bill, whereupon the lawyer, with the vision of ample fees in the prospective settlement of the estate, and the memory of the generous bequest, told the old lady that under the circumstances he should charge nothing, but finally to satisfy her business scruples, made out a receipt in full to date for a \$1, whereas the smallest sum he could have

properly charged would have been \$100.

The old lady marched home with her will, set herself to work, copied it out carefully word for word, leaving out the bequest to the lawyer and nominating a new executor.

In the course of time she died, and the disgust of the lawyer at the contents of the will was so great that he inadvertently let out the secret, to the huge delight of his brother lawyers.

New Oldsmobile



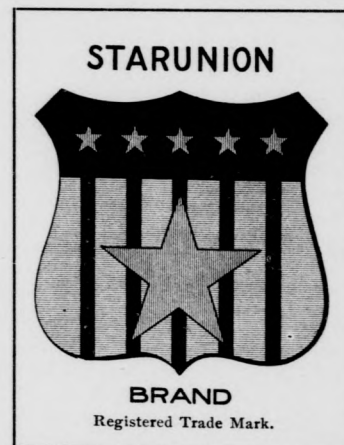
Touring Car \$950.

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.

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All High Grade. Union Made.

Get Our Prices on Your Requirements.

Plain Blue, White, Fancy Stripes. Good Goods.

Better Service. Best Prices.

H. R. STOEPPEL

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Detroit, Mich.

Coats for Men Have Broader Shoulders.

The country merchant who has not visited market to date will do well to note the characteristics and oddities of the new fall styles. Probably a great many of these style changes border too closely on the novelty, yet the wisdom of noting the prevailing tendency in style holds good. One of the most noticeable characteristics of the coat is the broad-shouldered effect. A new broadness of shoulder has been effected by increasing the width of the shoulder of the coat about half an inch on each side. This raises the collar somewhat and to quite an extent increases the space between it and the sleeve. Then again, the length of the shoulder seam has been increased by making the top of the back part of the shoulder about one-half inch narrower than usual on each side.

There is little doubt that the double-breasted sack will be the popular business coat until cold weather sets in. The lapel tops are almost square and the trousers are of conservative width at the hips, falling in almost straight lines to the bottom.

In dress suits the better class merchants have unanimously declared themselves in favor of the peaked lapel. The skirt is tapered a little more than usual and the roll is exceedingly long. The edges of the better grades are blind stitched.

In the novelty overcoat line one of the most popular sellers is a double-breasted ulster with yoke. The box plait which falls down the back is a little more narrow than the favored style of last season. The coat with the extreme wide collar, full military back with vent, is proving exceedingly popular. The tendency in overcoat buying would suggest that belt overcoats will be more popular than was suspected a few weeks back. The dressy surtout and paletot and the Chesterfield are selling at the usual rate. In the boys' line fancies and dark grounds with bright colored yarn showing here and there are well liked. As market buying progresses there seems to be a growing tendency toward the fanciful or mercerized mixtures. In the overcoat line for boys the long ulster-like model is growing more and more popular.

Retailers have already done a fair business in tan and olive covert topcoats. While the weather is propitious these are being pushed, and replaced by raincoats as the weather indicates their acceptableness. This season the swell paddock and paletot have been taken up by all the popular clothes and department stores, and there is general confidence in the style selling well. If such proves to be the case it will strengthen the position of the skirted overcoat for winter. Two styles are held to as leaders, one buttoning through the front, and the other with a fly or sack front. In the former garment the waist line encircles the garment and is shaped back and sides, while in the latter the back is shaped and the front is full an dloose.

The consensus of retail opinion is

that worsteds in double and single-breasted sacks, medium and dark gray and fancy mixtures, will sell well. Serges are no uncertain quality and may sell well with many pretty and attractive worsteds to men who buy two suits a season.

Manufacturers are at present deep into plans for spring. Designers are still occupied with new patterns. Some of the houses have their first sample lines ready. Among the conservative there is a tendency to adopt the long styles with suitable modifications. The popular trade, although varying somewhat from former styles, still adheres to the lines followed out on last spring's apparel. There will be a short spring overcoat, 36 inches in length, full English box, raw edge Kersey, sack and double-breasted, with wider collar and lapels than have been made here in several seasons.

The regular fall overcoat length appears to be 45-6 inches. The garment is in the Chesterfield or sack style, full and roomy throughout, with wide collar and lapels and less depth of opening than in the old style. It is estimated that it is the most acceptable gentleman's garment for business and general wear. Extreme lengths will for the most part be confined to the belted-back, which will be less in number than they were this season.

The full ulster type of long overcoat may supplant the belted-back. The ulster is a plain back, cut very full from the shoulders down with extra wide sweep at the bottom; single and double-breasted with wide collars and broad lapels. The general length is 50 inches. Fabrics made especially for this style of garment are used. They are fancy in designs and weaves in attractive colors.

For dress wear the surtout, paddock and paletot will be given prominence. During this winter these garments will in all probability be a signal success with good dressers, and are looked to as assuming more prominence than they occupied last.

Vests for fall are mostly collarless, the opening corresponding with that of the coat, the first button of the vest coming under that of the coat. Six buttons are used, the bottoms being quite sharply pointed. Trousers measurements are of medium proportions, about 19 inches in the leg, and 17 at the bottom for a 33 waist, the tendency being to get away from the fullness of the pegtops. Coats, too, have less of the shaped-in cut than before, being longer and looser.

Money in an Optical Outfit.

A Chicago oculist announces the interesting and important discovery that alcoholism is caused by weak eyes. He says he once knew a case where a properly fitted pair of eyeglasses completely destroyed the victim's appetite for drink in thirty days. A Philadelphia physician also claims we could all be geniuses if we wore glasses. A Texan delegate now claims that green spectacles are a remedy for the "cut rate" evil, and a simple way would seem to be open toward the ushering in of the millennium.

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Will tell you in this space from time to time how they acquired the justly famous title for their clothes.

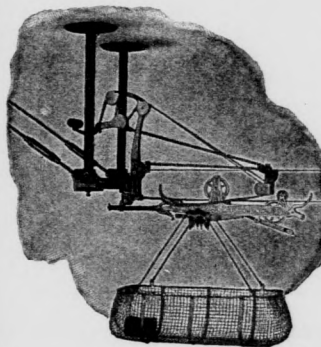
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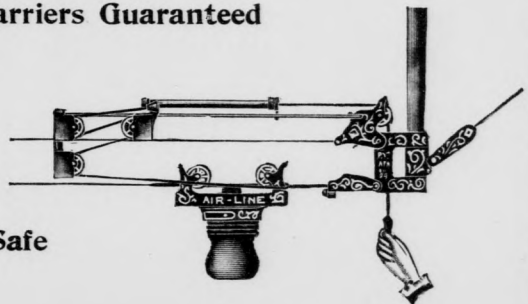
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WOMEN CRIMINALS.

Why They Are Usually Worse Than Men.

Crime and criminal women have always been of the greatest interest to the vulgar herd. And, curiously enough, each season brings its crime—like a fruit—and its cause celebre. Last year it was the Humbert affair; this year it is Italy which, in the person of the Countess Bonmartin, runs in close rivalry to France.

In a short time the ministry of justice will publish its annual statistics, a sinister batch of crimes, and we shall see that their number is about the same as it has been in previous years. Morality is doubtless neither better nor worse. Men have not much changed. The streets of Paris, in spite of the "apaches," are not more dangerous to-day than they were in the eighteenth century, when Raffiat with his band of thugs attacked belated wayfarers.

And still the year which has just elapsed offers, in point of criminality, something peculiar. Certain crimes, which had grown rare of late years, have brusquely reappeared. Poison has become fashionable once more. For crime has its fashion; now it is the revolver, now vitriol, now poison. The dagger, "cette arme de precision," has been cast aside for a weapon as unerring, but more dangerous and even more dastardly—poison. And now rumors of poisoning cases are becoming more and more frequent. A few months ago Mme. Galtie, at Lectoure, and Mme. Massot, at Marseilles, were accused of poisoning their husbands, and at Rouen Mme. Bonroy is being tried for having killed her husband in the same way.

Women criminals! One must acknowledge that in the preparation of a crime, in the planning of its complicated details, woman excels, as if she were better capable of constructing a plot in real life than for the stage. And the greater part of crimes committed by women are "magnificent crimes," if one may use the too celebrated words of J. J. Weiss.

M. Ferrero, the eminent philosopher, has recently made a short stay in Paris. He is, like M. Ferri and M. Lighelle, one of those celebrated Italian criminologists who have made their science illustrious. He married one of the daughters of Prof. Cesare

Lombroso, whose collaborator he has often been, notably in the writing of that peerless book, "Woman as a Criminal," a work which leaves far, far behind it the studies of "Criminal Women" of Maci, interesting though they be.

It was M. Ferrero who, only a few days ago, was telling me of the cause of celebre, which is now the sensation in all Italy. The Count Bonmartin was slain by his brother-in-law, his throat cut, as if this were still the sixteenth century. There is no more poignant crime in the Italian chronicles of Stendhal. The Countess Bonmartin seized as an accomplice—the assassin arrested by his own father, who, like an ancient Roman, came in person to denounce his guilty son—does it not seem as though one were present at some horrible tragedy of the ancients, or at a bloody drama of the time of Castruccio Castracagni? Opinion in Italy is divided and many people to-day believe in the innocence of Countess Bonmartin.

After the verdict Prof. Lombroso, who is the physician of the prison of Turin, and sees the accused every day, will doubtless tell what he thinks of the mentality of the Countess. In the meanwhile he can gather documents of the greatest interest on women criminals. This savant, in his laboratory at Turin, analyzes and describes hereditary sins, measures skulls (as, for instance, that of Charlotte Corday, now owned by Prince Roland Bonaparte), dissects brains, and has composed for himself a regular museum of degenerates. While in other laboratories savants are studying illness in order to conquer death, Cesare Lombroso, in as scientific a way, studies crime, which is another malady, and often epidemic, in order to prevent and combat it.

One must acknowledge that his book, "Woman as a Criminal," is so terrible in its truth that it makes for despair. The Professor and his son-in-law speak of nothing but the weakness, the perversity of woman, her inferiority, at the moment when Paris has just raised a statue to George Sand, genius in woman form, and when, every day, some new effort, poem, novel, or lecture reveals more and more the talent of woman.

Still, M. Lombroso is right, the crime of women, a woman's crime, has in it something peculiarly odious

and perfidious. A woman kills oftener for revenge, and then she brings to her crime all the refinement of cruelty. Poison is to her the same sort of weapon as an anonymous letter.

A poisoner has the maddened thirst of a drunkard, with this difference, however, that she pours out her beverage for others. She, too, has visibly her hysteria. This refinement of cruelty, this sort of pernicious daintiness in crime, is a malady like any others. In certain women this hysteria will turn into a need of lying, of inventing extraordinary tales. In others it becomes a passion for writing unsigned letters, often addressed to themselves; in others still, it is the madness of crime, the impulsive, irresistible need of killing, just for the pleasure of killing, to see the features

drawn in the agony of pain, the throes of the dying.

Now we are having a little epidemic of poisoning. But a noticeable feature is this—all these crimes take place in the provinces. It would seem as if a Parisian woman, in her feverish existence, in her whirlwind of a life, has neither the time nor the quiet mind necessary to set upon a victim with the same cold slowness, the same daily ferocity. When a Parisienne does revenge herself upon somebody, she uses her revolver, in between two calls, or two outings in her automobile. Everything goes quickly in Paris, even murder. Besides, husbands in Paris are less troublesome and some more frivolous, and consequently their deaths are less necessary.

Facts in a Nutshell

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WHY?

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"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.

The criminal woman is fortunately an exception, but she makes me think of the Arab proverb: "There are three things one can not trust—a king, a horse and a woman. The king torments, the horse runs away, and woman is faithless."

She is not faithless, however, weak as she is, for she is full of love; and she is true, when she is a wife and mother, when she devotes her life to the simple thing which we call duty.

Voltaire, like Lombroso, but less scientifically, made a study of criminal women, too, but he touched upon this redoubtable subject only, as it were, for amusement. In an article entitled, "Poisoning," he tells us that one day M. d'Argerson, the Minister of State, received a letter from a madman, proposing to him a means for poisoning at one fell swoop all the English people in London.

"The fellow has made a mistake," said d'Argerson. "His scheme does not concern me, but my brother, who is Minister of War."

Perhaps d'Argerson's correspondent was a woman. Voltaire didn't think of it. I wonder what M. Lombroso would say? George Claretie.

Some Women Do Not Know Where Their Rights Cease.

Self-abnegation is usually claimed by woman as her especial virtue, yet it is the opinion of the average business man that no woman knows where her rights cease and where those of others begin. This is the opinion of the business man during business hours when he meets the other man's sister and daughter in the office, the store, the street car, or the bank. For it is in public places and while coming in casual contact with strangers that women so unconsciously infringe on the rights of others.

In crowded street cars women generally refuse to move down to the middle of the car unless the conductor comes inside and literally compels them to move. Nine times out of ten a woman hangs to the strap nearest the door, thus making every newcomer brush against her, crowd past her, and perhaps step on her gown. Often on the elevated trains during the rush hours men are compelled to step on women's dresses or else kick them out of the way. Under these circumstances I sometimes hear men say, "Don't move; I can push by," probably because they have learned by experience that it would do no good to ask the woman to move down. When I see women doing the same thing in elevators—refusing to step back in the car, but standing near the door where every one must push by them—I wonder how they can be willing to appear so selfish. The only explanation I can think of is that they never see themselves from an outside point of view at all; they simply do not know that they are infringing on the rights of others.

This thoughtless selfishness of women is noticeable in other places besides public conveyances. Who crowds in ahead of a line of men waiting to purchase theater tickets?

Never any one but a woman. She is in a hurry and, of course, just one person crowding in could not make much difference. At the bank who attempts to get to the paying teller's window ahead of a long line of waiting men? Would any man or boy think of so infringing on the rights of others? If any man or boy thought of doing it he would refrain because he would know that every man in the line would jostle him out in short order. But what can men do when a woman refuses to await her turn? They must either suffer in silence, depend on the vigilance of the attendant, or, if they venture to remonstrate in person, draw down upon themselves the wrath and scorn of the woman interfered with.

Walking three or four abreast on a crowded street is a form of selfishness one seldom sees, but one often sees groups of women blocking up doors and passageways. Passing a prominent office building one day recently I saw three young women standing in the entrance, grouped in such a way that the passage was completely blocked. A man approached the entrance; they did not move. He hesitated a moment, said, "Pardon me," and crowded through the group as best he might. One of the girls looked after him scornfully. "Well," she exclaimed, "aren't men the rudest things!" The man heard, but it was not the part of a gentleman to reply.

Another form of woman's selfishness in public places is typified by a trailing skirt on a downtown street. Most women admit the inconvenience to themselves of wearing a too long skirt downtown, but I never heard a woman speak of the inconvenience to which she puts other people by wearing such a garment. If she holds up her skirt she discommodates herself; if she lets it drag she

discommodates others, who must walk around it to avoid stepping on it. All this besides the fact that a woman still further infringes on the rights of others when she wears a garment offensive to sight as a foully stained skirt certainly is.

The fact it has been necessary for civic authority to compel women to remove their hats in theaters is most significant. The fact that so many women of refined appearance even now refuse to comply with the law unless some one especially requests them to do so seems to indicate that women not merely do not know when they infringe on the rights of others, but that they do not care whether they do so. At afternoon concerts a third of the women keep on their hats—refined and intelligent looking women, too. They do it simply because it is personally inconvenient to take their hats off. If you asked one of these refined looking women why she kept her hat on she might say her hair was not dressed suitably for appearing without a hat, but she could not plead ignorance of the law.

Once when I had looked forward to especially enjoying the last number on the programme of one of the Friday afternoon rehearsals of the Chicago orchestra the behavior of the women in the balcony where I sat seriously interfered with my enjoyment of the music. It was the Pilgrim chorus from "Tannhauser," and hardly had the conductor raised his baton when a rustle went all over the balcony. Here a woman reached down and began feeling for her rubbers, there a woman with great difficulty got her arms up to her head to tie her veil. All around me women began adjusting their sidecombs, straightening their hats, and putting on their boas. I tried to think only

of the solemn and significant things the music was saying, but all this movement, this fluttering of women's hands and rustling of women's garments, was interposed between the stage and me. I turned my head to avoid seeing the frantic efforts the stout woman in front of me was making to tie her veil, and my eyes took in a woman who was putting on a pair of tight kid gloves; she moistened one thumb and finger and then worked down each finger of her other hand with infinite difficulty. I closed my eyes to shut out the sight of these offending women, but I could not close my ears to the stir and rustle going on around me.

From these few instances of the public selfishness it appears that, either from thoughtlessness or willfulness, some women at least do not know where their rights cease and where those of others begin.

John A. Howland.

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Wherein Courtship Is Made Too Easy.

Written for the Tradesman.

A great many reasons are given for what Mr. Wegg would aptly call "the decline and fall off of matrimony." Some lay the blame for the continually lessening number of weddings on the higher education of women, declaring that men do not care for a steady diet of brains for breakfast, while others accuse men of having grown so selfish that they fear to fly from the comforts of the bachelor apartments they have to the perils of the housekeeping they know not of. A third set of philosophers account for the increase in celibacy by the career craze in women, while a fourth ascribe it to the economic conditions of the times, and the difficulty a man experiences in making enough bread and butter for two.

A woman might answer the question of why people do not marry as much as formerly by replying, as did the milkmaid in the old song: "Nobody axed me, sir," she said.

And in this lies the crux of the whole matter. People do not marry because they do not desire to. For some unknown reason Cupid keeps union hours instead of working over time as he used to do. Comradeship has been substituted for love between men and women, and they are content to be friends instead of husbands and wives. As for all the specious reasons that political and social economists give for the fewer numbers of marriages, they are all rank nonsense. No man enamored of a woman's eyes ever yet stopped to think whether she was wise or silly. No woman ever yet lived who, when the right man came along, wouldn't have swapped off a laurel wreath for a kiss and thought she got the best of the bargain, while as for the sordid, financial matter of being able to support a wife, it is the very last thing that Romeo ever considers.

Now the blame for this disinclination towards matrimony may be fairly laid upon the shoulders of men. Few women ever espouse a career until they fail to espouse a husband. The reason that women do not often succeed in business is said to be because they are always ready to give up a job for a wedding ring, and even the fact that women compete with men in labor, and thus lower wages, is solely attributed to the fact that, failing to achieve a husband to support them, they are forced to support themselves. There is nothing to show that women are averse to matrimony, or being properly urged refuse to enter into the holy estate with the proper party.

The inescapable inference of all of this is that women are not as attractive to men as they formerly were, and that with all the accomplishments that the modern girl is taught she lacks one art in which her

grandmother excelled—the art of catching a husband. It is sadly true that there are no such belles now as there once were, no woman who is the toast of her village, or city, or county, and for whom men do daring and reckless things, and are willing to fight and perchance die. The girl of to-day listens with pea-green envy to her grandmother's account of the rows of suitors who sighed at her door, who dogged her footsteps wherever she went, and who besieged her with offers of their hearts and hands. She might have picked and chosen among a score of good offers, and when her granddaughter compares this retinue of lovers with the two or three men in her own train who are almost offensively frank in declaring that their attentions are without intentions, and who knows that she will be dead lucky if she gets a single good matrimonial offer, she wonders why this is thus and why men are colder lovers and masculine hearts more impregnable than they were of old.

It is certainly not because of the deterioration of women. Never in the history of the world, not even among the ancient Greeks, was the percentage of female pulchritude so high as it is now. The cult of the body has become almost a religion among women. More intelligence in eating and drinking and bathing and exercise has developed a generation of young girls who are veritable Hebes and who would make their anemic, thin-chested, pasty complexion grandmamas look like candidates for an invalids' home. So if man seeks for beauty in a wife he may shut his eyes and make a grab in the dark in any group of women and be sure of getting one who, had she lived in his grandfather's time, would have had all the poets writing sonnets to her eyebrows and all the beaux fighting duels for her smiles.

Women are more intelligent than they were before, more versatile, more sympathetic, more companionable. Time was when talking to a woman must have been as fatiguing as amusing a baby, so limited was the range of subjects in which she was interested, and so insistent was she in keeping the conversation in the personal key. Now woman fits herself to entertain man and he has no fad or fancy to which she is not able and willing to minister. She is willing to enter into his mood and discuss politics or pie, prize fights or piety, geometry or golf, as he pleases, and it is pathetic to think that woman, having devoted such pains and trouble to prepare herself to be the ideal wife, so seldom gets a chance to do it.

Inasmuch, then, as woman is as charming as she ever was, how is it that she fails to fire man's fancy as she once did? There can be but one answer. There are lost arts in the world, and just as the secret of giving to steel the fine temper of the Damascus blade lies buried in the past, just as no hand has now the skill to give to stained glass the rainbow hues that the craftsmen of old did, so women, to a great degree,

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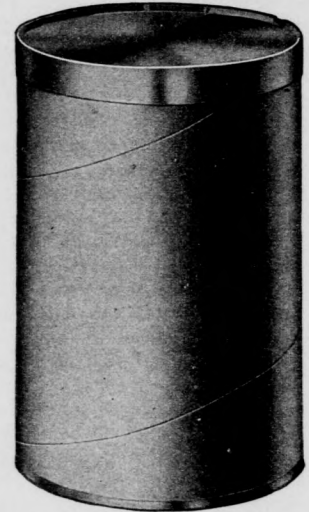
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have lost the art of winning husbands. Their methods are bungling, crude, and they present even to the man that marries them the practical advantages of having a side partner instead of the glory and romance of realizing a dream. This of itself renders them less attractive to men, since it is the luxuries and not the necessities of life that allure us most, and that we are most anxious to get.

