

# MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 5, 1904

Number 1098

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**EARN MORE MONEY,**  
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Will pay your money back  
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### DELINQUENT PARENTS.

The staff of the Juvenile Court of Denver have compiled as part of the exhibit of the Court at the St. Louis Exposition what they call a "booklet," entitled, "The Problem of the Children." The booklet, however, contains 222 pages, and we may remark incidentally that whoever will send 25 cents to the clerk of the Juvenile Court at Denver for a copy of the document will receive one of the most interesting books ever issued from any press. It is, in fact, composed largely of short and remarkably entertaining stories, evidently written by Judge Lindsay, in which he describes typical cases with which he has had to deal. Judge Ben B. Lindsay is a Judge of the County Court of the county in which Denver is situated, and is occupied with its regular business, and up to the beginning of the present year has been the sole Judge. The national reputation which he has achieved as Judge of the Juvenile Court has been won largely at the cost of daily and nightly labor not required by the formal obligations of his office, and which has had such marvelous results that the public gladly added an additional Judge to the County Court in order to permit Judge Lindsay to spend more time with his delinquent children. The nature of these results will be indicated by the simple statement that when, in spite of his utmost efforts, a boy continues to go wrong and it becomes necessary to commit him to the State Industrial School, the Judge draws the warrant, gives it to the boy, with the railroad ticket, and the boy then goes direct to the school alone, delivers himself to the superintendent, makes his own return upon the warrant and enters upon his confinement. There is nothing to prevent his running away. He simply does not do it. The question yet to be determined is whether such

results as this are a product of the system, or whether they are due mainly to the personal character and influence of Judge Lindsay.

Just now, however, we wish to deal with a single feature of the work of the Denver Juvenile Court, and that is its dealings with "delinquent parents." All juvenile courts are created on the theory that the state may deal with delinquent children precisely as a parent may deal with them, and that whether they have been guilty of what the law calls a "crime" or not. The object, in fact, is to prevent them from becoming criminals. The Judge, therefore, uses his discretion, and virtually makes his own law, just as a father might do. But the Colorado law also gives him authority to deal rather summarily with delinquent parents. For example, the child who enters a saloon or a recognized vicious resort of any kind is a delinquent. But if he is sent there by parents, guardian or employer that person becomes the delinquent instead of the child. Or if a parent sends his child to "sneak" coal from a coal yard, it is the parent and not the child who is dealt with. This is not a special effort of society to save a merchant or railroad company from losing a few baskets of coal, but to prevent the child from being educated as a thief. During the year 1903 there were 197 parents and forty persons other than parents dealt with by the Denver Juvenile Court for "contributing" to the delinquency of children, of which number forty were committed to jail. Of course, not a single child has been committed to jail. They are committed only to schools. Besides this, there was a much larger number fined in substantial sums. How many parents are reformed by the personal influence of the probation officers, so that they never come before the courts, can never be known.

But the class which sends their children to the saloon for beer or to the coal yards and new buildings for coal and wood, by no means contains all the people who contribute to the delinquency of children. "In fact," says Judge Lindsay, "in my experience the most blameworthy of such parents are among the so-called business men and prominent citizens. They seem to think their duty ended when they have debauched the boy with luxury and the free use of money. They permit him to fill his life with a round of pleasure, and let him satiate his appetite without knowing what he is doing or whether he is drifting." As a result there is a constantly increasing number of embezzlements of small sums by clerks in business houses, whose fa-

thers make good the loss and nothing is heard of it. The Judge states that a Police Captain in one large city told him that within a single six weeks he had investigated twenty-four such cases, in all of which the delinquents were of respectable families and the embezzlements "hushed up." This is going on and increasing in all large cities. We know very little of what takes place all about us. Judge Lindsay regards this class of well-to-do parents who do not control their children as the most dangerous elements of society to-day. They are rearing a class of citizens without moral principle, prone to vices which sap their moral and physical stamina, and which involve the expenditure of money which they can not honestly obtain. In the course of his three or four years' experience in the Juvenile Court, it is said that Judge Lindsay has had many such parents before him with their children, where, with the assistance of the probation officers who had been investigating their children, such a complete "show down" of their doings was effected as covered their parents with horror and shame.

The juvenile courts, in conjunction with the school authorities operating under a compulsory school law, are the great agencies upon which society must rely for preventing boys and girls from drifting into lives of crime. Boys do not become criminals in a day. For the most part the boy who subsequently becomes a criminal does not in any respect except his environment differ from other boys of the same age. He begins with mischief, advances to "swiping," gets into jail and emerges a criminal. The duty of society is to catch him before he passes the stage of mere mischief, improve his environment or separate him from it, and allow him to have his normal development into a good citizen and an honest man.

Secretary Noekels, of the Chicago Federation of Labor, said at the last meeting of that organization: "A year ago there were 240,000 union men in Chicago. To-day there are less than 140,000 affiliated with the unions and over half of those neglect or refuse to pay their dues." Evidently the "seething caldron of hell" which the union leaders of Chicago gloated over so joyously a year or so ago is cooling off.

The Japanese might be thought confirmed deadheads in view of the avidity with which they snatch passes from the hands of the Russians.

The broad and crooked road is also paved with good intentions.

**SUCCESSFUL SALESMEN.****R. C. Talbot, Representing Forest City Paint & Varnish Co.**

R. C. Talbot was born at Pontiac, Aug. 30, 1871. His parents removed to Chicago when he was an infant, and subsequently removed to Chase, Lake county, Mich., where his father established and conducted a weekly newspaper. In 1875 his father removed to Reed City and purchased the Clarion, which he conducted for two years. In 1877 the family removed to Toledo, where Richard attended school, graduating from the High School with high honors. In the meantime he had learned the trade of carriage painting, working nights and Saturdays at the trade. On leaving school he went to Chicago, where he was employed at his trade for two years, when he returned to Toledo and spent two



years decorating bicycles in the factory of the H. A. Lozier Manufacturing Co. Mr. Lozier then sent him to his Eastern factory in Westfield, Massachusetts, where he was foreman of the decorating department for a year. He then returned to Toledo to take the position of master painter with the Gendron Iron Co., where he remained three years. He then removed to Cleveland to take the foremanship of the Metal Goods Manufacturing Co., from which place he naturally drifted into the paint shop department of the Sherwin & Williams Co. He then opened a carriage and automobile paint shop, which he continued for one year, selling the business to accept a lucrative position as manager of the paint department of the Cleveland Eastern Railway, where he superintended the painting and finishing of the passenger coaches. His next connection was with the Colonial Paint and Varnish Co., where he assumed charge of the manufacturing department and met his first experience as traveling salesman. During a portion of the time he was connected with this company he served as Vice-President of the corporation. He retired from this position to accept a flattering offer as traveling representative for the Forest City Paint & Varnish Co., his first territory being the retail trade of Southern Michigan and Northern Indiana. On Jan. 1 of last year he dropped

his Indiana territory and was given charge of the entire State of Michigan, in which he endeavors to see his trade every ninety days.