Perhaps the chief reason that men show a disinclination to marry may be accounted for by the freedom of companionship that prevails between the sexes. In the olden time, when the only way a man could enjoy a woman's society was by marrying her, he was in a rush to hustle with her to the altar, but when custom permits a man to monopolize a woman's evenings, when they may spend long days together on the golf links, when they may attend theaters and parties together and even enjoy the pleasure of a little meal for two in a perfectly proper restaurant, the man is in no hurry to wed. He has, in reality, as much of the woman's company as he wants without the necessity of assuming her bills, or giving her the right to lecture him.

The long engagement is a modern invention of man's, not woman's, and it is a handicap that our grandmamas never knew. Nothing that the new status of woman has brought to her is so delightful as the possibility of a platonic friendship with man, but we get nothing in this world without paying for it, and the price that women pay for comradeship with men is often spinsterhood. When it was a case of either lover or nothing it was generally lover.

Another reason why men are less eager about marrying now than they used to be is because the modern feminine Barkis is too willing. Many things change, but human nature never changes, and the primitive instinct of man is for the chase. The harder a thing is to get, the more he wants it. The more inaccessible a thing is, the more anxious he is to climb after it, the more danger there is in seeking a thing, the more sure he is to dare it. Women have forgotten this masculine peculiarity, and instead of permitting themselves to be pursued they have turned around and have become the pursuers, with the inevitable result that men have lost interest in the chase and dropped out of it.

Probably our grandmothers were just as anxious to get married as any girl is now, but they had the gumption to affect a coy and reluctant attitude, and because a man believed that it was a difficult task to capture the citadel of a maiden's affections, he wooed her with fire and passion and all the energy of which he was capable. Because she appeared indifferent to his visits he kept the path to her door hot with his footsteps. Because the most that he hoped to win from her hand in the shape of a letter was a line or two of discreet, copy-book, maidenly reply, to his numerous missives, he weighed down the mails with burning billets doux.

How is it now? The modern girl has left him in no doubt as to the state of her affections, and so he takes no trouble in wooing her. She will say "yes, and thank you, too," whenever he asks her and any old lovemaking will do. If he does not come to see her she calls him up by telephone, and so he goes when there is no more exciting amusement and prospect. As for letters, she will write anyway, so what is the use in bothering to keep up his end of the correspondence? It is the old story of the over-ripe peach no one wants to gather.

Our grandmamas also had another advantage that their granddaughters lack—our great grandmamas understood the value of the unattainable. They did not throw their daughters at eligible young men's heads. They built fences around them. When a young man came a-wooing the entire family did not take to the back yard so as to give him a chance. The stern parents stood guard over a girl, and put him to his wits' end to steal a moment's converse with her, or press her hand in secret. Sometimes the wily father even went to the extent of locking the girl up in her room to keep her from a suitor, and then the man, who very likely could not have been driven in at the front door, was ready to break his neck climbing up to her window to steal her.

In a word, they made courtship romantic and difficult, and in consequence there were many elopements and few old maids. Without doubt, it is parents' palpable anxiety to marry off their daughters nowadays that scares so many men off, for while a man may be thrilled at the prospect of being pursued by an irate father with horse pistols to Gretna Green, it gives him the cold shudders to feel that he is being taken in in a confidence game.

The moral of all of which is, that in affairs of the heart women do not know so much as their grandmamas did after all. Dorothy Dix.

Absent Minded.

An old gentleman who was very absent minded often had to ring for his servant and say:

"James, I am looking for something and now I can't remember what it is."

And then James would suggest:

"Your purse, sir, or spectacles, or checkbook?" And so on, until the old gentleman would say at last:

"Of course; that's it. Thank you, James."

One night the old gentleman had gone to his room and all were in bed when James was startled by hearing his master's bedroom bell. He rushed upstairs and threw open the door.

"James," said the old gentleman, "I came up here for something, and now can't remember what it was."

"Wasn't it to go to bed, sir?"

"Of course," said the old gentleman, "so it was. Thank you, James."

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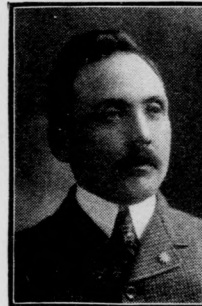
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EMERGENCY CIRCULATION.**Some Weak Spots in the Monetary Situation.**

The money question is a kaleidoscope, each turn in affairs presenting new combinations with varying forms and colors, difficult to describe, still more difficult to forecast; and yet all these changes are subject to natural laws, save where statute laws or the concurrent action of many men or many interests, consenting for a common purpose, serve to produce artificial conditions.

It is indispensable that bankers be familiar with the basic principles of finance, the laws of supply and demand, the varying production in the different fields of industry ranged alongside of the varying demand of the consumer, the commodity movement necessary to offset a distribution quite satisfactory to the public need, and the motive power—volume of money—necessary to effect such movement.

And still, the proper understanding of these matters does not fully equip the modern banker. In these days of cut and thrust, corner and trust, the complex affairs of modern commerce are intensified and amplified by the power of concentrated wealth, inspired by the popular mania for amassing large fortunes. Prices are manipulated, normal conditions upset, natural laws reversed.

Witness the retrograde movement of cotton during last season, from warehouse and mill in New York and New England back to New Orleans to meet delivery on speculative contracts, at prices of raw cotton lifted beyond the point of profitable manufacture, by people who use this great staple as a basis for speculative contracts—contracts whose only intended relation to the actual commodity has sole reference to the price as determined by quality and quantity.

The great cereals of the country are the popular football of speculation, and are subject to similar treatment, with analogous results. If the artificial prices thus created were realized by the producer, it would be a compensatory advantage, but the "corner" and the "squeeze" are only possible when the crop has "come in sight," its volume determined, and has passed into the hands of the middleman.

Whether a bank's funds should be loaned at all to aid in unduly advancing the price of commodities, and to what extent such advances may be made with safety, are added questions entirely apart from the ordinary principles upon which the credit is based. Unduly enhancing the cost of any commodity, or the cost of money—interest rates—adversely affects general business, the immediate and perhaps the most baneful effects of which are experienced by banks. Commercial banking, in order to experience the largest measure of success, requires stable conditions; with speculative banking it may be different.

It is well known that fluctuations in rates of transportation, or cutting of rates, although they enable the movement of goods more cheaply, and

hence seemingly increase the dealer's profits, tend, nevertheless, to demoralize business, and are of real advantage to no one.

The extreme fluctuations in the money rate, frequently ranging as high as 20 per cent., as it did in 1901-04, indicate the existence, legislative or otherwise, of unnatural and unwholesome conditions. The strong demand for money at full rates that have generally prevailed for the past three or four years, followed by an accumulation of unloanable funds at the present, is a natural result and sequence of the industrial debauch through which we have passed, but from which we have not yet recovered.

The individual who closed out his securities at top prices, and kept out, was fortunate. The manufacturer or merchant who sold out at the height of the boom realized more than his property was worth, and was proportionately fortunate. The average successful man who was in business eight years ago, and has remained in to the present time, would be better off to-day had an average degree of prosperity characterized this period instead of the wide fluctuations in values and extremely high prices which prevailed.

The manufacturer who can sell more than his output at almost any price he chooses to demand usually increases his capacity, notwithstanding the fact that the cost of labor and material are at the maximum, and thus permanently over-capitalizes his plant, and impairs his economical production in the future. I seek by these illustrations to emphasize the fact, with which we are all familiar, that the public prospers most with average conditions and stable influences, and with the natural laws of trade in force unvexed by artificial influences.

Banks are the barometer of trade; bankers are dealers in credit. Their business consists in swapping a well-known for a less-known credit. To succeed they must study and be familiar with all branches of industry, and the changing conditions of the business world as well as the changing conditions of the individuals and corporations with which they deal. It follows that bankers of all people desire freedom from boom and depression, and it seems to me that our labors, as individuals and as an association, should be directed toward vindication of natural laws in trade and finance.

As to currency, there is little likelihood of change in our laws for some time to come. It would be the part of wisdom to perfect our currency upon well grounded principles, in the light of experience and along scientific lines, at a time when the public is free from currency agitation.

But large legislative bodies seldom proceed in such manner. Their action is taken at some crucial period and in response to an acute public demand. There is nothing to suggest such demand in the near future. Our currency is good beyond question, but rigid as the laws of the Medes and Persians. It is quite similar to the

currency of England. We have \$346,000,000 in United States notes, issued directly by the Government, made legal tender, and which are, in effect, a forced loan.

The greenbacks are redeemable in gold so long as the credit of the Government is such that its bonds can be sold for gold. They are good beyond question, are practically gold notes, and I think they have come to stay. I am not arguing against any proper scheme for perfecting our currency, but as practical men we should recognize facts and probabilities. The volume of currency in the aggregate and per capita exceeds any previous period in our National existence and is certainly adequate to the public needs. The perennial output of our mines will satisfy any increased demand which may accompany increase of population and expanding business.

Our sub-treasury system, which withdraws from circulation the daily customs receipts of the Government and locks them in the Treasury, from which they can only be withdrawn by an appropriation of Congress, is an arbitrary and artificial interference with currency conditions, enacted at a time when the Government professedly was afraid to trust its income funds in the hands of the banks. Whenever the Government's income exceeds its expenditures, the daily absorption of money by the Treasury becomes an important consideration that must be taken into account by every banker and business man in determining their course of action.

The natural course of business is marred or modified by the Government's strange adherence to this absurd provision of law. Its absurdity may well be illustrated by noting the consequences which would ensue in case municipalities and individuals should adopt the same cowardly conservatism. Suppose each state, each city, county, town and village should hold all their receipts for taxes in their treasury or strong boxes, until the same should be paid out in regular course in meeting their direct obligations. The effect of such a course upon the money in circulation and the violent fluctuations in volume necessarily produced can easily be foreseen.

Go a step farther, and suppose each individual and corporation should adopt the same course, and it is easy to see that the whole superstructure of credit would fall to the ground. Congress has given some signs of a disposition to repeal this law, albeit the same was accompanied with a provision that the banks pay not less than 2 per cent. interest to the Government for the privilege of keeping these funds in circulation.

The weakest point in our currency system is shown during those periodical crises commonly called panics. A panic means business paralysis. Some climax to a series of adverse influences operating upon the public mind temporarily destroys credit; and in a country like ours, where 90 per cent. of business transactions are consummated by means of credit, it means

a practical stoppage of the wheels of industry.

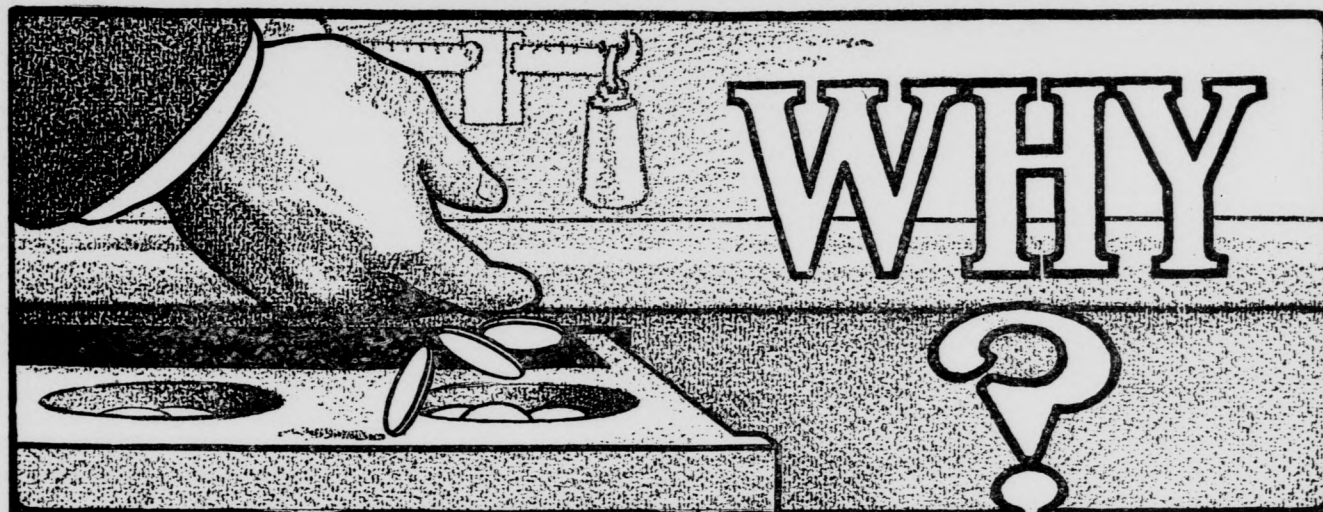
I am aware that some people object that an emergency circulation would have a bad effect upon the public mind. They seem to think that the public would only know of the emergency through such an issue. Any financial or industrial disturbance that may occur will be known to the business and reading public step by step as it occurs, and an emergency circulation would be received by the public as a remedy and a relief, and any one who thinks otherwise pays a poor compliment to the intelligence of the American people.

I am strongly of the opinion that there should be some modification of existing laws so as to permit banks to protect the business interests of the country in times of greatest need. I think so all the more from the fact that the time has gone by when clearing house certificates may be successfully used to mitigate the rigors of a panic. I think I am safe in saying that it is the general opinion among bankers that clearing house certificates will no longer prove a measure of relief unless it may be under most exceptional circumstances.

Recurring to the initial thought of this paper—the desirability of stable business conditions and uniform cost of transportation, and reasonably uniform rates for money, we, as bankers, entirely apart from legislative or coercive measures, can exercise great influence in bringing about such conditions. Much of the hostilities to banks, much of the animosity existing between different sections of the country is traceable to the unequal distribution of banking power, credit facilities. A borrower in the interior or remoter sections reads of the very low rates of interest prevailing in the money centers, compares the same with the full rate he is compelled to pay, and concludes that his immediate creditor is reaping an undue advantage in charging him undue or extortionate rates.

Reasoning something like this furnished the backbone of the silver propaganda, whose disturbing influence has cost the country so sorely during the past twenty-five years. People in the newer sections of the country, aware of the rich, natural resources of their localities, which only awaited development to be transformed into wealth, clamored for an increased volume of currency. What they needed was capital to transform latent wealth into tangible wealth; what they thought they needed was more currency, and this conviction served to swell the ranks of the advocates of cheap money.

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WHY do you rent a store, buy fixtures, hire clerks? Why do you invest money in merchandise? To get more money, do you not? Yet, where do you put that money when you get it---the money for which you have invested your savings, the money for which you have worked so hard? What do you do with it? Do you put it away carefully where nothing can happen to it---where you can be sure of getting every cent of the profit you have earned? Or do you put it into a common cash-drawer, an ordinary box under the counter, used, maybe, by your great-grandfather along with his hour-glass, his tallow candle and other ancient fixtures? *A relic of antiquity* You put your hard-earned money into this relic of antiquity unchecked and practically unprotected. Ashes are dumped into a barrel in much the same careless way.

You use a scale in order that you may not lose money by giving a customer more of your goods than he is entitled to. You weigh these goods with infinite care. *False economy* Yet the hard-earned money for these same goods is dropped into the ancient makeshift under the counter with much less thought than you expect your clerks to take in splitting an ounce of sugar.



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As a matter of fact, the Credit Foncier gives to its borrowers money or such funds as they desire. The above law serves to limit the exchange or service charge to five-eighths of 1 per cent., and secures to all borrowers of the same date the same rate of interest. As you are all aware, the Bank of France charges the same rate of discount each day at all its branches throughout France.

Of course, what may be successfully carried out in densely populated France may not be at all practicable in the United States, but with increasing wealth and growing population something approximating the Credit Foncier may become practicable and would seem to be desirable.

Terminal wheat receipts in Duluth and Minneapolis are regarded as the best of collateral by banks generally; why not cotton in New Orleans, Galveston, Mobile, Atlanta, Savannah, Charleston and other important points? Some attempts have been made by warehousing companies to make the staple products of the country, warehoused in the locality of their production, available as collateral with banks generally. Insufficient capital and insufficient business experience have thus far deprived the project of a fair trial.

With sufficient funds, under the management of experienced men of well known character and ability, it seems to me the project ought to succeed and prove an advantage alike to borrower and lender. I give these for instances to illustrate the conviction I have that the best way to do away with sectional prejudice in our country, with the general prejudice which exists against banks and against capital—the best way to purify our politics and prevent business interests and property values from becoming the football of each recurring political campaign—is to bring about, so far as lies in our power, reasonably uniform conditions throughout the country, with the cost of commodities and rates for money fluctuating within reasonable limits.

We tend to accomplish such results by bringing the resources under our control, which is the motive power underlying and controlling our industrial fabric, closely in contact with the material product—the perennial output—of the business public, and by making that contact as close as possible throughout the length and breadth of the land. By exercising our influence along these lines, we can best serve the material interests committed to our charge, and best

discharge the duties and responsibilities of citizenship. A. B. Hepburn.

Hard to Stop Tricky of Dishonest Clerks.

Misrepresentation of goods by salespeople is a source of loss to the department stores that they are constantly seeking to eliminate. The more highly a store values its reputation the more it is injured by a single instance of misrepresentation. Likewise the man or woman used to strictly honorable dealings is more offended by dishonesty than is one used to the false pretensions and cheap chaffering of low class merchants.

It doesn't hurt a banana peddler much to be detected in tucking in one black banana in a dozen. You expect and are on the lookout for just that from a merchant of his class. Then, besides, he rarely expects to meet you as a customer again. He thinks that he can always find new customers to cheat among a whole city full.

So with the cheap stores. They haven't an immaculate reputation anyway. Then there are such hosts of careless people in the city waiting to be cheated that there will always be enough left to go around, no matter how often or how badly they are gulled.

But a store which aims to reach and hold the better class must be more precise in its dealings. Such people have better memories, as well as finer sensibilities, and they do not expect and will not put up with misrepresentation. Therefore, the higher class the store is and the higher the class of people who patronize it the more carefully it must guard against all misrepresentation on the part of its salespeople.

A clerk in such a store gains in the long run by presenting goods just as they are, because it is for his best interests to hold the confidence of his customers so that they will come back to him again and again. On the other hand, a clerk's salary is based chiefly on his weekly sales reports, so that an unprincipled man is under constant temptation to misrepresent goods in order to increase the amount of his sales.

He sees, for instance, that a customer hesitates about purchasing a dress pattern because she thinks there is a thread of cotton in the goods. If the clerk admits the shoddy she may leave the counter without purchasing, and then all the time he had spent on her would be wasted. Then a clerk is tempted to trade on the ignorance of timid or inexperienced customers when by so doing he can

make a sale. All this is short sighted and in the long run works against a clerk's own interests, but not all of them believe it.

To guard against such misrepresentation is part of the duty of the head of each section. He is supposed to know all that is going on in his department. The floorwalkers, too, are supposed to have their eyes and ears open to guard against any kind of poor work on the part of clerks, but it is obviously impossible for these few overseers to hear everything said by each clerk. Out of the scores of sales going on around him the head of the section can keep track of only a few, and the floorwalkers only a few more. So the great majority of sales are necessarily trusted entirely and absolutely to the salespeople.

Another mode of supervision is the reporting of one clerk by another. But this does not amount to much, because, no matter how important to the firm is the information conveyed, tattling is dishonorable. A clerk's loyalty belongs first to his firm, yet few men or women are so hardened that they can "tell on" a fellow worker without feeling ashamed.

The management also requests customers to report all cases of misrepresentations. These requests are made frequently, so that the fact is well advertised that such reports will be investigated, and in all cases justice done the customer. But many people will not take the trouble or spend the time to make a report. Mrs. A. is a busy woman. When she finds that the handkerchiefs are part cotton which a certain clerk told her were every thread linen, she simply goes to some other store the next time she wants to buy anything in linens.

All clerks in the best stores are clearly instructed to present goods

on their merits, and under no circumstances to base a sale on misrepresentation. All the management can do after so instructing them is to suppose that the combined reports of customers, fellow clerks, floorwalkers, and heads of departments will eventually disclose the clerk who misrepresents. Still there is some ground not thoroughly covered by these practical safeguards.

After all, the character of the salespeople must be relied upon. If they are not strictly honest they can make sales by misrepresenting goods. But when found out they are always reprimanded, and if they do not care enough for their future to follow instructions, even if they are not honest from principle, they are dismissed.

We Are Distributing Agents for Northwestern Michigan for

John W. Masury & Son's

Paints, Varnishes and Colors

and
Jobbers of Painters' Supplies

We solicit your orders. Prompt shipments

Harvey & Seymour Co.

GRAND RAPIDS, MICHIGAN

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

GET IN LINE

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

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

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

TRY THEM NOW

S.C.W.

5c Cigar

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

You look
at my
clothing.
Tom



Business Improving in the Shoe Trade.

Shoe manufacturers and jobbers say the further the season progresses the more encouraging it becomes. While the number of buyers who visit this market at this period of the year is not large, still quite a number were in the city last week, and they placed some fair-sized orders. The majority of the retail shoemen are looking forward to a good fall and winter trade, and are making preparations accordingly. Stocks that were held over do not look so large and are considered less of a handicap than many feared.

Wholesalers predict the reign of the conservative shoe this fall, although they aver that the best sellers will have a slight tinge of the coming style for spring. Radical departures are predicted for the coming spring season and these predictions should be of great suggestive value to the shoe buyer. The new pointed toe with an outward swing to the last will sell well this fall. One of the best selling shoes, however, for the trade, and the shoe which market visitors favor, is one of English enamel with waterproof sole and calf topping. From the standpoint of style there is nothing extreme about it and it makes a sensible all-round shoe for the business man and the conservative patron of the country store.

Among the men there seems to be a growing demand for the sort of substantial shoes with which over-shoes need never be worn. Bluchers are going to be popular and patent shoes will be worn to a great extent. Demand will continue for the Cuban heel on women's shoes, if present indications count for anything. It is believed that tans will sell better than ever next summer. They will range in shade from the delicate flesh color to dark chocolate tints and will be worn by infants, women, children and men. The white canvas shoe seems to have taken the market by storm and a continued demand is looked for next season. In short, shoes for this fall have small heels and all in all the military effect. The largest buyers are avoiding extremes.

There will be no decided change in shoe styles this fall, although the spring season will open up at retail with a few style departures. Some stores will experiment with a few new styles and on their success will rest the country merchant's decision as to what styles will be favorably received by his trade. The market buyer this fall will find exceptionally good values for his money. Each season's goods, in fact, show a decided advancement in the detail of counters, linings, innersoles and upper and sole stock.

In toe styles for boys there is a decided tendency toward the conservatively roomy shape. The two styles

taking best are the full round toe, the medium toe, the medium wide toe with a modified freak look about it, a medium narrow toe with somewhat of a Po-toe swing to it, the Po-toe last with straight inside and a marked outward swing. In the child's line the popular styles are the medium full ordinary toe, the narrow dressy toe, the Po-toe with straight inside with outside swing, the Po-toe with more breadth over the toe and a trifle freakish, the full, neat square effect and the extreme wide toe.

In the women's line, bluchers are selling remarkably well. One of these popular sellers has mat kid top, cap toe, single sole and beveled edge. The tendency in market purchasing would indicate that those styles which enable the foot to take its natural position are coming in vogue. That this tendency is growing can be seen in the outward swing last, which promises to be very popular. The old time cramped effect will be superseded by styles giving the Po-toe effect without causing injury to the feet. Although new, this foot-form line is already a strong seller. It is made in vici, russia and patent colt, oak soles, new substitch process, innersoles soft and smooth, and has more strong talking and selling points than any other shoe.—N. Y. Commercial.

On a Shopping Tour.

The shades of night were falling fast
As through a bargain store there passed
A maid, who'd lingered till the last,
Just shopping.

Her mien was sad, her face looked worn;
Her hat was crushed, her dress was torn;
She'd jostled there since early morn,
Just shopping.

"Oh, stay," the salesgirl said, "and see
This lovely silk at forty-three
A yard." She answered, "None for me,
I'm shopping."

"Mount not the stairs," floorwalkers
said,
"The elevator's just ahead."
But up she crawled with lagging tread,
Just shopping.

At 6 o'clock, as homeward went
The saleswoman on pleasure bent,
They left her there by accident,
Still shopping.

A watchman making late his round
Was scared by an unwonted sound;
On the third floor the maid he found,
Just shopping.

There in the twilight cold and gray
Sauntered the maid who'd shopped all
day,
And nothing bought to take away—
Still shopping.

No Horsewhips in Moscow.

There is a notable law in force in most of the large Russian towns concerning horses. Among the curious things that arrest the attention on arriving in Moscow is the entire absence of whips among drivers of cabs, carriages and all sorts of vehicles. There is a law prohibiting their use and there is not a single whip in use in Moscow. The excellent condition of the horses attest the benefit of this humane law. Nothing can exceed the beauty of the sleek and well-groomed horses used in the carriages of Moscow.

The Sharper Vision.

"I believe there's something between our daughter and young Hugerly."

"I seen them in the parlor, last night," volunteered young brother, "an' there wasn't nothing between them."

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.

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.

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.

NEXT BEST THING.

Reasons Why We Should Not Overlook It.

When, for good and sufficient reason, it becomes impossible to carry through business plans in the best way, do the "next best thing."

Knowledge of just what this next best thing is in any emergency of the affairs of life is essential to the business of doing it. But frequently when the judgment has put its seal upon the necessity of the thing next to be done, the shock of not having been able to do the first thing intended stuns the individual until the opportunity for the next best thing is irrevocably past.

Common sense has come to be regarded as almost uncommon sense. Yet common sense is not all. That thing called common sense might teach an unlettered man that if he could take the positive pole of a great battery into both his hands and its negative pole into both his hands, each with impunity, he could as safely take the positive and negative poles, one in each hand. But the analogy does not hold.

Common sense, for instance, never in the world suggested to Columbus that the earth was round, or to Galileo that the world moved rather than the sun. Common sense revolted at both and in the end was made the fool of the thing that is called "genius" for the lack of another name. Yesterday in history, to-day in the present, and in all to-morrow, perhaps, common sense was, is, and must continue the handmaiden of genius to the extent that the phenomena of nature are uncovered new to a world of conventional thinkers.

Success, sooner or later, always must determine the position of a man in comparison with his fellow men. And so long as success must continue the comparative thing it is, so long must there be the necessity for a man's doing that "next best thing."

There is a practical business story not ten years old that illustrates the inspiration that may be necessary as a next best thing in backing up all that common sense had accomplished and yet failed in:

A great cleaning powder was stumbled upon by a chemist, who saw a fortune in it. But the practical business men, upon whom it would devolve to sell the stuff, found an insuperable difficulty with the market. The powder was a shade seemingly impossible of producing the degree of whiteness that was the powder's chief merit. "I couldn't sell that stuff without hypnotic powers," was the expert opinion of the man who knew the market.

But the manufacturer knew the "next best thing." The shade that was so objectionable to the market was scarcely more than strongly suggestive of its failure as a bleacher. The chemist was called upon for a harmless shade of artificial coloring that would so accentuate the natural shade as to allow the purchaser to see nothing else but that color. Then the cleaning powder was named to carry with it this color description

as the chief distinguishing feature of the powder. To-day to change the name of the powder probably would ruin its prestige.

A wise business man had done the next best thing.

There is the story of a mining engineer in the desert country of the Great West who figured that in the development of a certain great placer claim, a canal debouching from one great river into another great river parallel to it was essential. But the capital developing it would not see. It was disputed that the water from the Poudre River ever could flow into the waters of the other stream. The engineer had begun to stand for his surveys and the capitalists were lining up for the expenditure of other thousands in surveys to prove that the water must run in the opposite direction. Then the engineer be-thought him of the next best thing. He met the directors of the concern.

"Gentlemen," was his incontrovertible argument, "either that water will flow from the Poudre into the Blank River or it will flow from the Blank River into the Poudre!"

There are "frog farms" in various portions of the world out of which their owners are reaping harvests of money. They are standing challenges to conventional common sense; they are marked examples of the inspiration to do the next best thing. When the frog hunter no longer could find his wild quarry for the supply of the market he turned, tenced in the marshes, and domesticated the creatures. He did the next best thing.

The ability to determine this next best thing in the business world is often the determining factor in marked successes. Thousands of men have started out in business or professional life to accomplish a certain measure of success in a definite line. Some barrier has arisen which could not be crossed. It served to inspire the next best thing in the hearts of the adventurers, and this next best thing has resulted in the attainment of unexpected successes beyond the original first hopes of these thousands.

The greatest problems in life continue to be expressed in the world's query, What is the next best thing? That "first" best thing will continue to be in the untried mind the easiest of determinations; it is on the rock of the "next" best thing that fortunes are wrecked or find foundations.

John A. Howland.

If You Are Well Bred.

You will be kind.

You will try and make others happy.

You will not be shy or self-conscious.

You will never indulge in ill-natured gossip.

You will never forget the respect due to age.

You will not swagger or boast of your achievements.

You will think of others before you think of yourself.

You will not measure your civility by people's bank accounts.

You will be scrupulous in your regard for the rights of others.

You will not forget engagements, promises or obligations of any kind. In conversation you will not be argumentative or contradictory.

You will never make fun of the peculiarities or idiosyncrasies of others.

You will not bore people by constantly talking of yourself and your affairs.

You will never under any circumstances cause another pain if you can help it.

You will not think that "good intentions" compensate for rude or gruff manners.

You will be as agreeable to your social inferiors as to your equals and superiors.

You will not sulk or feel neglected if others receive more attention than you do.

You will not have two sets of manners, one for "company" and one for home use.

You will let a refined manner and superior intelligence show that you have traveled, instead of constantly talking of the different countries you have visited.

You will not remark, while a guest, that you do not like the food which has been served to you.

You will not attract attention by either your loud talk or laughter, or show your egotism by trying to absorb conversation.—O. S. Marsden in Success.

All that glitters is not guilt.

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



GET AFTER THE MEN

Sell them one pair of good shoes and they'll always come back for another pair. That's the kind of trade that pays. The kind of shoes that make such trade is the

**BRADLEY & METCALF
\$2 NULINE \$2
GOODYEAR WELTS**

We make them in three leathers—Velour, Box Calf and genuine Kangaroo—in three styles, Bal, Blucher and Golf cut. We are the only manufacturers making genuine Goodyear Welts at \$2.00 per pair.

Bradley & Metcalf Co.

"Where Quality is Paramount"

201 East Water St., MILWAUKEE, WIS.

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

BANK ROBBERS.**Why They Usually Leave Big Vaults Alone.**

Merchants are robbed; the safes of country banks that carry a surplus of perhaps ten or twenty thousand dollars are often riddled by burglars. How is it that the millions quietly reposing within the doors of scores of banks in the larger cities are never attempted? For it is a fact that during the last twenty-five years no attack, successful or otherwise, has been made on any bank vault in the United States in cities of over 50,000 inhabitants. Most of the bank robberies occurring to-day take place in towns of 2,500 to 7,500 inhabitants. In the larger cities where the treasure really is no one even attempts to rob a bank.

Why is this?

Money can protect money. That is the whole secret. The country banks depend on safes costing perhaps a few hundred dollars; a great city bank spends perhaps \$150,000 for its burglar and fire proof vaults. And these vaults are proof. They are absolutely unassailable. The guarding of a bank's money has been reduced to such a science that a banker, having once taken the proper precautions, never gives the matter a further thought, although he have millions of dollars within his doors.

The fire proofing for a large vault can be constructed for from \$10,000 to \$15,000. It is the burglar proof steel lining that brings the cost of vault construction up to the six figure mark.

Think of a steel door weighing twelve tons or of a hinge alone weighing one ton! When that door consists of ten inches of drill proof steel, plate lapped on plate, do you wonder that even the most daring burglar has never attempted it? Such a great door usually has some four and twenty-two or three inch steel bolts which shoot out automatically in four directions as soon as the door is closed. The entire closing of the door is absolutely water tight. The closing has actually been tested one whole night under water. This closing is of the "tongue and groove" variety and the groove is packed with packing.

This formidable door is furnished with a time lock that can be set for any number of hours and that can not be opened until the hour for which it is set arrives. The door is furnished with perhaps three duplicate timers, so that if two should fail to work there would still be one to open the door.

Inside the great door a massive grating called the day grate gives access to the vault. To this chamber, which, with its four inch walls of drill proof steel, is worthy of Vulcan himself, only the active officials of the bank have entrance. Here are the tellers' safes, where they keep the money for the day's business. Here are bags of gold, \$5,000 in each, piled up like so many bags of buttons, each bag most securely tied and sealed. Here are packages of bills stacked up like bricks. The ones and twos in \$1,000 packages; the

fives in \$5,000 packages; and the tens and twenties in \$10,000 packages. The bills in each of these packages have been counted, tied up, and sealed by two persons in the presence of each other, so that the bank can guarantee the amounts as given on the labels without recounting.

Here, beside the tellers' safes, are compartments where the collateral received for loans to depositors is kept.

But this is only the outer division of the vault chamber; beyond is another massive grating dividing the vault into two rooms. No single official can penetrate to the inner shrine, and one of the two officials necessarily present must be a director of the bank. Here is the holy of holies, where repose the reserve funds of the bank—millions of gold and paper money. The reserve funds are kept in safes on which the locks are timed to open every morning, so that if necessary the bank tellers could have the money at a moment's notice.

The two divisions of the vault form really one chamber with walls of drill proof steel. The walls are drill proof, yet, as a matter of fact, the up to date burglar does not work with drills. A few sticks of dynamite, some nitroglycerin in a bottle, with alcohol, putty, candles, wire, wire nippers, and an exhaust pump are the principal items in his outfit. With these tools he often "makes an impression" on a small safe. But a single charge of dynamite heavy enough to open the joints of a big vault would wreck the whole building. Unlimited time, therefore, in which to work would be necessary to the successful wrecking of a drill proof vault by explosives. For it would be necessary to use a long succession of small charges; to work patiently at plate after plate and the conditions make this absolutely impossible. The reason such great pains are taken to make all joints water tight is to guard against the introduction of nitroglycerin, which has about the consistency of honey or common glycerin. Nitroglycerin is not effective unless it is inside the safe or vault.

The entire great steel room is made fire proof by being inclosed in brick, or tile, or cement walls, between which and the steel walls is an air space four or five inches thick. Air is a nonconductor of heat, and being interposed between the brick and the steel walls prevents the latter from becoming overheated. So perfect is the protection that even when a building has been destroyed the contents of the vaults within have remained unchanged. Several such instances were noted after the Baltimore fire last winter.

Notwithstanding these extraordinary safeguards against fire and thieves offered by these walls of steel and fireproof brick just described, the bank vaults are never left without human guards. All night three watchmen patrol the entire building. These men are required to set off certain signals in various parts of the building every half hour. The record of these signals is shown on an electric clock. If one watchman failed to make one

signal at the proper time the record clock would disclose such failure. Besides these ordinary signals there are alarm boxes near the vault door where the watchman can ring up the police, fire department, etc.

Even should three watchmen fail in their duty—something hardly to be imagined, since it would mean ruin to the men—there is an automatic alarm set off by any contact with the inner surface of the vault. So, if one can imagine the unimaginable and suppose the impossible, that by any means a thief could get through the walls or the door of the vault, the moment he reached the

inner surface a gong on the roof or in the street in front of the bank building would clang out an alarm that would be heard three blocks.

A still further piling of Ossa on Pelion is the insurance which all the large bankers carry on their depositors' money, stocks, bonds and other collateral.

Considering all these extraordinary safeguards which are commonly taken by a bank is it any wonder that, with the exceptions noted, no bank vault in the large cities has been even attempted during the last twenty-five years?

John R. Driscoll.

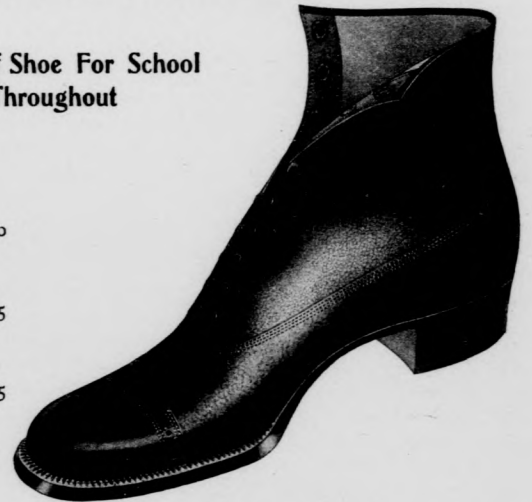
Not a Bad Shoe For a Good Boy**BUT JUST THE REVERSE****A Genuine Box Calf Shoe For School Boys--Solid Throughout**

No. 6512 Boys 2 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.

Oregon Calf Long Tap**OREGON CALF LONG TAP**

This is one of the most popular, practical shoes we make.

It is just that combination of a soft but extra durable upper with a heavy sole that a farmer or railroad man wants.

The tap on this shoe extends back to the middle of the shank and is a great advantage to the man who works.

RINDGE, KALMBACH, LOGIE & CO., LTD.**GRAND RAPIDS, MICH.**

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

BELTS AND BUCKLES.**Some New Things Now on Sale by the Jobbers.**

The past month has been a very good one for the belt men, but with the opening of this month the manufacturers and wholesalers expect to start this season in real earnest. Buyers have been waiting and watching the new things as they appeared without buying very heavily, but when September is fairly under way they will all be busy and happy as well.

Crush leather belts are in good demand, and are going well in all classes of trade. The very wide belts with the military buttons are in good demand. Belts which are at all exclusive in style have the call in the retail stores.

Although gilt will be good property this season, buyers are learning to be rather cautious as to the exceedingly cheap grades, and try to move their stocks as rapidly as possible. The higher grades do not tarnish as readily, although even these grades require good care if they are to appear their best in the eyes of the customer.

Fine Japanese leather belts are in good demand, and one house which makes a specialty of eccentric belts and fancy goods in general makes big displays of these belts, and they sell well, too. The designs are usually odd and highly colored, and the woman who is in search of a belt a bit out of the ordinary will naturally look at belts of this kind with admiring eyes.

The buckles on these belts are generally perfectly plain, although some numbers have ornate buckles, and they show up unusually well. The leather is so handsome that it seems almost like gilding the lily to put a handsome buckle on one of these belts.

The mourning belts this season are of the richest materials imaginable, and the buckles are made of the finest enamel, one particularly quaint one having a small brilliant in the center of a pansy flower.

The fabric belts show little change from the extreme summer style, the widths being much the same, and only gauged by the demand of the trade of the different stores. In places where the wide novelty belts have a good sale the buyer would have no use for conservative designs, and is diligent in his search for extreme styles, and this season he should have no difficulty in finding them.

Belts made of figured silks in the light and dainty tones make pleasing odd belts.

Fine buckles in rhinestones make a festive showing on the belts of the season, especially those of the light filmy materials for use with elaborate gowns for winter wear. These buckles are made up of fine stones, and retail for prices which are by no means low, although when the value is considered they do not seem disproportionately high.

The gilt fad is with us this season in a modified form, that is, the fine buckles will show a liberal amount of

the gilt, but in the extreme novelties rhinestones and enamel will be the correct things. Although buyers have had so much trouble with cheap gilt during the past year they are not in a position to complain as they insist upon the lowest prices possible.

Fine enamel and handsome designs are the order of the day, although enamel does not show its value to the inexperienced buyer. The veriest novice can see the value of gilt when skillfully worked out, but a fine enamel design will not make the show that a much inferior and cheaper article will do—the extra value being put into the workmanship.

Some gay filigree designs are to be found in the fine import lines, and bird and bug life seems to be the proper caper. A fine bumblebee with the wings of the filigree is one of the handsomest and newest designs brought over from the other side.

A broad belt made entirely of Eastern embroidery in white has a gold buckle set with turquoise matrix. This is a solid gold buckle, with a square center and two smaller squares on either side. In each of these squares is set a large cabochon of the turquoise, the largest in the center.

It should not be a difficult matter for the average buyer to select a line this season which would put him in a position to sell belts in quantities never before heard of. In the first place, both leather and fabric belts are good value, and they can be retailed for prices surprisingly low, so that they will move rapidly. The

materials are of good grade for low and medium-priced goods, while the high-class belts show material which only appeals to the people who understand value and quality.

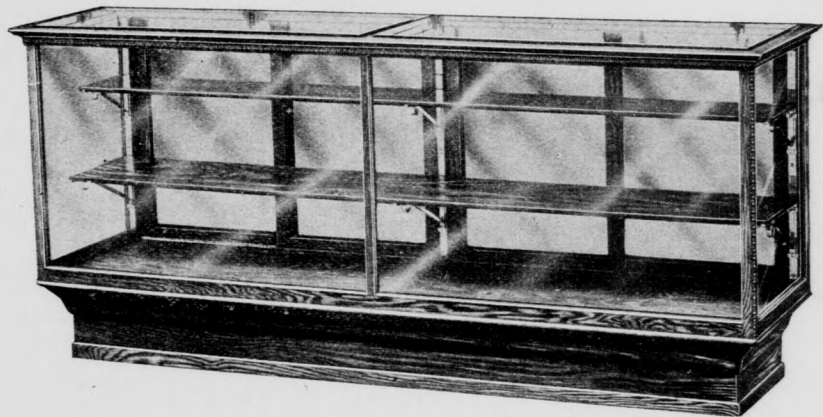
As a rule, there is a tendency toward greater simplicity in belts, and too much metal is not deemed the best of taste. The back-piece has gradually given way to the back-piece made of the fabric, and ornamented with rings or folds and shirrings of the material.

From Church Ushers to the Penitentiary.

In sentencing four youths to the penitentiary for life in Chicago the other day Judge Axel Chytraus took occasion to deprecate trades unions as breeders of crime. He declared that labor troubles seldom ended without some of the strikers landing behind the bars. This was marked by the fact that two of the prisoners were strikers when they began their career of crime, which included the murder for which they were sentenced. The four youths, Peter Dulfer, David Kelly and James and William Formby were known as the "bandit quartet." The Formby brothers were at one time ushers in St. Paul's Congregational church, the pastor of which, Rev. Dr. Parr, was present in court when Judge Chytraus pronounced sentence.

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

Don't Worry If You're In a Hurry



But send us the order for your case needs. We are equal to the task of filling your order on date of receipt for regular size cases from stock. You take no chances on dissatisfaction, for we take no chances on hurry-up jobs—regular work is made up for stock—each case being the embodiment of thoroughly kiln dried lumber—put together in a thorough manner—when it goes to the finishing department for treatment. Here, by the use of the highest grade varnishes and finishing materials, in the hands of men who know their business, and ample time, we produce the life-time finish characteristic of our cases. Right now we're in position to send you on a day's notice any regular size case you may need, and give you seasoned work. In other words, we can fill your order same day as received.

Don't court disappointment. Write us your needs today—return mail will bring our catalogue prices. Receipt of your order means prompt shipment.

GRAND RAPIDS FIXTURES CO.

Original Show Case Factory of Grand Rapids

140 SOUTH IONIA STREET,

GRAND RAPIDS, MICHIGAN

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

CLERKS' CORNER

Attention to the Personal Needs of Customers.