Mr. Talbot was married Dec. 22, 1892, to Miss Laurace Loy, of Fairmont, Indiana. They reside in Toledo. The husband is not much of a "jiner," being a member of only two organizations—B. P. O. E. Lodge, No. 34, of Detroit, and the Illinois Commercial Traveling Men's Association.

Mr. Talbot attributes his success to the fact that he can talk understandingly and intelligently to a practical paint man on account of his knowledge of the business. He is thoroughly versed in the science of paint mixing, which gives him an intimate acquaintance with the contents of every package. There is no branch of the finishing, painting, decorating, frescoing or sign writing business with which he is not familiar, and because of this knowledge he has manifestly an advantage over a traveling man who takes up the work from a commercial standpoint, without knowing anything of the practical side of the question.

**Advantage of Keeping Private Information to One's Self.**

Why in thunder is it that a man can't keep his good things to himself?

Especially when he ought to know that blabbing 'em is going to lose 'em for him?

A broker told me the other day some of his experiences about this, and they tally exactly with what I know myself.

He said he never gave any buyer a good thing yet that the chump didn't tell about it. Every broker and every jobber has his preferences among the people he sells to. Very often he will be able to give some particular friend a slice off a good thing—a little concession off a price or something like that.

Sometimes there's a good reason for it, like an unusually large order, but other times there isn't any reason for it except that the broker has offered his plum to the man he liked best among the trade.

No matter which is the condition, the recipient of the favor always leaks about it.

Why? I'll blanked if I know, except it's to show that he's just the stuff when he comes to buying.

This broker buys his groceries of an ordinary retailer—just the average neighborhood grocer, not big enough to buy goods of anybody but the wholesale grocer. I mean too small to buy direct of the manufacturer or broker.

This retailer and the broker got very friendly in the course of time, and one day when the grocer dropped into the broker's office and asked him if he wouldn't sell him direct, the broker consented. He sold him a small order at the price that the wholesaler paid.

Now, you'd think that the retailer would have kept a good thing like that locked under his hat with a burglar-proof lock, wouldn't you?

And yet I'll be daddurned if he

didn't give it away the first chance he got! I don't mean that he told the whole thing, but when a wholesale grocer's salesman next tried to sell him this particular line of goods and quoted him a price, the grocer let out a snort of contemptuous amusement and said he could beat it all to pieces. The salesman got curious and pretty soon he had seen the goods that the grocer could do better on. That was enough—he put two and two together, and when the broker tried to get another order out of the jobber whose salesman this was, he had the thing thrown at him good and hard.

So perished one retailer's good thing.

Another time the same broker made a certain wholesale grocer a very close price on a big order. It was a closer price than he had made the general wholesale trade, mostly because of the size of the order.

He said he heard of it within two hours from another jobber who had been paying a higher price.

The jobber, to show another broker that he could beat him all to pieces, had let just enough out to give the broker a clue. The latter had pieced the transaction together in his own mind, and had told other jobbers that "So-and-So" had done better by this particular jobber than he had by them.

Result—trouble in large red bunches.

I have reason to know that everybody's experience is just the same. Nobody seems to be able to keep shut up when they have proven their beautiful acuteness by making a good buy. They have simply got to show their competitors, or somebody, what keen business men they are. And the showing always kills the goose that lays the golden egg.

There was a time when the price of sugar was limited. In Philadelphia the jobbers, unable to trust each other, put up \$300 apiece to insure each other's honesty. In spite of the chance of losing this \$300, several of them gave secret rebates right and left.

That is, they thought they were secret, but they were not.

I know a lot of cases where jobbers who were honestly holding the price knew perfectly well that certain other jobbers were not, and knew who those jobbers were, whom they rebated, and how.

In other words, they had them dead to rights.

Did they blab? No. Why? Oh, well, they didn't want to get into it, and the retailers had told their salesmen in confidence and could not be brought into it.

In this case the retailers' telling it did not always put a stop to the good thing, but it might have. The dealers who got the rebates simply had to show that they were up to snuff. They couldn't hold it to save their souls! Maybe it was only a wink, or a foxy look, but it let the secret out, all right.

Why, I have actually known of cases where a dealer who had managed to get hold of something rich

in the way of a price, or a drive, gave it partly away to his own competitor.

That seems to me like simple idiocy!

If I were a retailer I'd be as stingy about such things as a miser! If I were a member of a retail grocers' association, and bought goods cheap through it, it would be the last thing I'd ever speak of to a man who bought his goods through the regular jobber.

Or if I took a trade paper that gave me good ideas, think I'd say so to my competitor?

Not on your tintype!

I would consider it only good business to keep all such good things as close to myself as wax.

To prove that, I know an angel gentleman in Philadelphia here that you can borrow money from just as easy! Think I'd tell who? Not on your life, for he told me if I did he'd never lend me another cent.—Stroller in Grocery World.

**Republic of Panama.**

Completes first year of existence November 3, 1904.

Constitution follows lines of that of the United States.

There are seven political divisions or provinces.

Has three ports on the Pacific and three on the Atlantic coast.

Boasts of one railroad, forty-seven miles long, now owned by the United States Government.

There are 1,000 post roads, and hardly twenty-five miles of road in all over which a carriage could pass.

Population of 300,000 of various nationalities.

Area, 31,500 square miles; greatest width, 160 miles; extreme length, 400 miles; coast line, 1,000 miles.

Industrial development, practically none.

Length of proposed canal, forty-seven miles.

Estimated cost, \$200,000,000.

Living expenses and rents high and opportunities small.—Philadelphia Record.

**Process Employed to Reclaim Rubber.**

Rubber is recovered in several large plants as follows: Old shoes, tires, belts, mats, hose, etc., are shredded to a fine wool. This is then heated in massive iron cylinders under high pressure for twenty hours, with strong caustic soda solution. The cloth packing, paint, fillers, oil, grease, thread, etc., of the "shoddy" is destroyed or altered in composition, while the rubber is not affected. The mass is drawn off, washed with water for several hours, and pure rubber recovered in fine needles or threads. These are then pressed to one solid mass between heated iron rollers.  
H. C. Stiefel.

A man is rich when he is contented with what he has, although he may not be satisfied with his possessions.

It is a good deal better to live in a glass house and take your chances on stones than to have no windows at all.

# A Good Repeater

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

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

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



### Movements of Merchants.

Laurium—R. H. Rickard has opened a new grocery store.

Johannesburg—Vernon Welsh has opened a new grocery store.

Tower—Geo. Arrowsmith has engaged in general trade here.

Holland—A. I. Kramer has uttered a trust chattel mortgage of \$10,539.

Marcellus—Wm. Thurkow has purchased the meat business of Earl Sill.

Hastings—Addie Parker has purchased the South Jefferson St. cigar store.

Mason—Cavender & Mehan, clothiers, are succeeded by H. O. Halstead.

Frontier—Henry Bailey has removed his general stock from Amboy to this place.

Hastings—Edward Huffman will shortly open a cigar and tobacco store here.

Owosso—Elton H. Green, merchant tailor, has sold his stock to B. F. Whitely.

Bay City—Werner Von Walthausen has sold his drug stock to James E. McDonald.

Detroit—Samuel Goldstein has been appointed receiver for the Hub Clothing Co.

Jackson—Zerah Tomlinson has sold his grocery stock to Theodore O. Freeman.

South Bay City—S. Vallier has opened a new grocery store at 619 Harrison street.

Midland—D. & J. W. Brown have sold their stock of bazaar goods to Will M. Evans.

Saginaw—Chas. H. Becker will succeed Mrs. C. H. Becker in the millinery business.

Standish—J. H. Honey has concluded to put up a solid brick store building 18 by 40 feet.

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

Battle Creek—W. H. Staley has purchased the grocery stock of Newcomb & Foote.

Pontiac—J. H. Bushnell will remove his stock of men's furnishing goods to Imlay City.

Sanilac Center—Wellington Warner, of Elk, will open a new bakery and confectionery store.

Coral—G. A. Armitage & Son have purchased the warehouse and business of Hill & Armitage.

Caro—Floyd A. Turner, hardware and harness dealer, is succeeded by the Kelsey Hardware Co.

West Bay City—The Monarch Drug Co. has increased its capital stock from \$5,000 to \$10,000.

Au Sable—R. A. Richards has added a room 20x20 feet in dimensions to his hardware store.

Port Huron—John E. Wolfstyn, tailor and dealer in men's furnishings, has filed a petition in bankruptcy.

Bay City—The firm of Witmer & Co., dealers in women's wearing apparel, has been incorporated under the same style.

Johannesburg—Boice & McKenna are opening a drug store in the corner room of the new Hanson building.

Eden—Rolland A. Fay, who has been running a general store here, was succeeded by Disenroth Bros. & Co. on Oct. 1.

South Lyon—E. W. Fitzgerald has succeeded Griswold & Fitzgerald in the grocery and men's furnishing goods business.

Sault Ste. Marie—C. P. Haerle has taken the management of the cold storage department of the Musselman Grocer Co.

Alma—E. A. Bivins has sold his drug and stationery stock to S. Stannard, who will continue the business at the same location.

Saginaw—A receiver has been appointed to close up the business of James C. Mills, dealer in books, stationery and wall paper.

Tecumseh—Alva Spayde, who has been engaged in the clothing business seventeen years, will close out the stock and retire from business.

Cement City—The E. W. Brower general stock has been purchased by Culver & Parker, of Brooklyn. The purchasers will close out the stock.

Rapid River—Ed. Hill expects to add a meat market to his grocery store in the near future. Arthur Huxford will have charge of that department.

Niles—John Hilderbrand's Sons have sold their furniture stock to P. J. and J. P. Troost, of Grand Rapids and Ionia, who will continue the business.

Sault Ste. Marie—C. S. McLachlan has purchased the grocery stock of C. P. Haerle at Algonquin and will add a line of boots and shoes in the near future.

Middleville—Loveland and Son, of Prairieville, have purchased the Ackerson stock of clothing and will ship it to Delton, where they will open a branch store.

Lowell—Ecker & Foster have sold their lumber yard to Charles Travis, of Grand Rapids, who will continue the business under the style of the Lowell Lumber Co.

Davisburg—Frank G. Ely has purchased the interest of his father, Edmund Ely, in the general stock of Ely & Son and will continue the business at the same location.

Ann Arbor—W. W. Wadhams, Emanuel Stadel and Chris. T. Donnelly have formed a copartnership under the style of Wadhams & Co. and engaged in the clothing business.

Holland—A. I. Kramer has uttered a chattel mortgage securing creditors to the amount of \$10,539.91. The stock will inventory about \$5,000. The trustee is S. W. Krafner, of Cadillac.

Ionia—P. T. Bates, having disposed of his stock in the Ionia Pottery Co., severs his connection with the company and retires from the presidency, which he has held for fifteen years past.

Elmira—Abram W. Stein has purchased the Fordham store building, which is one of the most modern buildings of its kind in Northern Michigan, and will occupy it with his general stock.

Oxford—Stewart Howser, of this place, and Geo. Lindermann, of Pontiac, have formed a copartnership under the style of Lindermann & Howser and engaged in the produce business here and at Pontiac.

Niles—P. W. Flandermeyer, of Coldwater, expects to open a new shoe store here within two weeks. For a number of years Mr. Flandermeyer has been connected with his father's boot and shoe store at Coldwater.

Detroit—A jury in the United States District Court has decided that the Hub Clothing Co. should be adjudged insolvent. The action was brought by several New York merchants who presented claims aggregating \$597.

Schoolcraft—The Glass Drug Co., which has been doing business less than two years, filed a trust mortgage last week, covering the stock and fixtures. Dr. D. E. Binning was named as trustee and the business is being conducted by him.

Big Rapids—Geo. F. Fairman has purchased the Toan & Morton clothing stock and will continue the business in his own name. The liabilities of the firm amounted to \$6,000, all of which were acquired by Mr. Fairman on his own terms.