Have you ever thought of the advantage to yourselves and to the stores in which you work of always attempting to assist the customers in some manner by suggestions of information regarding the goods being sold? I don't mean the attempts of the mouthy kind of clerks to tell all they know in the first five minutes of conversation with a customer, and a little later attempt to tell some more stuff they don't know. It won't help you or the store to spread information thick and sticky, like a coating of molasses, everywhere you move and on every one who has a conversation with you, but you can aid everybody concerned by having your wits about you and making suggestions to a customer or offering information that may be of value to her. There is no cause for putting it in such a way that it may offend, if she already knows it, for it can be told, always, in such a way that no one can take offense, and most people will be glad to know what you have to tell.

Suppose you have sold a customer something in silverware, either plated or sterling, and something has been remarked about the liability to tarnish. When wrapping the goods,

or making change, you can say to the customer that a small piece of camphor gum put in the box where silverware is kept will prevent it from tarnishing; and that the gum can now be purchased in very convenient compressed tablet form at most drug stores. Not one housekeeper in fifty knows anything about that, and the chances are that she will go home and tell all her neighbors what you said, with the result that your silverware and yourself will be much discussed in the next two or three weeks.

Another customer is desirous of purchasing some delicately dyed material in silk or wool, but hesitates because it is so delicate and the liability of soiling and spoiling the garment is almost too much to persuade the sale. Tell such a customer that she need have no fears of a catastrophe, for the goods, no matter how much soiled, can be soaked for an hour or two—longer, if necessary—in clean gasoline, squeezed lightly through the hands, drained and hung in the wind to dry, without harming fabric or color in the least; the gasoline will not remove wrinkles, nor will it cause any more, the fabric coming out of the bath in exactly the same shape as it went in. Tell the customer there is no danger, excepting that the gasoline will destroy rubber tapes or shields that may be in the garment, and it is best to remove them before cleaning. Few people know that, and most people will thank you very much for the information, consenting to the pur-

chase of more delicate goods, when once convinced by trial of the possibility of cleaning them so easily.

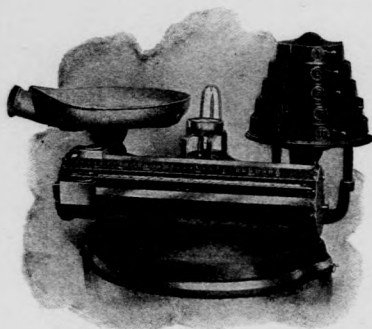
If you will say to the customer who buys a pair of kid gloves and remarks that the stitching soon wears, and it is difficult to mend neatly, that a fine cotton thread will work much nicer than silk and will not cut the fine leather so quickly as the ordinary sewing silk, which is twisted hard, you will have helped that customer and she will remember the information a long time, to your credit. Remark, too, that strong cotton thread will always hold on a button better than silk or linen, wherever it is possible to use cotton. The customer may already know that, but if she doesn't, she will be glad of the information and be willing to try it.

These are only a few of the helpful little hints you can throw out to a customer at times when you feel sure the customer will be glad to hear them. You must use tact and good judgment, for not every customer will thank you, although there are mighty few people who will be offended at anything of that sort when pleasantly told. On the other hand, don't tell anything for a fact unless you are sure of what you tell. Keep your eyes and ears open for such things and train your memory to have ready any hints regarding any goods that may be of use to customers. Use your information with carefulness and good judgment, and use it only to help along the business. When you do that you are helping yourselves every time.

It is not always the information that has the greatest amount of money-worth attending it that is the most valued. A woman will think as much of something that will assist her in her every-day duties as of something relative to the best way to care for her sealskin coat or her taffeta dress. But it is not my purpose to urge you to dip into matters worth many dollars; I just want to tell you the value of little hints that are worth something and which will be as carefully remembered for their source as though they represented the entire value of a customer's wardrobe.

Then there are little attentions to the personal wants of customers, that not one clerk in ten thinks anything about or attempts to put into practice. A farmer's wife comes into the store after a long ride in the cold air, or perhaps after having been caught in a rain storm. She knows she is welcome to sit on a stool, that she can pile packages on the counter, that she can remove her wet wraps and place them where she pleases—that she can do a dozen things if she wants to. So do you know it, and that is the reason you think nothing about it.

You don't ask her if she won't let you take her cloak or shawl and hang it where it will dry a little; you don't offer a chair by the fire instead of the stool she takes; you don't suggest to her that you will clear a space of counter for her to lay her bundles, and tell her that she can bring all her purchases into the



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.

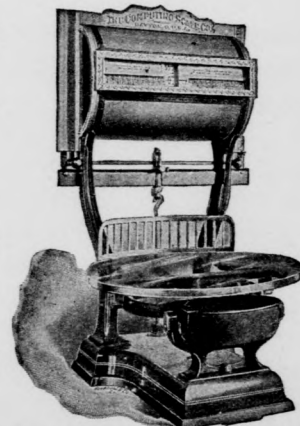
We build scales on all the known principles: Even Balance, Automatic Spring, Beam and Pendulum, all of which will

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

store and stack them up there; you don't offer to run out to the wagon and get that basket of eggs she forgot. You don't do any one of a dozen acts that would make her smile and feel much relieved, even although she protested and even although she would probably refuse to be accommodated by some of them. You have never been in the habit of it, and you don't think anything about it.

There is a certain danger in being too polite and too insistent on accommodating acts, but the danger is not one-tenth as great as that of not doing enough. It costs nothing to be polite, and few people are cranky enough to resent an act of the sort on the part of a clerk. Even although they may protest, they are secretly pleased at the attention. The best clerk I ever knew—mind you, I say the best clerk I ever knew—was of the kind who had a word of personal enquiry for every customer and some act that made the customer feel that it was done for her benefit alone. He often blundered, but he was a quick-witted Irishman and was always able to extricate himself from the difficulty and turn the laugh on himself, if it would clear the situation. He was polite and solicitous to the wife of the town scavenger as readily as to the wife of the county judge, and he made both feel that he meant his attentions in the best of spirit—and I believe he did, almost invariably, for he has told me that he valued the good opinion of Mrs. Monohan as highly as that of Mrs. Van Dyke.

His memory was excellent, but I have known him to enquire after the health of the baby of a young woman who was not married, and then extricate himself by begging her pardon and adroitly finding out that it was really the baby of a sister or a cousin that he meant. Not once did I ever know a customer to be offended for any such reason for the fellow's manner always indicated sincerity. He could recall the names of almost all the customers who came to the store, and if he happened to fail, he found some way of discovering the name before the customer left.

He did not pick up his characteristic by the roadside, nor was it entirely natural, although he was a very genial and companionable fellow, but he schooled and trained himself in it for a number of years. People would sit for a long time and wait for him to get through with customers, when other clerks were not busy. He did not hold them by means of cut prices, nor by sop gifts, but merely through the attractions of his manners. Customers would say they preferred him to wait upon them because he was always so "jolly." And although he did "jolly" some people, he had tact enough to know where it would work and where common-sense talk must lead.

Of course, he had to couple his manners with a good knowledge of goods and a surprising quickness at work. When the store was full of customers he would talk fast and work faster, would get hold of a customer's wants and have her money almost before she had time to think

what was going on. When there were few customers, he had the faculty of hanging on to a customer without tiring her, and selling her much more than she intended to purchase. All this was the result, very largely, of self-training, under the belief that he could make himself agreeable to everybody, and also under the belief that a clerk must not be a chooser of the people upon whom he waits in the store, for the reason that it is the money for the goods that is desired rather than a select parlor party.

Improvements in salesmanship and the general pleasing of the public are not accomplishments that can come by mere contact. A clerk must work and must train himself. How soon, think you, would a man become an efficient bricklayer if he should sit on the sidewalk day after day and watch the men at work on a new building? He might catch on to many of the tricks and manipulations in theory, but when he should attempt to take the trowel in hand and do the work, he would find himself a very poor executor. The same is true of all these points given you, and all these things talked about; unless you attempt to put them into actual practice and learn how to use them as well as how they should be used, you will find yourselves sadly lacking in executive ability.

What retailers want is not clerks who have excellent theories of business, but clerks who know the right things to do and have the ability to do them.—Drygoodsman.

The Manufacture of Shoe Blacking.

Shoe blacking is one of the interesting features of the shoe trade. Large quantities of it are used, for shiny shoes are more necessary in business and society to-day than ever before. Material progress has been made in the manufacture of blacking and in shoe shining. To-day every city and town has boot black parlors, with thousands of patrons, who pay a nickel or a dime for a shine. But it wasn't so long ago that people took down the lump of mutton tallow from the kitchen shelf every Saturday evening and gave their high boots a Sunday shine that lasted for the week. Even shoe blacking is getting to be old fashioned, and those people who still continue to shine their own footwear now use self-shining polishes or friction dressings. The old-fashioned blacking was often made of molasses and lamp black, a little oil and some muriatic acid. A good shine from this blacking depended upon a good muscle, and the harder the shoe was rubbed with the brush the more it shined.

But with the advent of the rapid transit era people began to demand a rapid self-shining blacking, and the blacking manufacturers put on to the market what they called luster dressing. This was made of alcohol or ammonia, in which were dissolved shellac and a coloring matter. This dressing was spread on shoes, and as the ammonia and alcohol evaporated the shellac remained on the shoe and gave the leather its shine. It is said

that nitro-benzol was used in some of these luster dressings, and that it has caused several deaths, nitro-benzol being a poison. In the case of a Toledo (O.) young man it was claimed that the nitro-benzol penetrated his shoes and stockings and got into his system, causing his death.

Another fault found with the luster dressings was that the acids in them ate into the leather and injured it, so enterprising manufacturers began to look for something better and next produced the cleanser and the friction paste. The cleanser was used to remove stains and dirt, and the paste polish, made chiefly of wax, was applied and rubbed briskly to a polish. But people complained that they had to rub their shoes twice in using this cleanser and friction paste, so blacking men combined the two and made a friction dressing which is much used to-day. This dressing is made of simple waxes, dissolved in acids, and colored, sometimes with nigrosene. It both cleans and polishes the leather with one application, and it is easy to use.

Although shoe dressings are cheaply made, the best costing only from \$1 to \$1.50 a gallon, yet many deceptions are practiced to cheapen the cost. In some cheap polishes common yellow soap is used instead of wax, and kerosene and wood alcohol are used instead of the pure alcohol, as a solvent. The cheap polishes quickly spoil shoes, while the high grade polishes do much to preserve the leather.—Shoe Retailer.

Con the Conductor



Con the conductor, don't try to con him. He's on the rear platform, Oh, ain't it a sin?

Your nickel he'll take with a cold, icy stare,

One for his company, the next one his share.

He jumps on and off the cars with delight,

He relies on his HARD-PAN shoes that are right.

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.

Bought Out an Entire Jobbing Stock of Shoes

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

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

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

Waldron, Alderton & Melze

Wholesale Shoes and Rubbers

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



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 24—There is a difference of opinion between buyer and seller of coffee, and as a result there has been precious little business done this week in the article. Sellers are stoutly adhering to rates, and buyers seem to think it is a game of bluff, so they are taking only small lots and awaiting the turn of events. There is an unmistakably strong undertone and quotations have tended to a higher basis. At the close Rio No. 7 is worth in an invoice way 8½c. In store and afloat there are 3,488,810 bags, against 2,612,739 bags at the same time last year. Receipts of coffee at Santos and Rio from July 1 to Sept. 22 amount to 4,050,000 bags, against 4,329,000 bags at the same time last year. There has been more activity in mild sorts and firmness characterizes the situation all around. Good Cutaca is held at 9½@9¾c and 11½c for good average Bogotas. East Indias are firm at about unchanged rates.

There has been a pretty active market for sugar all the week. The strong tone of raws has been reflected in the refined article and some good business has been done in withdrawals under old contracts, while new business has also been more "in evidence" than it was last week. Prices are very firm and are likely to remain so.

Quotations of teas remain without change, but there is a better feeling and more business is being done week by week. There is, of course, still room for improvement in the range of values, but it is hardly likely any striking change will come this season.

Some improvement is to be noted in the rice trade and holders are inclined to be chary in making any concession. Mills are unwilling to sell at prevailing rates and the chances are that before long there will be some advance. Prime to choice domestic, 3¾@4c; Patna, 5@5½c.

Every article in the line of spices is held at firm rates. Demand is as good as might be expected, supplies are moderate and the situation generally is in favor of the seller.

With the approach of cooler weather there is a steady improvement in the call for the grocery grades of New Orleans molasses, and in the aggregate the volume of business has been very satisfactory. Orders have come from both local and out-of-town dealers and as supplies are moderate the situation is firm. Low grades are in light supply and the demand is quite active.

More interest is shown in canned goods now that frost has brought canning operations to a sudden stop in Maine, New York and some other sections, and quotations of toma-

atoes made a week ago will soon be obliterated. Corn is likely to be a very short pack now in the East, but this will simply be the gain of the West. Prices are about the same as last noted, but with an "upward tendency."

Dried fruits have been rather demoralized until within a few days, when more interest seemed to be shown, and at the moment the situation is more encouraging than for some time. This is especially true of prunes, which have been so long neglected.

There is a better feeling in the market for butter and fancy Western creamery shows a slight advance under the influence of more active enquiry. At the close 19½@20c are the established figures. Seconds to firsts, 16@19c; imitation creamery, 14@16c; factory, 13@14c, the latter for early makes; renovated, 13@15c.

A better feeling prevails in cheese, and at the close small colored fancy full cream New York State stock is well held at 9¾c, with the market not overabundantly supplied and the general tone in favor of sellers. Large cheese is in limited supply and held at 8¾@9¾c.

Arrivals of eggs have fallen off, but there is no dearth of supply and the situation is about as last reported. Demand is very small and the outlook is for a continuation of present conditions. Fancy selected Western, 22@23c; average best, 20½@21c.

Some Odd Occupations for English Butchers.

It has become the practice now-a-days to keep many irons in the fire and to sink one's capital in no isolated venture, but parcel it out in a variety of concerns, so that if one fails surely the others, or some of them, will recompense us. Just as those who have money to invest adopt this plan, so does many a country butcher rely upon no one undertaking to swell his banking account. I do not know why it should be so, but all tradesmen in the town have a certain unwritten etiquette and a certain amount of pride—as to whether or not it is proper pride I say nothing—which prevents them from entering into any dealings or speculations except those strictly appertaining to their own particular business. Sometimes this rule is broken through, and we find drapers becoming bootsellers, and bootsellers going in for furniture, furniture dealers in turn becoming pot dealers and ironmongers. This sort of thing is becoming more common every month, and so far as the town is concerned the butcher seems to be the only tradesman to have held aloof from this combining of trades. No doubt in time we shall discover him pressing a lady who has just bought a pound of chops to purchase a phonograph, or should he have turned a literateur and gone in for the latest sensations in the world of books, he may be persuading some young man (whose mother has not yet paid for last week's meat and dare not come herself) to buy a heartrending story of "How I Became a Vegetarian and Was Starved."

I am not a tradesman, so can not look at the matter from his standpoint. Were I a butcher I would want to make money by any legitimate means possible, regardless of the occupation of those around me, and if, as a butcher, I could add to my income by retailing picture postcards, motor bicycles or butter-scotch—indeed, almost anything but chipped potatoes, which smell nasty and stamp a shop as having deteriorated—I would stock them, regardless of the scowls of my neighbors, and

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.

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, 1217

The Vinkemulder Company

Fruit Jobbers and Commission Merchants

Can handle your shipments of **Huckleberries** and furnish crates and baskets

Grand Rapids, Michigan

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

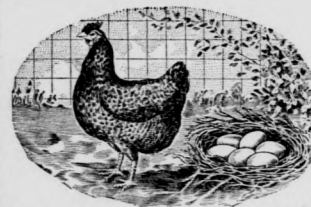
We are distributors for all kinds of **FRUIT PACKAGES** in large or small quantities.

Also Receivers and Shippers of Fruits and Vegetables.

JOHN G. DOAN, Grand Rapids, Mich.

Bell Main 2270

Citizens 1881



Wanted

Daily
Shipments of

Poultry, Eggs and Butter

It would pay you to get our prices or telephone us at our expense.

Both Phones.

Lansing Cold Storage Co., Lansing, Mich.

WANTED

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

S. ORWANT & SON, GRAND RAPIDS, MICH.

Wholesale dealers in Butter, Eggs, Fruit and Produce.
References, Fourth National Bank of Grand Rapids and R. G. Dun.
Citizens Phone 2654. Bell Phone, Main 1885.

the lack of analogy in my wares. I am not a tradesman, however, and therefore can not speak with any authority on this matter or look at it from a business standpoint. A good deal has been said of late years about living for others, and not thinking of oneself. Some day we shall be angels—or, at any rate, some of us—and we have not to worry about the £ s. d., and where the rent and gas bill wherewithal is to come from, we may pause and consider someone else, but I am thoroughly convinced that with everyone in this world who has his livelihood to earn, No. 1 and No. 1's wife and bairns are the chief consideration, and if you asked me I should say, in spite of the prating about living for others—rightly so. Hence, if you are not making money quickly enough by your own business, add another to it; it is a free country, and you may lay your bottom dollar on it, if it didn't require a man with a nice judgment and some considerable experience a butchering department would long since have been tacked on to chemists, sewing machine and ladies' hat shops. The moral is charity begins at home.

What the town butcher has hesitated to do, his country brother has been doing for long—i. e., making money by any possible fair means. And here I come to the real point and subject of this article—i. e., the remarkable combinations of occupations which some of our rural butchers—I think particularly in Yorkshire—engage in. Away down in the lovely valley of Farndale, through which runs the River Dove, closed in on both sides by towering hills now purple with heather, resides one Joseph Mortimer. Joseph has lived in Farndale for many years, and is one of its most respected inhabitants. There are only two butchers in the whole dale—and it is by no means a small one—both of them are enthusiasts of the hound and the horn, and one of them is a committeeman of the Farndale Hunt, on which authority the present writer has the honor of sitting. Now Mr. Mortimer, in addition to being a butcher, is the landlord of the Feversham Arms Hotel, and in addition to holding the license of this excellent inn, he is also a farmer, and in addition to this he acts as a barber, and if I mistake not he is also a cobbler—surely, then, we may say he is a man of many parts.

One great writer said, "It is better to say this one thing I do, than these forty things I dabble in"—and he was right. Let it not for one moment be thought that these extra occupations are merely dabblements. They are nothing of the kind, they are taken as serious adjuncts to the business, and my old sporting friend, Mr. Mortimer, has only recently added to his farm a considerable amount of land in the lovely Yorkshire dale so rich in lore and legend and so varied in its scenery. En passant it may be mentioned, even if incongruous to the point at issue (for it is my aim to interest my readers and not to stick hard and fast to my title). Farndale is liable any and every winter to be snowed up for several

weeks. It is nine or ten miles from the nearest railway station and telegraph office; there is no doctor in the dale, and no locomotive can get into it because of the fearfully steep descent from the mountains. Amid these peaceful surroundings there have been several centenarians, the last of whom—Joe Duck—lived to be one hundred and four, and went out fishing at one hundred.

So much for Farndale. Further in the open country, where butchers do not lead quite such an isolated life, the gentlemen of the blue coat also have many irons in the fire, and at least 12 per cent. of rural butchers have a passion for horse dealing. I have bought horses from butchers—good horses, too. Many of them are excellent judges—for instance, Mr. Armstrong, of Stockton, who keeps a small shop in one of the least busy portions of that town upon the Tees. Perhaps I am not perfectly truthful when I call him a country butcher, but his very appearance smacks of the country, and he is a "country-bred un." He deals considerably in horses, just as his namesake, Fred Armstrong, of Ingleby Greenhow, a pretty little village some few miles distant, does. It is a well-known fact that one rarely finds a man who is both a good judge of a horse and a food beast, nor is it often we find men who are interested in the twain; either "they love the one and hate the other," or are extraordinary persons. Yet, many butchers do buy and sell both, and horse dealing among butchers is quite a recognized thing. Many of them, of course, buy a good-looking youngster or two and break them in themselves, run them in their traps, make them quiet and handy, and sell them for twice the amount they gave for them. They attend horse fairs both to buy and sell, and are continually chopping and changing.—London Meats Trade Journal.

Only Time His Name Was Mentioned.

Jim Webster was being tried for bribing a colored witness, Sam Johnson, to testify falsely.

"You say the defendant offered you \$50 to testify in his behalf?"

"Yes, sah."

"Now repeat what he said, using his exact words."

"He said he would give me \$50 if—"

"He didn't speak in the third person, did he?"

"No, sah; he took good ca'h dar dar were no third person 'round; dar was only two—us two."

"I know that, but he spoke to you in the first person, didn't he?"

"I was the first pusson myself."

"You don't understand me. When he was talking to you did he say, 'I will pay you \$50?'"

"No, sah; he didn't say nothin' 'bout you payin' me \$50. Your name wasn't mentioned, 'cepting he told me ef eber I got into a scrape you was the best lawyer in Grand Rapids to fool de jedge and de jury—in fac', you was de best in town to cover up rascality."

For a brief, breathless moment the trial was suspended.

Comfort Produce Company, shippers of butter, eggs and poultry and manufacturers of fancy creamery butter, Bad Axe: We feel that it would be impossible for us to do without your paper, as we deem the information given every week very reliable and a great help to every business man. Please find enclosed our renewal of subscription.

Clever woman can pull the wool over even the yes of a bald-headed man.

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.

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

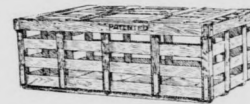
Sold only in bottles bearing our address



FOOTE & Jenks
JACKSON, MICH.



Poultry Crates



These crates are positively the lightest, strongest and best on the market for poultry shippers. They are made of seasoned elm, 3-16 inch thick and put together with cement coated nails, which makes them the strongest and lightest for handling, effecting a great saving in freight and express charges. We will build these crates any size desired. Prices on application.