Litchfield—A. J. Lovejoy & Co., who for over forty years have been in the general merchandise business at Litchfield, have sold out to Bert Hickok, who will continue under the name of Hickok & Co. Mr. Lovejoy will continue his banking business.

Petoskey—S. A. Williams, who has been in the employ of A. B. Thompson, the Emmet street grocer, for the last five years, has formed a partnership with P. J. Howe, of Lansing, formerly of this city, and they have purchased the grocery stock from L. W. Martin.

Howard City—C. R. Watson, father of W. Frederick Watson, the absconding baker, has uttered a trust mortgage on the stock for \$1,630 covering the merchandise claims and his alleged claim for \$726. Perry Barker, of Grand Rapids, is named as trustee of the mortgage.

Nashville—E. M. Quick & Co. have sold their grocery stock to George and Gerret H. Brower, who will continue the business under the style of Brower Bros. As will be noted by the fac simile letter on page 47, the sale was effected through the Wants Column department of the Tradesman.

Escanaba—The Rathfon Bros. clothing stock has been purchased by G. C. Meisel, of Port Huron, who will continue the business under the management of S. B. Rathfon. The dry goods stock has been purchased by Jorgenson & Blesh, of Green Bay, for \$15,500. The stock and fixtures inventoried \$41,000.

Big Rapids—The property belonging to the Pressburg estate has been sold. The brick store building was bought by Martin Holland, of Woodville, for \$3,000, and the grocery stock by Bert Tenny and David McFarlane, of Paris, for about \$400. The new grocery firm will open up for business under the style of Tenny & McFarlane.

Marquette—At the bankrupt sale Sept. 28 the stock and fixtures of the A. T. Van Alstyn Dry Goods Co. were purchased by J. H. Foster, of St. Louis, Mo., for the sum of \$24,250. The inventory totaled \$41,576 and the appraisal was \$22,000. As the claims of creditors exceed \$50,000 the probability is that the estate will pay about 40 cents on the dollar.

Sault Ste. Marie—Arthur G. Bailey has filed a trust mortgage running to Attorney R. P. Hudson, covering his stock of drugs on Ashmun street. Sixty creditors are named, the two largest being the Hazeltine & Perkins Drug Co., of Grand Rapids, \$1,213.80, and the Sault Savings Bank, \$1,000. By the terms of the mortgage he is to pay \$50 a month until the debt is wiped out.

Sanilac Center—Eighteen business men of this place have written a letter to the Detroit Board of Commerce asking that body to interest itself to the end that better connections be secured between the Pere Marquette and the Grand Trunk Railways at Port Huron. The signers of the letter complain that when they come to Detroit via these two roads they are compelled to lose a great deal of time in the Tunnel City. The Board of Commerce has taken the matter up with the two roads, and a remedy will soon be reached.

### Manufacturing Matters.

Ewart—Chas. C. Miller has engaged in the manufacture of cigars.

Kalamazoo—The Pray-Harris Baking Co. is succeeded by Pray & Duxtater.

Battle Creek—The Battle Creek Iron Bed Co., Ltd., has decided to liquidate and retire from business.

Detroit—The Michigan Lumber Yard has filed notice of increase of capital stock from \$5,000 to \$20,000.

Benton Harbor—Mrs. Moses Price has sold the Mantello cigar factory to Chas. Hill, who will continue the business.

Brown City—The Maple Valley Creamery Co., which also had branches at Marlette and Melvin, has filed a petition in bankruptcy.

Sturgis—The Utility Manufacturing Co. has been organized by W. T. Favorite and C. V. Schermerhorn to manufacture an improved corn popper.

South Haven—Spilky Bros., of Chicago, are looking for a location for a pants factory. They want a brick building in which they can install fifty machines and employ fifty women and ten or fifteen men. Their terms are very reasonable, as they ask only that their rent be given them so long as they occupy the building.

## Commercial Credit Co., Ltd.

Widdicombs Building, Grand Rapids  
Detroit Opera House Block, Detroit

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



Geo. M. Kling, meat dealer, will be succeeded by Jno. Cooper.

John Hudson has closed out his grocery stock and will shortly remove to California.

The Cherry Street Hardware Co. has closed out its stock at retail and will discontinue business.

C. C. Day has opened a grocery store at Mt. Pleasant. The Judson Grocer Company furnished the stock.

Otis Jones has purchased the interest of D. W. Elferdink in the drug stock of Elferdink & Jones, 343 East Bridge street, and will continue the business in his own name.

#### The Grocery Market.

Sugar (W. H. Edgar & Son)—Since we wrote you on Sept. 27 the market has remained unchanged until to-day, when certain refiners reduced prices 10c per hundred. Raws are firmly held, as before, at 4 5-16@4 3/8c for spots. A number of cargoes of Javas have been sold at from a shade under 4 1/4c to about equal 4.31c, duty paid, the price varying with the probable dates of arrival, sugar which can not reach New York until about the first of the year bringing the lower price. These purchases indicate not only the strength of the position, but refiners' views as to the value of raw sugar until we get into the Cuban campaign. Foreign beet quotations have changed slightly since the close of the September deal, October being quoted at 11 3/4c, a parity of about 4.46c with centrifugals. Refined is lower, as noted, and without any apparent justification. The principal refiners yesterday reduced nominal quotations to the basis of actual sales. To-day certain independent refiners reduced all prices ten points, making the existing margin between raw and refined very little more than 1/2c per pound. The demand is good and will undoubtedly be large during all of this current month, although the disturbance incident to the manipulation of prices may have some effect. It would seem, however, that the immediate effect should be liberal purchases to secure the advantage of the low prices offered.

Tea—The market is not particularly active and may rest some time at the present level for lack of buying support. Cheaper grades of tea are in fair supply at unchanged prices.

Coffee—There is a steady absorption of coffee in Brazil for the large interests in the market, who unquestionably now look for a gradual hardening in values as the receipts of primal points grow less. The maximum estimate for the present crop is now 1,000,000 bags less than last year, and other estimates show an even greater discrepancy. Mild coffees are firm at unchanged prices for the week.

Canned Goods—Baltimore reports that there have been frosts in that

vicinity and the packing season in tomatoes is winding up a little earlier than expected. The indications are that the output will be fully up to normal. Other vegetables are packed, and the only interest they have to the trade is as to how they sell. The movement seems to be about up to the average. As noted before, there is no sauerkraut to be had. Business in California fruits may be said to be increasing. In such lines as peaches and apricots there is a slowness on account of the high prices, but most of the other fruits are reasonable and the fall trade is under way in them. Salmon is unchanged and shows no sign of weakening. Reports from Maine and New York now say that the frost has hit the corn badly and the output will be curtailed. Every one knows, however, that at this season of the year all crop damage stories must be taken with even more than a grain of salt. They are of doubtful value as a rule, because they do not reflect the actual conditions of a large section or because they reflect only the opinion of some one man and his judgment may not be good. So it is not time to get scared about another short pack of corn.

Dried Fruits—Peaches are very high, and this fact is curtailing the demand. A few are changing hands, but buyers are only taking peaches where they have to. There seems to be every reason why the market should remain high during the whole season. Currants are in fair demand and will improve from now on. Both loose and seeded raisins are in better shape than they have been for some time. The market is firm, partly because of the new syndicate and partly because of heavy rains in the growing districts. An advance is prophesied. Apricots are quiet and unchanged. Prunes are unchanged. The demand is light, but shows an increase, especially on spot. There is very little interest manifested in goods to come forward, however. It would seem that prices are low enough to warrant a better business than is now doing.

Rice—The Southern States have increased their production so rapidly that importations are no longer needed, although there is some rice brought into the United States every year. Some exporting is done to Puerto Rico and Cuba, but there is still a surplus left each year. Rice has been very cheap the past year or two and bids fair to be about as easy to get the coming season.

Syrups and Molasses—Sugar syrup is firm and in good demand. Molasses is quiet and unchanged. The market will wake up a little as soon as the cool weather comes. Glucose is unchanged. Compound syrup is in light demand at unchanged prices.

Beans—The market is stronger on account of the unfavorable crop reports, both from New York and Michigan. In New York the crop of red kidney beans is light and will not be marketed early. Frosts and heavy rains have injured the general bean crop of the State to some extent, and some holders have advanced 5 to 10c

per bushel. Secondary markets have not advanced as yet, but probably will. Rains in Michigan have also delayed the crop and strengthened the market. Many packers refuse to offer pea beans at all. Marrows are unchanged, being strong and high.

Fish—The mackerel market is still strong, on account of the small catch. Sardines are unchanged, with the exception of mustards, which are more plenty than oils and have shown some concessions during the past week. The catch is proceeding well. Cod, hake and haddock have all advanced 1/4c during the past week. The demand is excellent and the stock light. Salmon is unchanged, being quiet but firm.

#### The Produce Market.

Apples—Fall varieties are in large supply, with demand nowhere equal to the supply. Prices range from \$1.25@1.75 per bbl.

Bananas—\$1@1.25 for small bunches; \$1.50@1.75 for Jumbos. Trade has been fair, considering the quantities of other fruits on the market. The warm weather has hastened ripening rather more than desired in some cases.

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

Beets—40c per bu.

Butter—Creamery is in good demand, with supply hardly equal to the demand. The market is steady at 20c for choice and 21c for fancy. Receipts of dairy grades are not large and the quality is generally poor. The price is steady at 16@17c for No. 1 and 11@12c for packing stock. Renovated is in active demand at 17c.

Cabbage—35c per doz.

Carrots—45c per bu.

Cauliflower—\$1.10 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 are arriving freely. They are good color and good size.

Cucumbers—10c per doz. for large.

Eggs—Receipts of fresh continue to that extent that dealers find it unnecessary to draw on their stocks of cold storage to any considerable extent. Complaint is still heard of eggs that are held too long and shippers will get better returns if they will send eggs promptly. Candling shows a rather large percentage of poor stock for the season. Case count are steady at 18@19c and candled are strong at 20@21c. Storage supplies are going out on the basis of 19@20c.

Egg Plant—85c per doz.

Grapes—Wordens, Concord and Niagaras are in large supply and active demand on the basis of 14c per 8 lb. basket. Bulk grapes, 60@75c per bu.

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—Messinas and Californias fetch \$4.50 per box.

Lettuce—50c per bu.

Onions—Southern (Louisiana), \$1.10 per sack; Silver Skins, \$1. per

crate; Spanish, \$1.35 per crate. Home grown are coming in freely, commanding 60@75c per bu. Pickling, \$2.25 per bu.

Oranges—Mexicans are in moderate supply and limited demand on the basis of \$4 per box. Too much other fruit in market.

Parsley—25c per doz. bunches.

Peaches—Chilis, \$1@1.25; Smocks, \$1.15@1.35. This week will practically finish the crop.

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

Potatoes—Local sales range from 35@40c per bu. The crop is generally good in quality, but the yield is somewhat streaked. In Osceola county the crop will be only about 40 per cent. of an average yield, while further north the volume will be large. The size of the tubers is generally large this season.

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 1 1/2c per lb.

Sweet Potatoes—Virginias are steady at \$1.75 and Jerseys are in good demand at \$3 per bu.

Tomatoes—50@60c per bu.

Turnips—50c per bu.

#### Hides, Pelts, Tallow and Wool.

The hide market is strong. Prices do not advance and tanners hold off from buying; but dealers can not buy in the country to sell at prices tanners demand. Stocks are sold ahead and dealers are not anxious sellers without a margin, which can not be had to any extent. Receipts are increasing from South America, which tends to lower values on such stock. No decline is likely to occur under present receipts.

Pelts are taken as fast as offered at good round prices. More are being offered as cold weather comes on, but the supply is light.

Tallow is firm, with large amounts changing hands. Prices are slightly higher and stocks are in good demand. There is little prime stock on the market.

Wool is in a strong position in the Eastern market, with no lots of consequence held in the State.

Wm. T. Hess.

C. D. Crittenden has purchased the handsome residence of Charles F. Young, at 70 Paris avenue, and will take possession of the property next week. The purchaser is to be congratulated on the excellent judgment he has shown in the selection of a permanent home.

W. R. Beyers & Co., shoe manufacturers of Columbus, Ohio, propose to change their location, and have their eyes on some Michigan city.

## WINDOW TRIMMING

### Some Dry Goods, Hardware and Stationery Windows.

Spring & Company, who had their millinery opening last week, left the same background decorations in for this week, a dainty arrangement of artificial autumn leaves, supposedly those of the grapevine, as there are clusters of grapes attached to the stems at irregular intervals. The graceful white tulle drapery was also allowed to remain over, and gives a light, airy effect.