Wilcox Brothers, Cadillac, Mich.



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

WILL HE MARRY?

Conundrum Which Confronts the Restaurant Cashier.

Written for the Tradesman.

There is a pretty little romance in which I am greatly interested, and the outcome of which I am wondering much over.

It is about a tall slender Diana of a girl. She earns her living, does this young woman, by occupying the position of cashier in a certain restaurant in a town contiguous to Grand Rapids.

I can't remember ever to have heard anything about her parents, so can not state whether they are alive or no. At any rate, this girl does not live at home, but has a room of her own with a respectable family in one of the large old houses that used to belong, years ago, to one of the old families of the town. She pays \$2 per week (in advance) for room rent, and takes her meals at the place where she earns her bread and butter and jam.

As I said, the young lady is tall, and is always referred to as a "very pretty girl." Her hair is light—a golden tint—and she does it up becomingly in a loose fluffy mass on top of her head. Little tendrils caress her temples lovingly and the peachy complexion is a delight to contemplate. She blushes easily and her intimate friends are always teasing her, so as to see the red mount in her cheeks. Her features are regular, her mouth is Cupid's own bow, her eyes are big, deep blue and innocent and above them is the strange part of her face: With all her blond coloring she has a pair of arched eyebrows as black as the darkest night in Egypt. Not that I know just exactly how black the darkest nights in the "haythen" country really are, but anyway the expression sounds darker than anything else I know of. So we will let it go at that.

The black brows always attract people's attention and command for this young girl always a second glance, if not more than that. Her expression is very sweet and her manners have the grace that many a society girl might envy.

This young woman is really above the work at which she is now employed; but the work is honest, the position one of responsibility and the pay good. She has been in this restaurant for four years, now, and the proprietor often and often is heard to declare that he "couldn't keep house without her." Many times when he is called away at night the girl takes care of the cash and herself closes the restaurant, at 12 o'clock! The street car which passes the house where she sleeps is but a step from her place of business, so that, fortunately, she has a reasonable assurance of safety in getting, so late at night, to the place she calls home.

There is a certain childless couple who have taken an interest in the heroine of this little sketch. The girl has fallen in with them during the past year, and there is just the slightest prospect that the friendliness

begun within the twelvemonth may ripen into something of advantage to the young girl—I mean in the way of a permanent home.

A favorite niece of theirs lived with the couple for years. Her people were not living and they took her to their hearts and home and did for her everything they would have done for an own, and only, child. But two years ago the girl, whom they had come to regard as the apple of their eye, sickened and died after an illness of but short duration. Their hearts were broken.

By and by Chance guided their footsteps to this restaurant, where they met the young girl serving as cashier. A mutual liking sprang up at once between the older people and the girl, which finally resulted in an invitation to "come up to the house some evening," which was delightedly accepted.

One thing led to another, until now she is the most welcome of guests in the pleasant home. The lady of the house has given the cashier a number of pretty dresses that belonged to the worshiped niece, and has extended to her any number of little, and larger, kindnesses. For instance, the restaurant cashier has a pronounced talent for music and the elder lady insisted that the younger one should come and take lessons on the piano, so long silent. The distance between the place and her own room is not far, so the cashier was only too glad to accept the offer.

The aunt of the dead girl is still so heart sore over her loss that she can not bring herself, yet, to ask the cashier to take the place of the other girl, but mutual friends of the parties think that even that will come in time.

And now comes the Young Man on the scene!

The cashier and a young lady friend of hers about three or four weeks ago attended, with a young gentleman friend, a dance at a nice club house in the vicinity. The Young Man was introduced to the two girl friends. He danced with them both several times, but seemed to take especially to the pretty cashier. He not only danced much with her but "sat out" as many more dances in a secluded cozy corner, where rapid advances were made toward a pleasant acquaintanceship. The other fellow took the girls home, of course, but not before the Young Man had asked permission to call on the cashier.

The girl could not receive him at the house where she rooms, and anyway she wished to make enquiries about him before she would permit the Young Man to call on her. So she put him off with some excuse—she expected to go out of town, which was true but she didn't know just when.

Two weeks later the four young people again were thrown together at the same place of dancing. In the meantime the cashier had made investigation as to the Young Man's character and occupation and had found both to be excellent, in the

opinion of those who ought to know.

This time the Young Man seemed more smitten than before and would not take "No" for an answer to his second request to be allowed to call.

The girl was afraid the Young Man would "look down on her" if he discovered her occupation and the fact that she had no home in which to receive him and in a fit of embarrassment told him he might call on her such-and-such an evening, naming the address of the couple who had taken such a liking to her!

She put the time far enough off to allow her a chance to arrange with the elder lady for the evening the Young Man should come to see her.

Well, everything passed off merrily when he came. The pretty cashier played and sang for him and her bewitching ways seemed to charm him more than ever. He invited her to the next dance, which invitation she saw no reason for refusing. She called the people of the house in before the Young Man left, and they both were more than pleased with the caller.

I forgot to mention that the young cashier had dropped into the way of calling her benefactors, "Mother" and "Father;" and so now, when she introduced the Young Man to them, she used those titles. The latter, in acknowledging the introduction, quite naturally called them by the name of the pretty cashier!

The older people at once saw how matters stood and, wishing to "help things along," did not explain the situation.

The young lady has kept one of the "party dresses," given her by her friend, at the latter's house so she can dress for the evening there at any time.

Well, to make a long story short, the Young Man called at the friend's house for the cashier when he accompanied her to the "next dance," and, of course, brought her back there after it. This was followed by several more calls and an invitation or two to the theater. Always he came for her at the friend's house, and each time the friend had had her stay there all night.

Now, that pretty cashier is in a "peck of trouble" over her rashness in not "explaining" to the Young Man, at the beginning, her position in the restaurant and the fact that she is homeless. Every day she fears that he may drop into the place where she works and "discover her," and she is afraid that in some way he will become acquainted with the fact that those friends are not her "real folks."

"If he does find me here, I shall die—simply die!" she wailed to the girl friend who was with her when she first met the Young Man. "I just know he will regard this as a humble position, and then he'll find out my friends are not my parents. I don't know what to do—what to do! I've got so I care for him a whole lot"—this with a vivid blush—"yes, a whole lot, and every time a man comes in here to eat I look up quickly to see if it is he! I'm getting so

nervous over this condition of affairs that I believe I'm losing flesh. It's 'all up' with me if he finds me here!"

But her young lady friend thinks that, if the Young Man is the sensible fellow she takes him for, he will think just as much of the cashier as if he were a nobleman and she a "peeress of the realm."

I? I am waiting to hear from her young lady friend how the little love story "turns out." The girl in the restaurant has a good education, and, as I have said, is fine looking. The Young Man is a fellow of exemplary habits, has an excellent position in a wholesale house, and I am in hopes to hear that the acquaintance will result in a love match. H. S.

Advantages of the Mechanical Trades.

It is one of the standing surprises of our social system that the advantages of the mechanical trades as a career seems to appeal to but a comparatively small proportion of American youths. Possibly the artificial barriers which have been erected by certain labor unions may deter some boys from seeking to enter those trades. But this is evidently not the only reason for their apparent unwillingness to engage in skilled manual labor. Those who are interested in manual training institutions complain very generally that parents, even of the poorest classes, often object to their children being taught to work with their hands, preferring that they should study along commercial lines, under the mistaken idea that there is not only more dignity in clerking and kindred occupations than in the practice of a handicraft, but also more money. Nothing could be wider of the mark, as regards the youth of average qualifications and surroundings. On the one hand, in taking up the role of a clerk, he enters a field which has always been and always will be overcrowded, while on the other, by learning a trade, he equips himself with an unailing means of livelihood, for, in our rapidly growing country, there is room for an almost unlimited supply of good workmen. Possibly the young clerk may secure more wages to start with than does the young mechanic, but to nine out of ten clerks the day comes when, grown older, they find they have reached the limit of their opportunity without having secured even a competency, much less anything like a leading position in the community. But while the young tradesman may possibly have had to undergo the grind of hard work on a small income during the first few years of his career, he can, with diligence and persistence, secure for himself steady and well paying employment, with the prospect of early independence and a position, when he shall have reached the upper rungs of the ladder of his calling, such as but a small proportion of his clerking confreres can hope to aspire to. The pecuniary advantages of the skilled workman, whose moral and mental qualifications are sound, are infinitely superior to those attaching to the ordinary run of clerkships. But, above

and beyond this, there are when rightly considered, a dignity and a satisfaction in skilled manual labor which do not exist to the same degree in the occupations to which so many young Americans are devoting themselves because in them they can wear nice clothes and enjoy the luxury of clean hands and linen. It is unfortunate that such distorted views should exist among our American youths today, and those who shall endeavor to disabuse the mind of the rising generation of these false ideas will be conferring a real benefit upon them, as well as upon the public at large, for a skilled mechanic is a valuable citizen of any country. Doubtless the adage, "There's always room at the top," holds true of every calling, but it is also true that the "room at the top" is apt to be much more spacious in the mechanical trades than in the general commercial field, in proportion to the number of candidates for its occupation.—Metal Worker.

Recent Business Changes Among Indiana Merchants.

Bloomfield—Lehman & Faucett, grocery dealers, will be succeeded by Lehman & Cornett.

Bloomington—The grocery business formerly conducted by George M. Whitaker will be conducted in the future under the style of the Whitaker Grocery Co.

Evansville—The E. K. Ashby Bicycle Co. is succeeded by the E. K. Ashby Co.

Fort Wayne—Aurentz Bros. will succeed to the grocery business of S. A. Aurentz.

Greencastle—W. A. Beamer has purchased the plumbing and heating business of Chas. A. Werkhaff & Co.

Indianapolis—Wm. W. Scoville has purchased the business of the Gaden Manufacturing Co., manufacturer of head linings.

McNatts—Smith & Jones have purchased the grocery stock of Lenley Jones.

Odon—J. C. Straw has purchased the drug stock of Ziba Webster.

Rising Sun—Green Bros. have sold their dry goods and grocery stock to Wm. M. Green.

Sheridan—Hare & Hodson, grocers, are succeeded by W. L. Hare.

South Bend—Smith & Co. will succeed to the grocery business of Werner & Smith.

Thornton—N. F. Richey has purchased the hardware and implement business of J. E. Leatherman.

Logansport—Oscar A. Means, druggist, has filed a petition in bankruptcy.

New Haven—Henry W. Rathert, druggist, has filed a petition in bankruptcy.

South Bend—The Sandage Steel Skin Co. has filed a petition in bankruptcy.

Her Ideas.

Mother—You say you didn't let him hug you? Why, Ethel, I was sure I saw you hugging him.

Ethel—Well—er—I thought if I only squeezed him real hard I might make him let go.

Little sins never stay small.

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.	oz.	Per
	Powder	Shot	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 1/2	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			
Jennings' genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	6 50		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. S. Steel	7 00		
First Quality, D. B. Steel	10 50		
Barrows			
Railroad	15 00		
Garden	33 00		
Bolts			
Stove	70		
Carriage, new list	70		
Plow	50		
Buckets			
Well, plain	4 50		
Butts, Cast			
Cast Loose Pin, figured	70		
Wrought Narrow	60		
Chain			
1/4 in. 5-16 in.	3/4 in.	1/2 in.	
Common	7 c.	6 c.	4 1/2 c.
BB	3 1/4 c.	7 1/4 c.	8 1/4 c.
BBB	3 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			
List 12 13 14 15 16. 17			
Discount, 70.			
Gauges			
Stanley Rule and Level Co.'s	60&10		
Glass			
Single Strength, by box	dis. 90		
Double Strength, by box	dis. 90		
By the Light	dis. 90		
Hammers			
Maydole & Co.'s, new list	dis. 33 1/2		
Yerkes & Plumb's	dis. 40&10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3.	dis. 60&10		
Hollow Ware			
Pots	50&10		
Kettles	50&10		
Spiders	50&10		
Horse Nails			
Au Sable	dis. 40&10		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanese Tinware	30&10		

Iron	
Bar Iron	2 25 c rates
Light Band	3 c rates
Nobs—New List	
Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis
Metals—Zinc	
600 pound casks	7 1/2
Per pound	3
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
Casters, Bed and Plate	50&10
Dampers, American	50
Molasses Gates	
Stebbin's Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10
Common, polished	70&10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27.	10 80
"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
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
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, '86	dis 50
Sash Weights	
Solid Eyes, per ton	30 00
Sheet Iron	
Nos. 10 to 14	33 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	6 00
Second Grade, Doz	5 50
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	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Baxter's Adjustable, Nickeled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70&10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	52
10 gal. each	66
12 gal. each	78
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 10
Jugs	
1/2 gal. per doz.	60
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per Gross. 4 00
Quarts	4 50
1/2 Gallon	6 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each chimney in corrugated carton	
No. 0 Crimp	1 80
No. 1 Crimp	1 78
No. 2 Crimp	2 78
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 51
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 (85c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 38
2 gal. galv. iron with spout, per doz.	2 20
3 gal. galv. iron with spout, per doz.	3 10
5 gal. galv. iron with spout, per doz.	4 05
3 gal. galv. iron with faucet, per doz.	3 70
5 gal. galv. iron with faucet, per doz.	4 68
5 gal. galv. iron with faucet, per doz.	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	7 75
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.	60
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dz. e'ch	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/8 in. wide, per gross or roll.	25
No. 1, 1/2 in. wide, per gross or roll.	30
No. 2, 1 in. wide, per gross or roll.	45
No. 3, 1 1/2 in. wide, per gross or roll.	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50

DRY GOODS

Weekly Market Review of the Principal Staples.

Silks—The silk market at the present time is in exceptionally good condition. It is not only healthy now, but the prospects are bright for the future, not only for the immediate future concerning the fall and winter, but also for the remote future, including spring and summer of 1905. The proof of the excellent trade in silks during the year 1904 to the present time is seen in the prevalence of the silk costume. At the present time the visitors in the silk stocks are many, and they are buying with freedom that is very encouraging to the silk trade. Every indication points to a marked improvement in the sale of silks over those of a year ago.

Dress Goods—The call all through the line of dress materials is for lightweight fabrics. The dress goods lines have never shown so many lightweight materials as they are showing at the present time and will show this fall. One of the interesting features of the dress goods market is found in the large number of lightweight materials which are in demand. Broadcloths are so light in texture as almost to lose their identity. This is true of every dress goods fabric which is in demand for the coming season. Sheer materials, such as eoliennes and grenadines are very popular among the best dress goods shoppers. One silk fabric seen in a dress goods stock is so thin and light in texture that a yard of it would by no means make a handful. This fabric was a black silk grenadine. Softness is another quality sought. Indeed, the two qualities of importance in both dress and silks for the coming season are lightness and softness; this, at least, for the fashionable end. But while manufacturers are seeking lightness and softness in their fabrics, the silk manufacturers are producing silks which possess these qualities. For the better trade in the best grades of silks it is especially desirable that they be lightweight. Messaline finish for silks was suggested some months ago in these reports. These are wanted by the city shoppers. The soft texture is the sine qua non with the critical city shopper. Crepe radium is a new fabric lighter than crepe de chine. These lightweight silks, which are so much sought by the better trade, also wear well, as there is an absence of chemicals in them. For this reason the lightweight silks are purer silks. Silks remain cheap comparatively because manufacturers can turn out two or three yards on their fast looms as against one yard formerly. The price of raw silk also favors the cheapness of silk. With the possibility of producing silks increased because of the fact of the fast looms, and with silk favored by fashion, both in this country and abroad,

the prospects are that silks will be in evidence strongly for some months to come. From all indications merchants will do well to prepare for a liberal consumption of silks. They are going to be in demand and stocks should be kept in good condition. Some silk dealers are looking for the best fall season they have ever had. The prediction is made by one silk buyer that fancies, little effects on solid grounds, will be good. These effects will be small dots and florals on solid grounds of the new shades, as olives, leather, champagne, etc. It is also predicted that Persian silks in smaller patterns than heretofore are coming.

Ribbons—Plain ribbons of high luster shot glaze or chameleon dominate ribbon styles, but there is a considerable sprinkling of semi-plain effects and fancies. A description of the plain ribbons in the crudest of colors with brilliant luster sounds rather shocking to the aesthetic taste, but in reality the ribbons are extremely beautiful. They are being taken up rapidly by the millinery trade and will, it is confidently assumed, figure much more extensively on hats than in ordinary autumn and winter seasons. Their soft, lightweight brilliant character makes them eminently suitable trimmings for the furry plush and velvet hats which will dominate millinery lines. They come in satin, taffetas, messalines, taffetas brilliant and failles. The most brilliant hues to be found in the chemist's or Nature's laboratory are turned into softness by the combination with neutral tints in the weave. The most unusual color combinations and antagonistic shades of a crudeness that jars on the nerves are brought into harmonious accord when shot with a third more neutral tint. This unusual color blending marks this season's ribbons as the most artistic that have been produced in years. Ombres are a prominent feature in ribbons, and in the glaze and soft shot varieties they have a character quite different from the ordinary ombres. Not only tones of the same color, but two or three colors, are softly merged, one into another, and in the glazes the brilliant luster, combined with the silvery sheen given by the white weft, produces an effect that is ineffable. In some numbers the center is the palest shade, bordering on white, and the tones merge rapidly toward the darkest shade, with black on the edge. There are hair-stripped glaze taffetas, brilliant with cordon net edges, and the same in ombre effect; satin taffeta glaze with small jacquard pin dots in all shades; a crochet pattern on a granite ground, and many similar effects.

Underwear—Stocks of knit goods are not large. Especially will it be found that in low grades of ladies' cotton ribbed and children's cotton fleeced and ribbed there will be a shortage. Merchants will do well to act with decision regarding these lines; in fact, to hesitate to supply any line of knit goods for fall and winter is unwise. The demand has not yet developed for worsted lines, but the market is very firm, and it

Toques and Tams

Our line of Tam O'Shanters and Toques, or so-called stocking caps, is a very good one. We have pretty numbers to retail at 25c, 50c and \$1.00. Look over our stock before placing your order.



WE HAVE

Yarn Toques, striped assortment, light or dark, at.....	\$2 25
Yarn Toques, striped assortment, at.....	4 50
Yarn Toques, plain color assortment, at.....	4 50
Angora Toques, fancy assortment, at.....	4 50
Tam O'Shanters, round style assortment, mixed colors, at..	4 50
Tam O'Shanters, round style assortment, plain colors, at..	4 50
Tam O'Shanters, square style assortment, plain colors, at..	4 50
Tam O'Shanters, round style assortment, mixed colors, at..	9 00
Tam O'Shanters, round style Angora assortment, plain colors, at.....	9 00
Tam O'Shanters, square style assortment, plain colors, at..	9 00

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale
GRAND RAPIDS, MICH.

A Leaf From One of Our Booklets

We Receive

A great many mail orders from ladies for single pairs of corsets. Whenever we have a merchant in the town who is handling our line, we invariably turn the order over to him. We are anxious of course not only to sell every pair of corsets possible, but particularly anxious to please and accommodate any lady who gives our corset the preference.

Your Home Merchant

Is entitled to all the business you can give him; his expenses are heavy, and a very large amount of the money he receives in the way of profit is paid out by him in taxes, and other calls made upon him for the building up and beautifying of your home town. Stand by your home merchant and give him your patronage. Of course if he does not have what you want in our line and refuses to order it for you, we shall be pleased to receive your order direct.

Respectfully yours,

PURITAN CORSET CO.,
Kalamazoo, Michigan.

We protect the merchant who handles our line and while we never try to unsettle a man in his political or religious beliefs, we shall be glad to "talk corsets" with you at any time. Write us.

PURITAN CORSET CO.

Kalamazoo, Mich.

is almost assured that worsted knit goods will be higher. It may be accepted that the fall and winter knit goods lines are settled as to prices and it only remains for merchants to supply their needs and do it with alacrity. The consideration now is spring lines. Should the present high prices of cotton be maintained there will be continued firmness in spring lines. In the last few days buyers have been acting more freely regarding spring lines of knit goods and a much better feeling is apparent on their part. Up to the present time the feeling has been that, while prices are right, yet some development might occur that would cause a break. The consensus of opinion is that spring goods have been quoted at prices that could not go much lower and leave a profit for the manufacturer. Balbriggan goods are in good demand. Earlier in the season it was feared that a considerable deficit in the volume of knit goods business for 1904 was probable. This feeling has gradually subsided. Knitted porous linen undersuits, both in unions and two-piece garments, are dividing attention with woven linen-mesh productions. In the latter class there are more than two dozen different brands in evidence. For spot delivery nainsook sleeveless shirts and jean trunks are prominent factors. Bathing suit sales have reached the high-water mark. Representative houses say this season is the "best ever," and the sales are daily mounting. A brisk demand is noted for Havana brown lisle undersuits, in drop-stitch treatment. Leading sellers in knit wool gloves include plain effect. Cotton and wool mixtures are commanding the greatest attention in sweater sales. Some excellent values in this style garment are offered to retail at popular prices. Features of these goods are concave shoulders and hand-fashioned collars. Union suits are shown in finer construction. Flat goods in union garments are now regarded approvingly by the better trade.

Hosiery—Half hose leaders for autumn and winter are heather mixtures. Plaited grounds are most in demand with jacquarded figures or stripes and spots. There are many black grounds embroidered with figures. Iron grey, dark gun-metal, champagne, olive, prune bordeaux, gendarme and seal brown make up most handsomely. When tan is sought it is always the deep shades. Dropstitch and plain silk with self clocks hold their places. Bracelet hose, which were introduced this spring, promise to be a factor in sales. Some have shepherd's check bracelets, while others have lace bracelets just underneath the rib at the top. Heavy accordion ribs, dark tan, gun-metal, navy, black and myrtle in iridescent colors are also shown. Black silk French handsome half-hose are selling at \$5 a pair. Rich self checks enhance the natural beauty of these goods. In medium priced solid color men's hosiery the following are meeting with success: Navy, cardinal, Burgundy, beaver, electric blue, golf green, salte and

the like, either in lisle or silk blendings. All are pleasing. Of men's knit gloves greys, tan and beaver shades are good—tans especially. Solid colors seem to lead. For golf and sporting generally white and red stitched with black are still used. Scotch plaids and washable wool gloves find a ready sale in the college set and the best trade everywhere. Buyers may take knit gloves with the assurance that they will sell in normal quantities in fine goods.

Novel Sofa Pillows Shown This Season.

There are pillows for show and pillows for utility in abundance shown in the shop windows. To the former class belong those which seem to be more popular, and an eccentric craze for the bizarre in decorating these pillows is the latest fad. Instead of using cord and tassels to give the desired finish, all sorts of odd ornaments are conspicuously employed, and the corners appear grotesque.

A white satin pillow with a ping-pong table, and an almond-eyed maiden at each end of it, has tiny ping-pong balls hanging from the corners on slender gilt cords.

Another pillow—the tennis girl's favorite—shows an athletic maid at one of her favorite out-of-door sports. Each corner of the pillow has a cluster of miniature tennis racquets depending therefrom.

A prime factor in a cozy corner is a cushion of green burlap, embroidered with red raffia. The design is of clusters of cherries. The realism of this pillow is further carried out by having the corners finished with large bunches of natural-looking velvet cherries on a green wire stem.

Even the yachting girl has her cushion. One made of green denim has a coil of rope, an anchor and a pretty yachting maid on it. The edge is finished with a manila rope, which is knotted at the corners, and from which hang tiny Indian canoes and paddles.

A Japanese sofa cushion, which shows a pagoda design, has the corners finished with little Jap dolls, three in a group. Their broad scarlet sashes of ribbon are tied kimono fashion, and extend around the entire pillow, finishing it with an immense bow at one corner.

A pine-needle pillow is of tinted brown cloth, and has brown cones and needles worked on it. It has the legend, "May thy slumber be sweet as the balmy fir." To emphasize this wish, long clusters of pine cones hang from the corners of the pillow.

Marine pillows have seashell ornaments at the corners, and some of them are quaintly pretty, even if they are not practical. Sometimes the shells are made into a fringe to ornament the cushion.

Nor is the grotesque alone favored. An artistic cushion is of white satin with violets embroidered on it, with ribbons. At each corner a big bunch of ribbon violets, well scented, is attached to carry out the illusion. Violet velvet ribbon is tied

about the stems in long loops and ends.

A fancy pillow, which has a painted wreath of this blossom on a pale pink surface, has clusters of pansies at the corners, and a garland of pansies festooned on ribbon caught from corner to corner.

A good beginning is good; but a good ending is also to be desired. Observe the difference, for example, between spiritual and spirituous!

Percival B. Palmer & Company

Manufacturers of

Cloaks, Suits and Skirts

For Women, Misses and Children

197-199 Adams Street, Chicago

Robes, Blankets and Fur Coats

We carry the most extensive line in the State.

Would be pleased to have you look over our line, or to send list and prices.

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.



Wrappers and Kimonas

Those that are interested in wrappers and kimonas would do well to inspect our line before placing an order. Our wrappers are well made, best of material and full sweep, at \$9.00 and \$12.00 the dozen. Kimonas are made in the latest styles, prices \$4.50 and \$6.00 the dozen. Ask our agents to show you their lines.

P. STEKETEE & SONS, Grand Rapids, Mich.

Wholesale Dry Goods

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

Watchword of Progress



THE vital point in the selection of a HEATING SYSTEM is to get a boiler which is *tried and true*, embodying the latest mechanical achievements as applied to the science of heating.

That's just what you get when you buy a "RAPID HEATER." We don't ask you to take our word for it. Drop us a postal if you're interested, and we'll mail you a book of endorsements from many representative business men of Michigan. No trouble for us to furnish estimates, just write.

Rapid Heater Co., Ltd., Grand Rapids, Mich.

COMMERCIAL TRAVELERS

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

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

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

MANLY MEN.

Tenderness and Faithfulness Most To Be Prized.

When a girl is engaged to be married, it is then too late to give counsel; one can only offer congratulations. But if my girl friends talk over with me the interesting future unknown, I always advise them in choosing a husband to marry the man whose faults to the individual girl will be endurable. Some time ago a young friend of mine announced to me his engagement to a certain young girl. "What do you think of it?" he asked. "Well," I replied, "to be frank with you, an intelligent hostess would not send you down to dinner together, and yet you contemplate an eternal union." She had all the faults of character which he particularly detested, and she was equally impatient of his shortcomings. A kindly fate threw them sufficiently together, however, to quarrel all that attraction for each other away, and, luckily for both, the engagement ended.

Another girl of my acquaintance, modern (the word is used in its best sense), who had read and thought deeply, said to me: "When I marry I shall demand from the man purity of life. I have a right to it—every woman has a right to it—but unless I find such a man I will not marry." She found her ideal, and a true and beautiful union, blessed with charming children, has been the result. Is he perfect? No, he is vain and terribly self-centered, but he has a lofty and noble mind, a deeply affectionate nature, and she got what she demanded—a man with a clean and wholesome past.

It is said a man loves through his eyes and a woman through her ears. Certainly orators, preachers, statesmen and actors have great attractions for women. But so have soldiers and men of great action. The man on the loftiest pinnacle is a man of courage and determination; if these two qualities are united with patience, judgment and tenderness, then you have a nearly perfect man. Physical courage is fine and most admirable, and if a man gives his life in leading troops or some deed of valor, he gives all that he has; he hopes, however, even against all odds to come out alive, and an uplifting spirit of exaltation seizes and carries him on, but he is not so brave as he who endures daily some hidden torture and conquers in the end. A man giving a dinner party at a fashionable hotel happened to look at the stock exchange news in the hall and he saw that every penny he had in the

world was swept away. He said not a word to his guests—the dinner was voted a wonderful success. He was not recklessly gay or depressed, but quietly self-controlled. This was a high order of courage. One of the guests, a millionaire, when he heard of the catastrophe afterwards, was so impressed by the pluck of his host that he lent him \$20,000, and a second fortune was made.

The courage of mind over matter is perhaps the finest of all. For example, a man who was terribly burned as a boy, his lower lip turned almost on the outside by a long scar, his cheek under the eye drawn, making visible the red inside of the eyelid, and other terrible scars marring the face, was one of the most fascinating of men. He dressed exquisitely, was radiantly clean, a brilliant and witty talker, and his manners were exquisite, polite, sympathetic, charming and deferential to women. He married two beautiful women and was adored by his children, which goes to prove that perhaps a woman does love through the ears. That, however, depends upon the woman. The handsomest man I ever saw was dry and uninteresting, and not even a flirt; his wife, who was plain and clever, adored him. He was a good officer and danced exquisitely.

The indefiniteness of sex is one of the least attractive things in man, that is, feminine and masculine qualities in the same character. Justin McCarthy once said of a brilliant statesman and member of parliament that he had all the bad qualities of a woman, and all the bad qualities of a man, and the good qualities of neither. If a man has so-called feminine qualities, it makes him much more difficult to understand, because they do not really belong to a masculine nature—they are excrescences. Petty mindedness, narrowness, prejudice, curiosity and love of gossip are all much more excusable in woman than in man; her secluded life away from the real contact of the world (for no woman knows the world at its true value, save those who have worked to live) prevents her mind from broadening and developing; but if a man in the daily struggle and contact with his fellow beings still remains small minded and narrow, there is no hope for him. Principle is necessary in every character, but the strictest principles can exist coupled with understanding as deep as a well.

The most terribly wronged woman of my acquaintance said to me a short time ago, "I haven't seen my husband for years; I am going to see him this spring, for I have forgiven him everything. My own suffering has been so great that I now understand all temptation, all sin. I pray and I pardon." Her face, when she said it, looked like an angel's. It is the good and womanly woman who forgives. It is the strong and broad minded man who pardons. The wife of a doctor ran away from him, he divorced her; when death approached and she was deserted and alone he went to her, forgave her, nursed her, and she died in his arms. Only a man is capable of

such forgiveness. He said: "She was not like other women; to understand her was to forgive her." And yet for ten years she had darkened his life and left him almost bereft of hope. To him she represented a type of woman who call to us for pity and for help. If anything could have saved this doomed creature it was the man she married, but generations of other men had made her what she was—vain, restless, eager for amusement, bristling with vitality, and no education, no drudgery to drill the mind into obedience, to direct the misdirected powers into a legitimate activity. For only now do women begin to have a separate individuality from men; they are demanding education, professions, trades.

Wit and cleverness are delightful qualities, but tenderness and faithfulness in man are more to be prized. The big simple nature that appeals to the maternal instinct in woman and arouses the best that is in her is the man to marry.

One of my favorite heroes in literature is Gabriel Conroy. Crude, uneducated, slow and dull of wit, he was manly in body, in heart, in mind, and the very soul of generosity to women. No matter how clever a woman was, he somehow felt her less fortunate than himself, and he was all tenderness to her. The men who do not even understand a woman's littleness or deceit have a much greater advantage than those who do, for a great nature makes her feel ashamed; she does not want to be "found out," and so involuntarily she

makes an effort to reach his ideal.

If all the world of woman had a Col. Newcome for a father, a brother or husband, they would soon become ennobled by the contact with so perfect a nature. If he is not the cleverest hero in fiction, he is the most lovable, uniting, as he does, courage of both kinds: physical, for did he not win laurels at Argom and Bhartpour, and moral courage of so high an order that at the saddest period of his life we wept for him when he did not weep for himself? He loved truth and he had the heart of a little child.

What I like most in man is simplicity, courage, heart, tenderness, loyalty and truth. And they are to be found, for I have known more than one man who possessed them all.

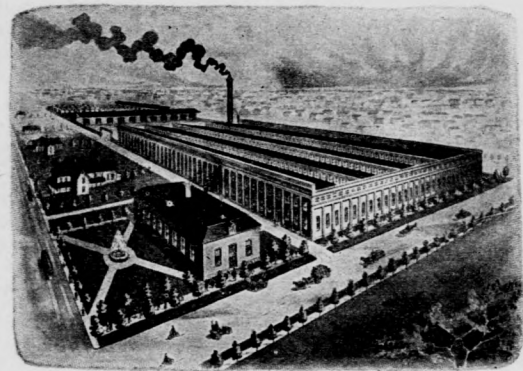
Mrs. C. P. O'Connor.

Short prayers bring quick returns.

LIVINGSTON HOTEL

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

Cor. Fulton and Division Sts.
GRAND RAPIDS, MICH.



PLANT OF S. F. BOWSER & CO. INC.

ALL BOWSER SELF MEASURING OIL TANKS

are sold under our positive guarantee that they will prove durable and exactly as claimed for them.

YOU HAVE A RIGHT

to ask before you buy what that guarantee amounts to.

You will readily see by looking at the above cut or by referring to Dun or Bradstreet, that we are in position to make good our guarantee. We are not experimenting, but are putting out the best goods possible to make and behind which we put our entire plant. You take no chances in ordering a

BOWSER OUTFIT

It is the only economical, convenient, clean and satisfactory method of storing and handling your oil.

It will save you oil, time, labor and money.

Write now for Catalog "M"—it will cost you nothing.

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

Gripsack Brigade.

S. R. Wigton, formerly with the Roseville Pottery Co., Zanesville, Ohio, will from now on represent David B. De Young and will cover the Western part of Michigan.

Cornelius Crawford (Hazeltine & Perkins Drug Co.) is jingling a bag of gold this week which he won at the West Michigan State Fair last Wednesday. His mare, Camille, took first prize in the \$500 purse offered by the Grand Rapids Brewing Co., winning three straight heats.

Marquette Mining Journal: W. M. Quinn, one of the best known and most popular traveling salesmen residing in Marquette county, has returned from Milwaukee, where he procured his new line of spring samples. He starts out within the next few days on his eleventh year with the F. Mayer Boot & Shoe Co. During the years Mr. Quinn has been with the Milwaukee concern he has seen its list of traveling salesmen grow from sixteen to forty-four. He also has observed the business increase annually until now the concern is recognized as one of the strongest shoe houses in the country. "The record and history of the Mayer Co. are unique," said Mr. Quinn yesterday. "F. Mayer, the founder and original owner of the concern, conducted a 'cobbler shop' in Milwaukee nearly a half century ago. He worked along at his bench for years, accumulating a little money. One of Milwaukee's first shoe manufacturing concerns, conducted by a man named Goldberg, failed some twenty-five years or more ago. Mr. Mayer bought the factory at an auction sale, went in and managed the business, making a success of the venture from the start. As Mr. Mayer's sons, George, Adam and Fred, grew up they learned the business, and after the death of the father they became sole owners.

New Railway Line Out of Ontonagon.

Ontonagon, Sept. 26—At a meeting of the stockholders of the Ontonagon & Southwestern Railway Co., held at this place recently, the final details in the organization of the company were perfected. The directors are: W. E. Tyler, of Chicago; Thomas G. Sullivan, of Detroit; Timothy Nester, of Saginaw, and John Hawley and D. J. Norton, of Ontonagon. Following are the officers elected:

President—Timothy Nester.

Vice-President and General Manager—John Hawley.

Secretary and Treasurer—D. J. Norton.

The company has a capitalization of \$200,000 and its object is building and operating a railroad southwest from Ontonagon for a distance of twenty-five miles and perhaps farther to tap the vast forest in that locality. Engineers are about to make the survey for the proposed road and it is expected that some work will be done this fall. The road will run almost directly southwest from Ontonagon for five or six miles and then swing more to the west, extending along to the

south of the Porcupine Mountains.

It is to be a standard gauge railroad. Sixty-pound steel will be laid and the line will cross the Ontonagon River on the bridge which the Chicago, Milwaukee & St. Paul is erecting at Ontonagon. The general offices of the company will be at Ontonagon. The road will have numerous branches and will tap what is known as group 18, one of the finest tracts of standing pine in the Upper Peninsula, besides almost an unlimited quantity of other timber.

The building of this road will result in much benefit to Ontonagon, as it means that at least the greater portion of this timber is to be brought to Ontonagon and manufactured into the finished product in the Ontonagon Lumber & Cedar Co.'s mill.

Negaunee Merchants Conclude To Touch Elbows.

Negaunee, Sept. 26—Replying to your enquiry concerning our newly-organized Retail Merchants' Association, I beg leave to state that we sent out a call to the retail merchants of the city, asking them to meet for the first time on Friday evening, July 19, to consider the advisability of organizing an association. About twenty-five merchants responded and formed a temporary organization. Committees were appointed and another meeting called for Friday evening, Aug. 19, when we organized with about fifty members, which is nearly all the merchants in the city. We are now in good working order and I think we have a successful organization in sight. We solicit as members only merchants who are engaged in the retail merchandise business. We aim to combine all merchants, manufacturers, etc., of the city into an association for our mutual benefit, as well as a benefit to the city as a whole. The officers of our association are as follows:

President—John Shea.

Vice-President—S. S. Mitchell.

Treasurer—Isaac Rosen.

Secretary—Thomas H. Harris.

Board of Directors—John Shea, Isaac Rosen, S. S. Mitchell, Thomas H. Harris, H. G. Muck, T. L. Collins and John F. Allison.

I thank you for your enquiry and hope you will be of use to us in pushing the good work along and trust we may be of use to you.

T. H. Harris, Sec'y.

Compelled To Change Name.

Green Bay, Wis., Sept. 19—Because of the prior existence of a company of the same name, the Wisconsin Hardware Co., organized at Green Bay and Saginaw, Mich., to buy for \$200,000 the property of the Gotfredson Hardware Co., of this city, the company has changed its name to the Morley-Murphy Co., with R. C. Morley, of Saginaw, as President.

C. A. Van Denberg, general dealer, Howard City: We want the Tradesman as long as we continue in business.

A man can not have his interest in sin and keep his principle clean.

REPRESENTATIVE RETAILERS.

A. Goldfarb, the Charlevoix Dry Goods Dealer.

A. Goldfarb was born in Southern Russia, Oct. 4, 1861. Not wishing to join the Russian army, as one is obliged to do at the age of 21, he immigrated to America with his wife and two small children in December, 1881, and settled in a lumber town called Provemont, near Traverse City. He remained at this place two years, working among the farmers in summer and in camps in the winter, making railroad ties.

Gradually picking up the English language and being naturally inclined toward mercantile business, he purchased a stock of notions and started peddling, going from town to town through the Grand Traverse



A. Goldfarb

region. He continued this business for two years, doing well, when he moved to Traverse City—then a town of 1,400—and took a position with Julius Levinson, with whom he remained two years, when Mr. Levinson moved to Petoskey. Mr. Goldfarb then secured a position with Julius Steinberg, with whom he remained seven years, from 1886 to 1893, when he resigned to go into business for himself.

In the fall of 1893 he started in business at Elk Rapids. The hard times which prevailed then all over the country did not miss Elk Rapids. The town was dead, but Mr. Goldfarb opened up a store with the small capital which he possessed, gained the confidence of the people and gradually worked up a good trade. He now owns the store building which he occupies and has been doing business at the same stand for ten years.

Mr. Goldfarb is the father of seven children, five sons and two daughters. One daughter is the wife of J. Walter Levie, a prosperous merchant of Wolverine.

Mr. Goldfarb is a member of the K. O. T. M., K. P., O. B. A., and is Past Grand Master of the I. O. O. F.

Mr. Goldfarb attributes his success to the liberal treatment of his

patrons, always doing as he advertises, and always considering quality first, then price.

The Drug Market.

Opium—Is firm but unchanged.

Morphine—Is steady.

Quinine—There will be no change until after the bark sale on Oct. 6.

Carbolic Acid—While unchanged in price, the article is very firm and has been advanced in the primary markets on account of large orders for Japan.

Cantharides — Russian have advanced this week 60c per pound. They are tending higher and there is very little to be had. Chinese are also scarce and high.

Lycodium—Is very light supply and has advanced and is tending higher.

Menthol—It is believed bottom has been reached and reaction has taken place.

Santonine—On account of shortage in new crop, it has again advanced and is tending higher.

Sassafras Bark—Is very scarce and has advanced.

Elm Bark—Has advanced and will be very high this winter.

Oil Cloves—Has declined although a lower price is not warranted by the position of the spice.

Oil Wormwood—Is in small stock and has advanced.

Linsed Oil—Is lower, due to competition among crushers.

Keeps the Graft Up Just the Same.

Under the auspices of the San Francisco Labor Council and the Building Trades Council various unions of that city are each week called upon to donate funds to the "striking" millmen at Fort Bragg. Thousands of dollars have been subscribed and sent on to some one who is making a fine thing out of it all. There is neither a strike nor a union at Fort Bragg. Every mill is running full blast with non-union men at work in all departments and there is not a semblance of unionism about the place. The union which struck two years ago has passed away, and only one or two walking delegates remain there because of the graft that comes to them week after week from the dupes at San Francisco.

Tecumseh—The Tecumseh macaroni factory has started and is now employing ten men and expects to use several more in the course of a few weeks. At the rate the factory is running now from twenty-five to thirty barrels of the macaroni are made in a day. The factory will soon be able to keep ten or twelve girls busy packing.

Manistee—The Buckley & Douglas Lumber Co. has platted a proposed village at the northern terminus of its Manistee River branch in Wexford county, to be known as Wexford. Many lots have already been sold and the enterprises to be located there will include a steam saw-mill and a broom handle factory.

It is always easier to fight the dead sins of yesterday than to face the living ones of to-day.



Michigan Board of Pharmacy.

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

Michigan State Pharmaceutical Association.

President—W. A. Hall, Detroit.
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Why Reciprocal Registration Is Not 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 is not to be expected that the best qualified men for this important position are to be obtained with the result that the sort of examinations prepared by what are regarded as our best boards are 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; but 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.

Old-fashioned keepers of eating houses in Sweden charge a smaller amount for women's meals than for those of men, on the theory that women, as a rule, do not exert themselves physically with so much stress and strain as men do, and, therefore, the feminine appetite is smaller than the masculine.