These people seem to be fairly out-doing themselves on laces this fall, they having shown some most exquisite samples. Prices? Well, laces are laces, anywhere you go, and good ones are always costly. But there is this about a fine piece of lace, the same as about first-class furs and good ostrich plumes—they all show their quality so long as there is a smitch of 'em left, and so it pays in the end to invest in good goods of this description.

Spring has two elegant velvet dresses at the right of the entrance. The country merchant who hath velvet galore need have no fear that he is going to have a hard time to get rid of it, for velvet is to be a prime favorite for fall and winter wear, in cloaks, suits and millinery.

Foster, Stevens & Co. have a creditable exhibit of locks and hinges, and a door hanging has been taken from its encasement for the eyes of those unaccustomed to seeing such away from its natural environment, and perhaps many see the mechanism for the first time. We are all more or less afflicted with the Budge-and-Tody desire—"Wansh to shee zha wheels go wound."

Here are to be seen big locks and little locks; locks simple in design and again very elaborate. The old-fashioned glass doorknobs are liked by many, but their use is incompatible with peace of mind as to their safety where dwelleth the *Enfant Terrible*, and so they can not embellish the doors of the average householder. They are like pieces of expensive cut glass—fine to contemplate if one divorces from his mind their extremely nickable nature.

Door-thick sections of handsome woods are shown with the appropriate trimmings—handsome things! The woods particularly noticeable for their beauty are oak, sycamore, cherry and mahogany.

A placard announces:

Our Line of  
Door Trimmings  
Is larger than ever.

Foster, Stevens & Co.

This seems a new idea with the firm in question—that of adding their name at the bottom of such placards. Probably it is to save strangers the bother of craning their necks to read the sign over the door to discover the ownership of the store. Of course, this seems odd to those as fa-

miliar with the firm's name as with their own, but the innovation is a time-saving one for visiting country dealers.

The Jewel range and two coal stoves in the other window stand out conspicuously. The first-mentioned is equipped with all sorts of modern cooking utensils—alluminium, earthen and enamel. The delight of constructing delectable dishes—dishes fit for the gods—can now know no bounds, with all the proper and eye-pleasing conveniences for use in and around the kitchen range. Every nice housekeeper regards her good kitchen accessories with a love second only to that bestowed on her "best chiny"—and that falls little short of idolatry!

\* \* \*

The Boston Store has a unique arrangement of low-priced ready-to-hang muslin curtains, interspersed with cheap lace ones and green madras (this last by the yard). From outside the glass one can not see how the effect is produced, but five curtains are hung straight-up-and-down, in an arch, about six inches or so apart, and in front of the five pairs is the green madras, gracefully festooned. There are also shown three pieces of entirely white figured madras at 30c per. The one at the right is especially pretty in design and would make up beautifully.

\* \* \*

I passed The Millard Palmer Co.'s windows more hurriedly than I like I think I caught a glimpse, in the exhibit at the right, of Mr. Melvin E. Trotter's new book, "Jimmie Moore of Bucktown." I read a goodly portion of that same, last Sunday, to a shut-in sick child and I became so interested myself in the troubles and struggles of the people of that poverty-stricken settlement that I could scarcely lay the book down. It is more than a story—Mr. Trotter says that every word of it is true; that all the occurrences he portrays actually took place and are not exaggerated in the least. All the people in the narrative are from "real folks" right here in Grand Rapids, with only a change in names to hide identity. The book is neatly gotten up, the type is clear and it retails for seventy-five cents. It has met with such phenomenal sale that the first edition is nearly exhausted and the publishers are soon to begin on another.

#### Gruesome Advertising.

New York has always had quite as many curiosities in the way of advertising as any other large city, but a firm of undertakers who are doing up the outside of a building on a main thoroughfare for their occupancy have something that is probably not to be equaled in the world. It is a brick building of good size which they have had painted black, the intersection of the bricks outlined with white, and to add to this funereal appearance they have painted across the front in large letters, also in black and white, the word "Undertakers." This structure is on Sixth Avenue and stands out in gruesome fashion from the other business buildings which surround it.

## Flour Perfection

Is nowhere exemplified to a greater degree, or in a more thorough and convincing manner than in

# VOIGT'S BEST BY TEST CRESCENT

"The Flour Everybody Likes"

It is made to please, and that it does so, under the most trying circumstances, is evidenced by the many words of praise to be heard on every hand. When you want the best

YOU WANT OURS

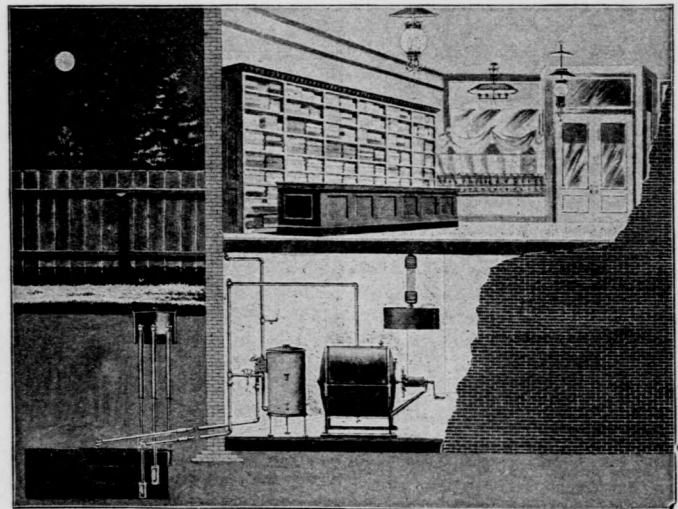
## Voigt Milling Co.

Grand Rapids, Mich.

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

## SEND TO US

For all information concerning the



### Michigan Gas Machine

The best artificial lighting machine in existence to-day. We will furnish you with an estimate free of charge if you will tell us how many lights you need.

## Michigan Gas Machine Co.

Morenci, Michigan

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

**Review of the Hardware Market.**

**Wire Nails**—While prices on wire nails are being well maintained in Eastern sections, buyers in the West and Southwest assert that considerable unevenness exists in quotations of various manufacturers. The demand is increasing greatly on all sides. The largest manufacturers are not anxious to book any orders calling for shipments beyond 30 days. Arbitrary differentials formerly existing between the jobbing and retail trades are not rigidly enforced, carload prices being accessible to carload buyers of either class. Quotations are officially 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: Single carloads, \$1.79½; small lots from store, \$1.85@1.90.