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Advanced—
Declined—

Aceticum	60	8
Benzolium, Ger.	70	25
Boracicum	25	17
Carbolicum	38	40
Citricum	38	40
Hydrochlor	3	5
Nitrosum	8	10
Oxalium	12	14
Phosphorium, dil.	42	45
Salicylicum	42	45
Sulphuricum	1 1/2	5
Tannicum	1 1/2	10
Tartaricum	38	40
Aqua, 18 deg.	4	6
Aqua, 20 deg.	6	8
Carbonas	13	15
Chloridum	12	14
Black	2 00	2 25
Brown	80	1 00
Red	45	50
Yellow	2 50	3 00
Cubebae	22	24
Juniper	5	6
Xanthoxylum	30	35
Abies, Canadian	18	18
Cassia	18	18
Cinchona Flava	18	18
Eucynomus atro.	30	30
Myrica Cerifera	12	12
Prunus Virgin.	12	12
Quillaja, gr'd.	12	12
Sassafras	16	16
Ulmus	25	25
Glycyrrhiza Gla.	24	30
Glycyrrhiza, po.	28	32
Haematox. 1s.	11	12
Haematox. 1/2s.	13	14
Haematox. 1/4s.	14	15
Haematox. 1/8s.	16	17
Carbonate Precip.	15	15
Citrate and Quinia	2 25	2 50
Citrate Soluble	75	75
Ferrocyanidum S.	15	15
Solut. Chloride	15	15
Sulphate, com'l.	15	15
Sulphate, com'l, by	60	60
Sulphate, pure	7	7
Arnica	15	13
Anthemis	22	25
Matricaria	30	35
Barosma	30	33
Cassia Acutifol.	20 1/2	25
Tinnevely	25	30
Cassia, Acutifol.	25	30
Salvia officinalis	12	10
Uva Ursi	8	10
Acacia, 1st pkd.	65	65
Acacia, 2d pkd.	45	45
Acacia, 3d pkd.	25	25
Acacia, sifted sts.	28	28
Acacia, po.	45	45
Aloe, Barb.	12	12
Aloe, Cape.	11	11
Aloe, Socotri.	25	25
Ammoniac	55	60
Assafoetida	25	40
Benzolium	50	55
Catechu, 1s.	13	13
Catechu, 1/2s.	14	14
Catechu, 1/4s.	16	16
Camphorae	75	80
Euphorbium	40	40
Gabanum	1 00	1 00
Gamboge	1 25	1 35
Gualacum	35	35
Kino	75	75
Mastic	60	60
Myrrh	50	45
Opil	3 00	3 10
Shellac	60	65
Shellac, bleached	65	70
Tragacanth	70	1 00
Absinthium, oz pk	25	25
Eupatorium, oz pk	20	20
Lobelia, oz pk	25	25
Majorum, oz pk	23	23
Mentha Pip, oz pk	23	23
Mentha Vir, oz pk	25	25
Rue, oz pk	25	25
Tanacetum V.	22	22
Thymus V., oz pk	25	25
Calcined, Pat.	55	60
Carbonate, Pat.	18	20
Carbonate K-M.	18	20
Carbonate	18	20
Absinthium	3 75	4 00
Amygdalae, Dulc.	50	60
Amygdalae, Ama.	8 00	8 25
Anisi	1 75	1 85
Aurant Cortex	2 20	2 40
Bergamit	2 35	2 35
Cajputi	1 10	1 15
Caryophylli	1 40	1 50
Cedar	35	70
Chenopadii	2 00	2 00
Cinnamoni	1 10	1 20
Citronella	40	40
Conium Mac.	30	30
Copaiba	1 15	1 25
Cubebae	1 80	1 85

Ercechthitos	4 25	4 60
Erigeron	1 00	1 10
Gaultheria	3 00	3 10
Geranium	50	60
Gossipii, Sem gal	1 40	1 50
Hedeoma	1 40	1 20
Junipera	1 40	1 20
Lavandula	90	2 75
Limonis	90	1 10
Mentha Piper.	4 50	4 75
Mentha Verid.	5 00	5 50
Morrhuae, gal.	1 50	2 50
Myrica	4 00	4 50
Olive	75	3 00
Pisic Liquida	10	12
Pisic Liquida gal.	6	35
Ricina	90	94
Rosmarini	6	1 00
Rosae, oz	5 00	6 00
Succini	40	45
Sabina	90	1 00
Santal	2 75	7 00
Sassafras	85	90
Sinapis, ess. oz.	1 50	1 60
Tigil	40	50
Thyme, opt	2	1 60
Theobromas	15	20
Bi-Carb	15	18
Bichromate	13	15
Bromide	40	45
Carb	12	15
Chlorate po 17@19	16	18
Cyanide	34	38
Iodide	2 75	2 85
Potassa, Bitart pr	30	32
Potass Nitras opt	7	10
Potass Nitras	6	8
Prussiate	23	26
Sulphate po	15	18
Aconitum	20	25
Aithae	30	33
Anchusa	10	12
Arum po	6	25
Calamus	20	40
Gentiana	12	15
Glycyrrhiza pv 15	16	18
Hydrastis, Can.	1	75
Hydrastis Can. po.	2	20
Hellebore, Alba.	12	15
Inula, po	18	22
Ipecac, po	2 75	2 80
Iris plox	35	40
Jalapa, pr	25	30
Maranta, 1/2s	35	35
Podophyllum po.	22	25
Rhei	75	1 00
Rhei, cut	1 25	1 25
Rhei, pv	75	1 35
Spigella	35	38
Sanguinari, po 24	65	70
Serpentaria	85	90
Senega	85	90
Smilax, off's H.	6	40
Smilax, M.	6	25
Scillae	10	12
Symplocarpus	6	25
Valeriana Eng.	6	25
Valeriana, Ger.	15	20
Zingiber a	14	16
Zingiber j	16	20
Anisum	16	16
Aplum (gravel's)	13	15
Bird, 1s	4	6
Carui	10	11
Cardamom	70	93
Cardamum	10	12
Cannabis Sativa.	7	8
Cydonium	75	1 00
Chenopodium	25	30
Dipterix Odorate.	80	1 00
Foeniculum	18	18
Foenugreek, po	7	9
Lini	4	6
Lini, gr'd	3	6
Lobelia	75	80
Pharlaris Cana'n.	9	10
Rapa	5	6
Sinapis Alba	7	9
Sinapis Nigra	9	10
Frumentum W D.	2 00	2 50
Frumentum	1 25	1 50
Juniperis Co O T.	1 65	2 00
Juniperis Co	1 75	2 30
Saccharum N E	1 90	2 10
Spt Vini Galli	1 75	2 50
Vini Oporto	1 25	2 00
Vini Alba	1 25	2 00
Florida sheeps' wl carriage	2 50	2 75
Nassau sheeps' wl carriage	2 50	2 75
Velvet extra shps' wool, carriage	1 50	1 50
Extra yellow shps' wool, carriage	1 25	1 25
Grass sheeps' wl, carriage	1 00	1 00
Hard, slate use.	1 00	1 00
Yellow Reef, for slate use	1 40	1 40
Acacia	50	50
Aurant Cortex	50	50
Zingiber	50	50
Ipecac	50	50
Ferri Iod	50	50
Rhei Arom	50	50
Smilax Off's	50	50
Senega	50	50
Scillae	50	50
Scillae Co	50	50
Tolutan	50	50
Prunus virg	50	50

Aconitum Nap's R	60	
Aconitum Nap's F	50	
Aloes	50	
Aloes & Myrrh	60	
Arnica	50	
Assafoetida	50	
Atrope Belladonna	50	
Aurant Cortex	50	
Benzoin	50	
Benzoin Co	50	
Barosma	50	
Cantharides	50	
Capsicum	75	
Cardamon	75	
Cardamon Co	75	
Castor	1 00	
Catechu	50	
Cinchona	50	
Cinchona Co	60	
Columba	50	
Cubebae	50	
Cassia Acutifol	50	
Cassia Acutifol Co	50	
Digitalis	50	
Ergot	50	
Ferri Chloridum	35	
Gentian	50	
Gentian Co	60	
Guaiaca	50	
Guaiaca ammon	60	
Hyoscyamus	50	
Iodine	75	
Iodine, colorless	75	
Kino	50	
Lobelia	50	
Myrrh	50	
Nux Vomica	50	
Opil	75	
Opil, comphorated	50	
Opil, deodorized	1 50	
Rhatany	50	
Rhei	50	
Sanguinaria	50	
Serpentaria	50	
Stromonium	60	
Tolutan	60	
Valerian	50	
Veratrum Veride.	50	
Zingiber	20	
Aether, Spts Nit 3	30	35
Aether, Spts Nit 4	34	38
Alumen, gr'd po 7	3	4
Annatto	40	50
Antimoni, po	4	5
Antimoni et Po T	40	50
Antipyrin	20	25
Antifebrin	20	20
Argent Nitras, oz	10	48
Arsenicum	10	22
Balm Gilead buds	45	50
Bismuth S N	20	20
Calcium Chlor, 1s	9	9
Calcium Chlor, 1/2s	10	10
Calcium Chlor, 1/4s	12	12
Cantharides, Rus.	71	75
Capsici Fruc's af.	20	20
Capsici Fruc's po.	22	25
Cap'i Fruc's B po.	15	15
Caryophyllus	25	28
Carmine, No 40.	3	00
Cera Alba	50	55
Cera Flava	40	42
Crocus	1 75	1 80
Cassia Fructus	35	35
Centaria	10	10
Cetaceum	45	45
Chloroform	55	60
Chloro'm, Squibbs	1 10	1 10
Chloral Hyd Crst.	1 35	1 60
Chondrus	20	25
Cinchonidine P-W	38	48
Cinchonid'e Germ	38	48
Cocaine	4 05	4 25
Corks list d p ct.	75	75
Cresosotum	45	45
Creta	75	75
Creta, prep	5	5
Creta, precip	9	11
Creta, Rubra	8	8
Crocus	1 75	1 80
Cudbear	24	24
Cupri Sulph	6	8
Dextrine	7	10
Ether Sulph	78	92
Emery, all Nos.	8	8
Emery, po	6	6
Ergota	90	85
Flake White	12	15
Galla	23	23
Gambler	8	9
Gelatin, Cooper	60	60
Gelatin, French	35	60
Glassware, fit box	75	5
Less than box	70	70
Glue, brown	11	13
Glue, white	15	25
Glycerina	20	20
		

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

Table listing various grocery items and their prices, organized by column (A, B, C, D, F, G, H, I, J, L, M, N, O, P, R, S, T, V, W, Y).

Table 1: AXLE GREASE, BAKED BEANS, BATH BRICK, BROOMS, BRUSHES, BUTTER COLOR, CANDLES, CANNED GOODS, CARBON OILS, CATSUP, CHEESE, CHEWING GUM, CLOTHES LINES, COCOA, COCOANUT, COCOA SHELLS, COFFEE, CREAM TARTAR, DRIED FRUITS, FARINACEOUS GOODS, FISH AND OYSTERS, FISHING TACKLE, FLOURING EXTRACTS, FRESH MEATS, FRESH FRUITS, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS AND FELTS, INDIGO, JELLY, LICORICE, LYE, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, NIVES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALERATUS, SAL SODA, SALT, SALT FISH, SEEDS, SHOE BLACKING, SNUFF, SOAP, SODA, SPOICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

Table 2: Plums, Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Col'a River, Red Alaska, Pink Alaska, Sardines, Domestic, Must, California, French, Shrimps, Succotash, Good, Fancy, Strawberries, Tomatoes, Perfection, Water White, D. S. Gasoline, Deodor'd Nap'a, Cylinder, Engine, Black, winter, Columbia, Snider's quarts, Snider's pints, Snider's 1/2 pints, CHEESE, Acme, Peerless, Carson City, Elsie, Emblem, Gem, Ideal, Jersey, Riverside, Warners, Erick, Edam, Leiden, Limburger, Pineapple, Swiss domestic, Swiss, imported, CHEWING GUM, American Flag Spruce, Beeman's Pepsin, Black Jack, Largest Gum Made, Sen Sen, Sen Sen Breath Per'e, Sugar Loaf, Yucatan, BULK, Red, Bul, Eagle, Franck's, Schener's, CHOCOLATE, Walter Baker & Co's, German Sweet, Premium, Vanilla, Caracas, Eagle, CLOTHES LINES, 60 ft. 3 thread, extra, 72 ft. 3 thread, extra, 90 ft. 3 thread, extra, 60 ft. 6 thread, extra, 72 ft. 6 thread, extra, 60 ft., 72 ft., 90 ft., 120 ft., Cotton, Victor, 50 ft., 60 ft., 70 ft.

Table 3: Cotton Wndsor, Cotton Braided, Galvanized Wire, COCOA, Baker's, Cleveland, Colonial, Colonal, Epps, Huyler, Van Houten, Webb, Wilbur, Wilbur, COCOANUT, Dunham's, Bulk, COCOA SHELLS, Less quantity, Pound packages, COFFEE, Rio, Common, Fair, Choice, Fancy, Santos, Common, Fair, Choice, Fancy, Peaberry, Maracalbo, Choice, Mexican, Choice, Guatemala, Choice, Java, African, P. G., Mocha, Arabian, Package, New York Basis, Arbuckle, Dillworth, Jersey, Lion, McLaughlin's XXXX, McLaughlin's XXXX sold to retailers only, McLaughlin & Co., Chicago, Extract, Holland, Felix, Hummel's foll, Hummel's tin, CRACKERS, National Biscuit Company's Brands, Butter, Seymour Butters, N Y Butters, Salted Butters, Family Butters, Soda, N B C Sodas, Select, Saratoga Flakes, Round Oysters, Square Oysters, Faust, Argo, Extra Farina, Sweet Goods, Animals, Assorted Cake, Bagley Gems, Belle Rose, Bent's Water, Chocolate Drops, Coco Bar, Coccocanut Taffy, Cinnamon Bar, Coffee Cake, N. B. C., Coffee Cake, Iced, Coccocanut Macaroons, Cracknels, Currant Fruit, Chocolate Dainty, Cartwheels, Dixie Cookie, Fluted Coccocanut, Frosted Creams, Ginger Gems, Ginger Snaps, N B C, Grandama Sandwich, Graham Crackers, Honey Fingers, Iced, Honey Jumbles, Iced Happy Family, Iced Honey Crumplet, Imperials, Indiana Belle, Jersey Lunch, Lady Fingers, Lady Fingers, hand md

Table 4: Lemon Biscuit Square, Lemon Wafer, Lemon Snaps, Lemon Gems, Lem Yeast, Marshmallow, Marshmallow Cream, Marshmallow waunut, Mary Ann, Malaga, Mich Coco F's'd honey, Milk Biscuit, Mich Frosted Honey, Mixed Picnic, Molasses Cakes, Sci'd, Moss Jelly Bar, Muskegon Branch, Iced, Newton, Oatmeal Crackers, Orange Slice, Orange Gem, Penny Assorted Cakes, Pilot Bread, Pineapple Honey, Ping Pong, Pretzels, hand made, Pretzelettes, hand m'd, Pretzelettes, mch. m'd, Reverse, Rube Sears, Scotch Cookies, Snowdrops, Spiced Sugar Tops, Sugar Cakes, scalloped, Sugar Squares, Sultanas, Spiced Gingers, Urchins, Vienna Crimp, Vanilla Wafer, Waverly, Zanzibar, CREAM TARTAR, Barrels or drums, Boxes, Square cans, Fancy caddies, DRIED FRUITS, Apples, Sundried, Evaporated, California Prunes, 100-125 25lb. boxes, 90-100 25 lb. bxs., 80-90 25 lb. bxs., 70-80 25 lb. bxs., 60-70 25lb. boxes, 50-60 25 lb. bxs., 40-50 25 lb. bxs., 30-40 25 lb. bxs., 1/4 c less in bu. cases, Citron, Corsican, Currants, Imp'd 1lb. pkg., Imported bulk, Peel, Lemon American, Orange American, Raisins, London Layers 3 cr, Cluster 4 crown, Loose Muscatels, 2 cr., Loose Muscatels, 3 cr., L. M. Seeded, 1lb., L. M. Seeded, 1/2 lb., Sultanas, bulk, Sultanas, package, FARINACEOUS GOODS, Beans, Dried Lima, Med. Hd. Pic'd, Brown Holland, Farina, 24 1lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50 lb. sack, Pearl, 200 lb. sack, Pearl, 100 lb. sack, Maccaroni and Vermicelli, Domestic, Imported, Pearl Barley, Common, Chester, Empire, Peas, Green, Wisconsin, Green, Scotch, Split, lb., Rolled Oats, Rolled Avenna, Steel C.H., Monarch, Monarch, 10lb. sacks, Quaker, cases, East India, German, sacks, German, broken pkg, Tapioca, Flake, 110lb. sacks, Pearl, 150lb. sacks, Pearl, 24 1lb. pkgs., Wheat, Cracked, bulk, 24 2 lb. packages, FISHING TACKLE, 1/2 to 1 in, 1/4 to 2 in, 1 2-3 to 2 in, 2 in, 3 in, Coon Lines, No. 1, 10 feet, No. 2, 15 feet, No. 3, 15 feet, No. 4, 15 feet, No. 5, 15 feet, No. 6, 15 feet, No. 7, 15 feet, No. 8, 15 feet, No. 9, 15 feet

Table 5: Linen Lines, Small, Medium, Large, Poles, Bamboo, 14 ft., pr ds., Bamboo, 16 ft., pr ds., Bamboo, 18 ft., pr ds., FLAVORING EXTRACTS, Foote & Jenks, Coleman's Van. Lem., 2oz. Panel, 3oz. Taper, No. 4 Rich. Blake, Jennings, Terpeness Lemon, No. 2 D. C. pr dz, No. 4 D. C. pr dz, No. 6 D. C. pr dz, Taper D. C. pr dz, Mexican Vanilla, No. 2 D. C. pr dz, No. 4 D. C. pr dz, No. 6 D. C. pr dz, Taper D. C. pr dz, GELATINE, Knox's Sparkling, Knox's Sparkling, doz., Knox's Acidu'd, Knox's Acidu'd, doz., Oxford, Plymouth Rock, Nelson's, Cox's, 2 qt. size, Cox's, 1 qt. size, GRAIN BAGS, Amoskeag, 100 in b's, Amoskeag, less than b's, GRAINS AND FLOUR, Wheat, Old Wheat, No. 1 White, No. 2 Red, Winter Wheat Flour, Local Brands, Patents, Second Patents, Straight, Second Straight, Clear, Graham, Buckwheat, Rye, Subject to usual cash discount, Flour in bbls., 25c per bbl. additional, Worden Grocer Co.'s Brand, Quaker, paper, Quaker, cloth, Spring Wheat Flour, Pillsbury's Best, Pillsbury's Best, Pillsbury's Best, Lemon & Wheeler Co.'s Brand, Wingold, Wingold, Wingold, Judson Grocer Co.'s Brand, Ceresota, Ceresota, Ceresota, Worden Grocer Co.'s Brand, Laurel, Laurel, Laurel, Laurel, Meal, Bolted, Golden Granulated, Feed and Millstuffs, St. Car Feed screened, No. 1 Corn and Oats, Corn Meal, coarse, Oil Meal, Winter wheat bran, Winter wheat mid'n, Cow feed, Oats, Car lots, Corn, Hay, No. 1 timothy car lots, No. 1 timothy ton lots, HERBS, Sage, Hops, Laurel Leaves, Senna Leaves, INDIGO, Madras, S. F., JELLY, 5lb. pails, per doz, 15lb. pails, 30lb. pails, LICORICE, Pure, Calabria, Sicily, Root, LYE, Condensed, 4 dz, MEAT EXTRACTS, Armour's, 2 oz., Armour's, 4 oz., Liebig's, Chicago, Liebig's, Chicago, Liebig's, Imported, Liebig's, Imported

Table 6: MOLASSES, MUSTARD, OLIVES, PICKLES, POTASH, PROVISIONS, Smoked Meats, Sausages, Lard, Beef, Pig's Feet, Casings, Uncolored Butterine, Canned Meats, RICE, etc.

Table 7: SALAD DRESSING, SALERATUS, SAL SODA, SALT, Diamond Crystal, Butter, Cheese, Common Grades, WARSAW, Solar Rock, SALT FISH, Halibut, Herring, Trout, Mackerel, SEEDS, SHOE BLACKING, SNUFF, etc.

Table 8: SOAP, LAUTZ BROS. & CO. BRANDS, Scouring, SODA, SOUPS, SPICES, Whole Spices, TWINE, VINEGAR, WASHING POWDER, SYRUPS, TEA, Oolong, etc.

Table 9: English Breakfast, India, TOBACCO, Fine Cut, Plug, Smoking, SWEET CORE, Cotton, Wool, WICKING, WOODENWARE, BASKETS, etc.

Table 10: Clothes Pins, Egg Crates, Humpty Dumpty, Faucets, Mop Sticks, Traps, Window Cleaners, Wood Bowls, WRAPPING PAPER, YEAST CAKE, FRESH FISH, OYSTERS, HIDES AND PELTS, etc.

Table 11: Pelts, Tallow, CONFECTIONS, Stick Candy, Mixed Candy, Fancy-In Pails, Fancy-In 5lb. Boxes, Pop Corn, NUTS, etc.

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon55 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
3/4 lb cans 375
1 lb cans 480
3 lb cans 1300
5 lb cans 2150

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 16 oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRoo So.'s Brands



Sunlight Flakes
Per case\$4 00
Wheat Grits
Cases, 24 2 lb. pack's \$2 00

CIGARS



G. J. Johnson Cigar Co.'s b'd.
Less than 50032 00
500 or more32 00
1,000 or more31 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 @ 11
Rounds. 6 @ 7
Chucks 4 1/2 @ 5
Plates @ 4
Pork
Dressed. @ 6 3/4
Loins. @ 12 3/4
Boston Butts. @ 10 1/2
Shoulders. @ 9 1/2
Leaf Lard @ 7 3/4
Mutton
Carcass 5 @ 5 1/2
Lamb's 6 @ 8
Veal
Carcass 5 1/2 @ 8



CORN SYRUP
24 10c cans1 84
12 25c cans2 30
4 50c cans2 30

COFFEE
Roasted
Dwinell-Wright Co.'s Bds.



White House, 1 lb.....
White House, 2 lb.....
Excelsior, M & J, 1 lb...
Excelsior, M & J, 2 lb...
1 lb Top, M & J, 1 lb...
Royal Java
Royal Java and Mocha...
Java and Mocha Blend...
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sagin-
aw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

COFFEE SUBSTITUTE

Javril



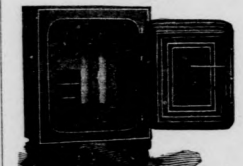
2 doz. in case.4 50



CONDENSED MILK

4 doz. in case
Gail Borden Eagle....6 40
Crown5 90
Champion4 52
Daisy4 70
Magnolia4 00
Challenge4 40
Dime3 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 85

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, large3 75
Halford, small2 25

Place Your
Business
on a
Cash Basis
by using
our
Coupon Book
System.
We
manufacture
four kinds
of
Coupon Books
and
sell them
all at the
same price
irrespective of
size, shape
or
denomination.
We will
be
very
pleased
to
send you samples
if you ask us.
They are
free.

Tradesman Company
Grand Rapids

A Catalogue That Is Without a Rival

There are something like \$5,000 com-
mercial institutions in the country that
issue catalogues of some sort. They are
all trade-getters—some of them are success-
ful and some are not.

Ours is a successful one. In fact it is
THE successful one.

It sells more goods than any other three
catalogues or any 400 traveling salesmen
in the country.

It lists the largest line of general mer-
chandise in the world.

It is the most concise and best illustrated
catalogue gotten up by any American
wholesale house.

It is the only representative of the larg-
est house in the world that does business
entirely by catalogue.

It quotes but one price to all and that is
the lowest.

Its prices are guaranteed and do not
change until another catalogue is issued.

It never misrepresents. You can bank
on what it tells you about the goods it
offers—our reputation is back of it.

It enables you to select your goods
according to your own best judgment and
with much more satisfaction than you can
from the flesh-and-blood salesman, who
is always endeavoring to pad his orders
and work off his firm's dead stock.

Ask for catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—
By Catalogue Only.
New York Chicago St. Louis

You
should see
our
line of
calendars
and
get our
prices
before
placing your
order.
We are
the
calendar
specialists of
Michigan.

Tradesman Company
Grand Rapids

"New Crop" Pocket Rice

Big Money Makers

For You

3-lb.

2 1/2-lb. 3-lb.

Fanciest Grades Grown

Packed 1-lb., 2 1/2-lb. and 3-lb sizes
Retail 8c, 20c and 25c
Ask your grocer, or write us

Orme & Sutton Rice Co., Mills, New Orleans
104 Wall Street New York Branch Offices { Philadelphia, Bourse Bldg.
Chicago, 42 River Street

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.

Bakery—Well equipped shop, in one of the best little towns in Illinois. For sale cheap; easy terms. B. B. Patterson, Viola, Ill. 888

For Sale—Good, clean, up-to-date stock of groceries. Fine location, good trade. Address No. 889, care Michigan Tradesman. 889

For Sale—First-class grocery, meat market and fruit stand; an old established stand of thirteen years; good location; always made money; good reason for selling; price reasonable. Write 517 Williams St., Dayton, Ohio. 894

For Sale—One nearly new nine drawer \$530 National Cash Register. A. S. Gaylord, Axtell, Kansas. 895

For Sale or Rent—Forty-four room hotel and hotel barns for sale or rent, doing a good business; all rooms furnished; city water and electric lights in the hotel, centrally located. For particulars write to Box 424, St. Cloud, Minn. 896

We have some good farm lands for exchange on cash basis for stocks of general merchandise. C. N. Sonnensyn & Co., Butterfield, Minn. 897

Will sell cheap, one National acetylene gas generator, No. 0, complete; suitable for lighting large storeroom or private residence; good as new. Address J. J. Bill, Madelia, Minn. 898

Sell your real estate or business for cash. I can get a buyer for you very promptly. My methods are distinctly different and a decided improvement over those of others. It makes no difference where your property is located, send me full description and lowest cash price and I will get cash for you. Write to-day. Established 1881. Bank references. Frank P. Cleveland, 1261 Adams Express Building, Chicago. 899

Natural Gas Plant for sale or rent. Cheapest power in the city. Desiring to build a new plant at our Jackson street location, we offer for sale our present factory at 6th and A streets, with or without ground. One 75 H. P. and one 35 H. P. gas engine with 4 gas main and line shafting to suit purchaser. Can be divided into two small plants. For full particulars apply to Gernert Bros. Lumber Co., Louisville, Ky. 900

For Sale—Country store and dwelling house, also \$1,750 stock general merchandise. Address No. 901, care Michigan Tradesman. 901

Business Chance—Stamping works, equipped with Bliss machinery, tools and dies for making dustpans; also patent on foot-hold dustpan; a bargain if sold soon. Address John T. Adams, Frankton, Ind. 902

Excellent stock general merchandise in good shape; farming town 1,200 population. Invoice about \$4,000; good reason for selling. Correspondence solicited. Address 863, care Michigan Tradesman. 863

For Trade—Merchandise stock, inventory \$6,700; about \$1,900 cash required, balance trade for good land; drug stocks, jewelry store, anything traded anywhere; no charge for listing. W. Mottershead, Manhattan Bldg., St. Paul, Minn. 865

Wanted—Stock of merchandise. We pay cash and rent store. Address particulars, J. A. Becker, St. Charles, Mich. 866

For Sale—My stock of general merchandise, located in the village of Hammond, St. Lawrence county; one of the cleanest stocks in northern New York. Good reason for selling; store can be rented reasonably. For particulars call or address C. C. Forrester, Hammond, N. Y. 867

For Sale—At invoice about \$7,000. The best hardware store in best location in a city of 25,000 in Western Ill. Doing good business; a money maker. Reason other business. Address Safety, care Michigan Tradesman. 868

Harness Business For Sale—A chance for a harness maker with small capital. I must sell. Address No. 869, care Michigan Tradesman. 869

Furniture and Undertaking for Sale—Undertaking alone nets \$600 per year. A chance for a man with small capital. Address No. 870, care Michigan Tradesman. 870

For Rent—An up-to-date meat market; fine fixtures; steam sausage works; corner brick store; low rent; good established trade. Address J. J. Miller, Benton Harbor, Mich. 879

For Sale—Good established money-making confectionery and wholesale ice cream business; an exceptionally good bargain; investigate this. Confectioner, Box 786, Ludington, Mich. 880

For Sale—Stock of drugs in good town of 2,000 population, 40 miles from Chicago; only 2 drug stores in town; stock invoices \$1,450 at fair values; will sell for 80 cents on the dollar to settle estate. Address J. A. Ketring, Chester-town, Ind. 881

For Sale—Only exclusive clothing and men's furnishing store in hustling county seat town. Court investigation. Nothing but 100 certs considered. Cause of selling, sickness. Clothier, care Michigan Tradesman. 882

For Sale—A good clean drug business in one of the best towns of Michigan. Good reason for selling. Address No. 873, care Michigan Tradesman. 873

For Sale—Book and Office Supply business, also stock of wall paper and paint. E. Mann, Owosso, Mich. 874

Look at our advertisement No. 735. We have Wayland and Bradley mills left. Give us an offer. We want to sell them at once. Henderson & Sons Milling Co., Grand Rapids, Mich. 875

For Sale—Stock of dry goods and groceries; new stock; old established trade; best town in Michigan; other business and ill health reason for selling. Lock Box 738, Durand, Mich. 876

Wanted—Location for stock of dry goods. Would buy general store. Small place preferred; invoice \$3,000 or \$4,000. E. E. Tice, Paw Paw, Mich. 877

On account of failing health, I desire to sell my store, merchandise, residence, two small houses and farm. Will divide to suit purchaser. Address J. Aldrich Holmes, Caseville, Mich. 848

For Sale or Trade for small improved farm—Building and stock of groceries at good country location. Everything new. Address No. 850, care Michigan Tradesman. 850

Look Here—\$2,500 will buy a good general stock of merchandise located in the best town in Michigan. Business paying a handsome profit. This will bear your inspection. If you mean business and want a good thing, address at once, Box 156, Boyne City, Mich. 886

I want to buy and pay top prices for lot of Douglas, Walkover, Sorosis, Radcliffe, Queen Quality, Dorothy Dodd and other trade mark and specialty lines of shoes, also entire or part stocks undesirable goods, odd lots, etc. P. L. Feyreisen, 167 Dearborn St., Chicago. 88

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

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 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

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

Apple Barrels—We have a few carloads of apple barrels for sale. For prices call or address Darrah Milling Co., Big Rapids, Mich. 861

For Rent or Sale—Two-story brick building, also small stock of goods. Will sell cheap. Address Box 337, Portland, Mich. 860

For Sale—20 shares of 1st preferred stock of Great Northern Portland Cement Co. stock for \$1,200. Address Lock Box 265, Grand Ledge, Mich. 835

For Sale—Profitable hardware business in prosperous city, Northern Illinois. Invoice \$4,000. Half cash, balance gilt-edge real estate. Address No. 788, care Michigan Tradesman. 788

For Sale—Small amount of stock and fixtures. Retiring from clothing business. Good proposition. Address Lock Box 65, Chesaning, Mich. 843

For Sale—Good up-to-date stock of general merchandise; store building; well established business. Stock will inventory \$5,000. Located in hustling Northern Michigan town. Address No. 744, care Michigan Tradesman. 744

Restaurant—Finest stand in Northern Ohio; doing a \$28,000 to \$30,000 business each year; 40 years' standing. Will take farm or good city property for part payment. Jule Magnee, Findlay, Ohio. 666

For Sale—Bazaar stock \$4,000 to \$5,000. Building and barn \$1,100 cash. Land and lots to trade for farm. "Poor Health," care Michigan Tradesman. 882

For Sale—\$1,800 stock general merchandise, shoes, dry goods and groceries. Box 2177, Nashville, Mich. 763

Rubber Culture in Mexico. Safe and profitable. Good opportunity for large or small investors. Greatest increasing income for life and longer. Address Charles W. Calkins, Grand Rapids, Mich. 837

For Sale—A fine bazaar stock in a lumbering town in Northern Michigan, county seat. Price right. Good reasons for selling. Must be sold at once. Address Rogers Bazaar Co., Grayling, Mich. 606

Attention, **For Sale**—Flour, feed, buck-wheat mills and elevator at Wayland; one of the finest mills of its size in the State; elevator and feed mill at Hopkins Station and Bradley, Mich., will sell together or separate; all are first-class paying businesses, and buildings and machinery in first-class condition; our fast-increasing business in this city is the reason we want to dispose of our outside mills at a bargain. Henderson & Sons Milling Co., Grand Rapids, Mich. 735

For Sale—A 25 horse-power steel horizontal boiler. A 12 horse-power engine with pipe fittings. A blacksmith forge with blower and tools. Shafting, pulleys, belting. All practically new. Original cost over \$1,200. Will sell for \$600. Address B-B Manufacturing Co., 50 Masonic Temple, Davenport, Iowa. 537

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

For Sale—A modern eight-room house Woodmere Court. Will trade for stock of groceries. Enquire J. W. Powers, Houseman Building, Grand Rapids, Mich. Phone 1455. 488

Wanted—Will pay cash for an established, profitable business. Will consider shoe store, stock of general merchandise or manufacturing business. Give full particulars in first letter. Confidential. Address; No. 519, care Michigan Tradesman. 519

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

The Memphis Paper Box Co. is an old established, fine-paying business; will sell the business for what it invoices; proprietor is old and in feeble health. Address Jack W. James, 81 Madison St., Memphis, Tenn. 736

For Sale—Farm implement business, established fifteen years. First-class location at Grand Rapids, Mich. Will sell or lease four-story and basement brick building. Stock will inventory about \$10,000. Good reason for selling. No trades desired. Address No. 67, care Michigan Tradesman. 67

POSITIONS WANTED.

Registered pharmacist desires position. Single, age 27, five years' experience. Can furnish excellent references regarding character, habits and ability. Address No. 890, care Michigan Tradesman. 890

Wanted—Position by registered pharmacist of twelve years' experience as clerk and proprietor of retail drug stores. Want lots of work and good wages. Address Lock Box 214, Marion, Mich. 893

Wanted—Position as bookkeeper or stenographer with wholesale shippers preferred. Address Competent, care Michigan Tradesman. 903

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

HELP WANTED.

Wanted—Salesmen to handle our table cutlery as side line to hardware and bazaar trade. Goods are quick sellers—commission liberal. Rodgers Bros. Cutlery Co., Muskegon, Mich. 891

Wanted—Drug clerk with some experience. Address Drugs, care Michigan Tradesman. 882

Wanted—Ambitious, energetic men, who are interesting and convincing talkers. If you have ability, you can better your financial condition in our legitimate business, requiring no capital; all we want is your time. Address P. O. Box 60, Grand Rapids, Mich. 864

AUCTIONEERS AND TRADERS

Merchants, Attention—Our method of closing out stocks of merchandise is one of the most profitable either at auction or at private sale. Our long experience and new methods are the only means, no matter how old your stock is. We employ no one but the best auctioneers and salespeople. Write for terms and date. The Globe Traders & Licensed Auctioneers, Office 431 E. Nelson St., Cadillac, Mich. 445

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash Ave., Chicago. References, Dun's Mercantile Agency. 872

MISCELLANEOUS.

Oddfellows, K. P.'s, Redmen, wanted to sell our gold plated, enameled emblem buttons. Send 25 cents for sample and catalogue. Fraternity Emblem Co., Brockton, Mass. 878

Merchants—Are you desirous of closing out your stock or having a reduction sale? We positively guarantee a profit on all reduction sales and 100 cents on the dollar above expenses on a closing out sale. We can furnish you with references from hundreds of merchants and the largest wholesale houses in the West. Write us to-day for further information. J. H. Hart & Co., 242 Market St., Chicago, Ill. 871

To Exchange—80 acre farm 3 1/2 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house, good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501

Want Ads. continued on next page.

PENALTY OF PROSPERITY.**It Does Not Excite Comment Like Disaster.**

Written for the Tradesman.

Sault Ste. Marie, Sept. 26—When one stops to consider the question he realizes that the life of a community is much the same as the career of an individual. It has been said that when a man starts on the toboggan slide of failure the world seems to rest from its other labors for a minute or two that it may grease the track and make his descent more swift. In every sense of the word this may not be true, but there is no denying that it is easier to slide than to climb to the top.

Time has shown that when disaster comes to cities and the hand of poverty and despair clutches at the throats of the people the remainder of the world seems to lend a helping hand in the work of destruction. The world takes more delight in reading of gigantic failures than of successes, probably because the failures are more spectacular than the successes.

A few months ago the financial world was talking about the great Soo industries and people were reading in the newspapers long accounts of the doings in the Twin Cities by the St. Mary's rapids. All this stir was occasioned because the mighty Clergue had fallen, because the Consolidated Lake Superior Co. had gone on the rocks and the "dreams" of the man from Maine had come to naught. The newspapers told of thousands of rioters marching the streets, howling like maniacs and demanding money and revenge for alleged wrongs that had been committed. People climbed over each other in the scramble for papers—for the toboggan had been greased and one of the greatest downward slides in the history of the world had commenced.

To-day even the echoes of the crash have almost ceased. Things are moving in the circles of the great corporation and plant after plant is resuming operations. The great steel mill clouds the sky with smoke and leads one to think of Pittsburg. Within the past few days a record has been broken, 600 tons of rails being turned out, when the capacity of the mill was considered but 500 tons a day. Nearly a thousand men are already employed about the plant and within a few more days—possibly by the time this article is in print—the great blast furnace will be in operation. Mines are being worked, the woods are rapidly filling with men and it is estimated that from now on the monthly payroll in the Canadian Soo alone will amount to \$100,000. The income of the street railway and ferry lines is \$400 a day and increasing.

In looking over present conditions on both sides of the river one must look, also, to the immediate future, if a true realization of the situation is to be obtained. New industries are proposed for both sides of the river. In the Canadian Soo a big stove mill, the ground for which has been purchased within the past few

days, will be erected soon. A dynamite factory will also be built and smelters are soon to be built and operated.

In the Michigan Soo prospects were never brighter, the confidence of business men is restored and there is every reason to feel that the coming ten years will be the most prosperous in the history of the city. The Clergue interests will establish on this side of the river an immense coking plant, the product of which will be used in the steel plant across the river. This industry will use annually, according to a statement made both by Mr. Clergue and his attorney, about 350,000 tons of coal and will give employment to several hundred men. The city will be piped for gas and this by-product of the plant will be sold to consumers under a franchise recently granted. Work on the plant will be started this fall, as the franchise calls for the laying of mains within thirty days.

A mill for the manufacture of copper wire, bolts, etc., is another institution that will be established on this side of the river. A tract of twenty acres of land has been set aside for the industry and I have it from an authoritative source that work on the buildings will be started before long, possibly within thirty days. Power for this industry will be secured from the canal of the Michigan Lake Superior Power Co.

The handling of ore in this part of the country in blast furnaces and otherwise calls for the use of a high grade of limestone. In view of the increase that can be expected in the use of the stone, several capitalists have purchased land in the limestone district west of the Michigan Soo and will at once open a large quarry. The quarry will be connected with the South Shore Railway by a spur and operations will be commenced within the next few days. One of the gentlemen interested in this limestone deal is also interested in the wire mill proposition, has had charge of considerable experimental work in perfecting the electric smelter, and, although he has been a resident of the Soo but a few months, has shown beyond a doubt that he is here to stay and occupy a prominent position in industrial circles.

In citing these cases of renewed prosperity and the general satisfactory indications for the future, I do so to compare the present situation with that of a year ago, that the reader may come to realize that when a city or body of men meet reverses the whole world discusses the condition through a megaphone, but when the sun begins to shine on renewed prosperity half the world never hears of it. Mighty few people outside of the two Soos really know what is going on here at the present time or how bright the prospects are, but a year ago there wasn't a town in the United States that didn't hear of the financial crash that shook the region of the great company's operations.

When the great crash came everybody talked about it. Men whose features were adorned with luxuriant

growths of Kansas-like whiskers gathered in grocery stores all over the country, arranged themselves along the tops of the counters and on boxes and barrels in picturesque fashion, and, with wisdom seeming to ooze from every pore, murmured, "I told ye so, b' gosh."

Headlines of the most amazing size fairly shrieked the story of the collapse of the Clergue undertakings. Magazine writers vied with each other in roasting "The Jason of Algoma," "The Wizard of the West." They told of the days when as a boy he trudged through the streets of a town in Maine, dreaming of great things to come, evolving striking sentences relative to his rise from obscurity to the head of a corporation capitalized at more than a hundred millions of dollars. They printed his picture, and when it was impossible to obtain a picture of the "Wizard," pictures of other people were used. Sometimes he had a mustache, sometimes whiskers. At other times he appeared smooth faced, but the public was pawing the air for Clergue news and pictures—and they were handed out in large quantities, but oftentimes spurious.

Now that something meritorious is being accomplished, where are the people who climb over each other to hear and read about what is taking place? No answer greets the query, for the gentle readers of the country have turned their eyes in the direction of the Far East, where blood runs deep on fields of carnage. Perhaps to-morrow it will be a steamboat or railroad disaster that will draw the eye or perhaps a new divorce scandal will be stirred up in the exclusive circles of the effete East.

Why do the people take so much more interest in the operation of tearing down than in that most commendable of occupations, the building up of something that shall result beneficially to mankind? Man is condemned if he goes wrong or makes a mistake and the world chases after him in much the same manner that the urchins of the street follow the yellow dog with a tomato can tied to his tail. But if he succeeds in doing something of value he passes along the highway of life without attracting attention. Is it surprising, then, that the percentage of successful people is so small? What we need to learn is to accomplish something, and not spend our time scouring the country in search of human wreckage.

Raymond H. Merrill.

New Way to Make Widows.

In most countries where civilization is somewhat backward marriage is apparently regarded as the necessary fate of every woman. This is so much the case in Russia that there, when the parents of a girl see her getting on toward old-maidhood, without any prospect of marriage, they take her abroad for a time. After a year or two she will reappear among her old friends as a widow, and although they may suspect that her late lamented husband never existed outside of the imagin-

ation of those who invented him, yet the fiction is useful in giving her a certain status in society and enabling her to avoid the mortifications of the "unappropriated blessing."

In Bermuda, on the other hand, girls are often prevented from marrying by the law of the land, which decrees that a woman who marries a foreigner shall not only lose what property she may happen to have, but shall also become incapable of inheriting any.

Sometimes Bermudan girls renounce their birthright for love's sake; but as a rule the charms of penniless damsels are not sufficient for men to desire them for wives, and, therefore, many of them are doomed to spinsterhood by the law.

Small.

"How small have you felt?" she asked anxiously.

"Well," he replied, "I have felt as small as a man in the presence of the head plumber."

"That isn't enough."

"I have felt as small as a man when his wife catches him in a lie."

"That isn't anything."

"I have felt as small as the man who made a righteous complaint to the President of a trolley line."

She shook her head again sadly.

"That isn't anything to the way I feel," she said. "You know I have never been to Europe and I've been talking with a girl who has just returned."

Millersburg—The lumber, saw mill and mercantile firm of Lewis & Derry has gone to the wall. Their store has been closed by creditors, their mills and camos have been shut down and about all their manufactured lumber, personal property and unincumbered timber lands have been placed under attachment for labor and other indebtedness. The failure will throw out of employment fully half the population of the village and severely cripple the merchants, who have hitherto derived their support from the employes of Lewis & Derry.

BUSINESS CHANCES.

Wanted—A large second-hand fire proof safe; must be cheap. J. M. Perry, Tustin, Mich. 994

Wanted—A stock of merchandise in exchange for a well located improved farm. Address No. 906, care Michigan Tradesman. 906

For Sale—One of the best outside grocery stores in Flint doing a good business. Inventory \$1,900. Good reasons for selling. Write or call 2513 N. Saginaw St., Flint, Mich. 968

For Sale—A National Computing Scale, almost new; fancy design; bottle green; all agate bearing. A good bargain. For \$5 will send subject to examination. Address J. D. Humphrey & Son, Lenox, Ia. 909

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

POSITIONS WANTED.

Wanted—Position by general clerk; temperate and steady. Address "References," care Michigan Tradesman. 907

HELP WANTED.

Wanted—An experienced up-to-date, hustling dry goods clerk, must be good salesman and stock man. Address Lock Box No. 28, Alma, Mich. 905

AUCTIONEERS AND TRADERS.

J. L. McKenna & Co., "The Hoosier Hustlers," the noted merchandise auctioneers, carry the largest book of references of any firm in the United States—now selling \$8,000 general stock at Mount Pleasant, Iowa. For terms and reference book, address Box 457. 910