**Cut Nails**—As the demand for cut nails is by no means as large as that for the wire variety, a few manufacturers are making concessions of about 5c per keg in official quotations to large purchasers. Quotations are as follows: Carload lots, \$1.60; less than carload lots, \$1.65, both on the basis of f. o. b. Pittsburg. In the territory west of Pittsburg, iron nails are quoted at \$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**—Western mills report a decided increase in the demand for barb wire, but only a moderate enquiry is recorded by Eastern manufacturers. The principal manufacturers are refusing to book any orders for deliveries later than 30 days from date. The regular schedule for prices 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 carload lots..... 1 90 2 20

**Smooth Wire**—Orders for smooth fence wire are increasing so rapidly that quick shipments cannot be made on all the business which is being taken by the mills. Quotations, however, remain unchanged at the official figures on a basis of 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. Other numbers of plain and galvanized wire take the usual advances.

**How He Pressed His Trousers.**

The cashier in the candy store who had married the telegraph operator had just returned from her honeymoon, and was receiving her friends in a new flat.

"Did he get on to the way you crimped your hair, Mamie?" asked the mischievous manicure girl.

"I don't know whether he did or not," replied Mamie, "but I twigged the way he presses his trousers. When he used to call on me I no-

ticed that they were freshly creased every evening, and I knew he couldn't afford that pace at a tailor's. I noticed that before going to bed he straightened his trousers carefully and put the front edge of them into the jam of the bedroom door. Of course he had to get up some time in the night and change sides. But he told me he had been doing it so many years he was accustomed to it.

"He had to be very careful putting them in, or the door wouldn't shut. But I'll tell you, girls, in the morning he had a crease that had a tailor's job whipped to a suspender button. Men saving up to get married have their little tricks of making a good appearance on little money, just as girls have in making themselves so pretty that men want to marry them."

**New Method of Hardening Metals.**

A new patented process of hardening iron and soft steel has been introduced in Dusseldorf, Germany. The carbon requisite for the tempering is obtained by means of carbide and certain fluxes. For instance, a mixture of silicium carbide and sodium sulphate is applied to cold iron or steel and then heated to redness with it, or the red hot metal is covered with the mixture. The reaction is so rapid that even thin objects can be hardened on one side. Within a short time a plate two or three millimeters thick becomes hard enough on one side to resist the best tempered steel tool, while the other remains wholly soft. Interesting experiments were made with armor plates. A plate of seventy kilos strength was smeared six millimeters thick with the mixture, then a sec-

ond plate placed upon the latter and the sandwich maintained at red heat for a couple of hours, after which it was cooled in oil. At a distance of twenty meters the hardened sides of these plates received a dozen bullets from a German rifle, model '98, without showing signs of a rip.

**A Mutual Mistake.**

Little Willie told his mother that a lion was on the front porch, but when an investigation was made, it was found to be the Newfoundland dog which had been newly sheared.

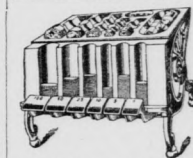
"Now, Willie," said his mother, "you have told a very naughty story, and you must go up to your room and pray for forgiveness and remain there until the Lord does forgive you."

Willie promptly obeyed, but he was gone only a few minutes before he came tripping back.

"Did the Lord forgive you?" asked his mother.

"Yes," was the reply, "and He said He didn't blame me much either, 'cause when He first saw it He sorter thought it was a lion himself."

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



**Lamson Coin Cashier**

Makes change quickly and accurately. Used by the U. S. Gov't, Banks, Trust Co.s and business houses generally. For sale by principal stations.

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

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

By using a

**Bowser Self Measuring Oil Outfit**

Full particulars free. Ask for Catalogue "M"

S. F. Bowser & Co. Ft. Wayne, Ind.

**OUR LARGE FALL AND WINTER WHOLESALE CATALOGUE**

Is now ready for the trade.

1100 pages of General Merchandise at from **10% TO 15% LOWER PRICES**

than other houses ask. Sent free to dealers on request. Ask for No. C390.



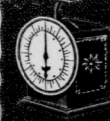
**LYON BROTHERS**  
Largest Wholesalers of General Merchandise in America  
Madison, Market and Monroe Sts. CHICAGO, ILL.

**PELOUZE SCALES**

ARE THE STANDARD FOR

ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP

BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE  
NO. E 90 AS SHOWN 24 LBS. PELOUZE SCALE & MFG. CO.  
NO. T 90 WITH TIN SCOOP. CATALOGUE, 35 STYLES. CHICAGO.  
NO. D 2 1/2 BRASS DIAL, TILE TOP.



LEWIS A. SMITH

JOHN A. LAKE

**SMITH & LAKE**

SUCCESSORS TO THE WINSTON GROCERY COMPANY, INC.

413 HOWARD STREET

FINE GROCERIES A SPECIALTY ONLY THE BEST ALWAYS IN STOCK

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PETOSKEY, MICH. Sept 16, 1904

*Tradesman Company  
Grand Rapids, Mich  
Gentlemen:- Enclosed find three dollars in payment for "The Mich Tradesman" three years from the expiration of our present subscription. He cannot do business without "the Tradesman"*

*Very truly yours*

SMITH & LAKE.  
By *L.A. Smith*



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - OCTOBER 5, 1904

**THE WORLD GETTING SMALL.**

A few score years ago this globe of ours, which is about eight thousand miles in diameter and something more than three times that amount of girth or circumference, could not be girdled by a traveler save with the greatest difficulty and danger.

Vast continental expanses inhabited by barbarous nations would have to be traversed on foot or possibly on the back of an animal, while the intervening seas could only have been navigated by sailing vessels. Even in our own country communication between distant parts could only have been accomplished by means of vehicles drawn by horses over roads that were often dangerous as well as difficult, and therefore the transmission of news and letters was extremely slow, while the transportation of merchandise was still slower. Goods were sold to country merchants on credits of six, nine and twelve months because the merchandise and farm products had to be wagoned hundreds and even thousands of miles.

Sixty or seventy years ago our planet was a big affair, a globe of magnificent distances. Some interesting revelations are obtained from the statistics of railroads. In the United States in 1830 there was in operation a railroad trackway of twenty-three miles. In 1902 the railroad mileage was 200,000. In Europe, Asia and Africa to-day there is an aggregate of railway mileage quite as great as that in the United States. In the Western Hemisphere there is half a score of railroads crossing continental areas from the Atlantic to the Pacific Ocean, and there is also rail communication across Europe and Asia from the Atlantic to the Pacific, with lines running in every other direction. The total railway mileage in the world is put at more than 500,000, valued at thirty-six billion dollars.

A writer remarks that Jules Verne's story, "Around the World in Eighty Days," was deemed fantastic in 1873. But in 1903, James Willis Sayre, of Seattle, Washington, traveled completely around the world in fifty-four days and nine hours, while the Russian Minister of Railroads issues the

following schedule of possibilities when the Trans-Siberian Railroad has completed its plans:

	Days
St. Petersburg to Vladivostok....	10
Vladivostok to New York ....	14½
New York to Bremen.....	7
Bremen to St. Petersburg.....	1½
Total .....	33

Not only do railroads carry us to every important city in every continent, but swift steamers plow with their keels the waters of every sea, and they are found plying on every great navigable river. In Northern Russia and Siberia ten steamers regularly run on the Yenisei, while the Siberian Obi, flowing from the snows of the Little Altai Mountains, bears 302 steam vessels on various parts of its 2,000-mile journey to the Obi Gulf, on the Arctic Ocean. One may now go from Glasgow to Stanley Falls, in Africa, in forty-three days. Already there are forty-six steamers on the Upper Congo, and the railroad running northward from Cape Town is being pushed so rapidly that the British Association for the Advancement of Science has been invited to meet in 1905 at the Victoria Falls, on the headwaters of the Nile.

But steam is only one of the instrumentalities that are making all the inhabitants of our planet neighbors. This is, above all, the age of electricity. The total length of all telegraph lines in the world is 4,908,921 miles, the nerves of our modern civilization. It is not merely that Europe has 1,764,790 miles, America 2,516,548 miles and Australia 277,479 miles, but that Africa has 99,409 miles and Asia 310,685 miles. Telegraph wires belt the land in every direction, and electric cables are laid under every ocean, enabling not only the great city papers, but even the provincial press to print the news of the preceding twenty-four hours from all parts of the globe. The submarine cables aggregate 1,751 in number and over 200,000 miles in length, and annually transmit more than 6,000,000 messages, annihilating the time and distance which formerly separated nations. When King William IV. of England died, in 1837, the news was thirty-five days in reaching America. But when Queen Victoria passed away, in 1901, at 2:30 p. m., the afternoon papers describing the event were being sold in the streets of New York at 3:30 p. m. of the same day. Not only Europe and America, but Siberia and Australia, New Zealand and New Caledonia, Corea and the Kameruns, Burma and Persia, are within the sweep of this modern system of intercommunication. President Roosevelt gave a significant illustration of the perfection of the system when, on the completion of the new trans-Pacific cable between San Francisco and Manila, July 4, 1903, he flashed a message around the earth in twelve minutes, while a second message, sent by Clarence H. Mackay, President of the Pacific Cable Company, made the circuit of the earth in nine minutes.

While the electric wire is becoming

an every-day affair in all parts of the world, the use of wireless telegraphy is spreading also. Russia and Japan at this moment are making the most extensive use of it to transmit intelligence of the great war in the Far East. It is in the interest of commerce that all modern inventions to annihilate time and space are being used in all countries. The peoples of the various countries are exchanging products. They are all learning from each other, and with their interchange and increase in knowledge they acquire new wants and new ideas.

Thus it is that not only are the people of the various nations being brought constantly into closer communication and relations, but conditions are growing so that the various nations recognize more and more their dependence each upon the others, so that they are thereby coming to be more and more neighbors and commercial friends. Geologists tell us that our globe is shrinking in size and becoming smaller at the rate perhaps of a few inches in a century, but by means of constantly developing lines of intercommunication the world in a business and social sense is getting so small that practically all its inhabitants are coming to be neighbors.

**GENERAL TRADE REVIEW.**

While the volume of stock trading during the week has not been large, the course of values is steadily moving upward. The upward movement of securities has been very gradual and has reached a point that is a surprise in many leading properties. The new high record for the year is being made by sixty of the leading railways. Compared with same time in 1903, the advance is \$12 per share. The promising feature in the situation is that the activity is all along the line, seldom having been more widely distributed. Money continues easy in the great centers although the demands of crop moving are heavy. Deposits of gold in the Treasury have more than made up for the canal and other payments, so that now new high records are being made, exceeding \$708,000,000.

There is less of disturbance in the labor reaction than could have been expected. Many centers where union inflation has carried wages beyond the possibility of continued operation are taking the bull by the horns and are either reducing wages and putting hours on a normal basis, or are shutting down entirely and then starting up with a new force and new agreements. These movements are going far to give unionism an effective quietus.

Among the industries iron and steel take the lead in encouragement. Sales, while not large as compared with two years ago, are steadily increasing and numerous inquiries indicate that the expansion will continue for a considerable time to come. Increasing activity is also the rule among textile factories, the most idleness being found in cotton, which seems slow in resuming normal conditions. As the price of the staple continues high and stocks of goods are low in deal-

ers' hands, prices are maintained in spite of the dullness. Prices of wool are also well maintained but as dealers are able to get good prices for the goods, factories are fairly busy. Boots and shoes are showing a more healthy movement again and the prospect of spring business is most encouraging.

**BADLY ADVISED.**

The controversy which has arisen between the Country Peddlers' Association and the Grand Rapids Retail Grocers' Association is almost amusing enough to be ridiculous. Simply because the members of the Grand Rapids Retail Grocers' Association have always stood for the enforcement of the law, whether it relates to city or country peddlers, the peddling organization above referred to has caused warrants to be issued for the arrest of Edward White, the grocer, and Albert Stein, the butcher, for alleged violation of the State peddling license law because they solicit orders by telephone and by house to house calls, to be filled from stock.

The Tradesman has no idea that these arrests are caused in good faith, believing they have been precipitated solely in a spirit of revenge, which will react upon the poor dupes who have authorized the prosecution. The name of the attorney who represents the peddling gang is not disclosed, but certainly no attorney of any character or standing would advise clients to embark in a prosecution of this kind, which does not rest on any basis of law or equity and which is inspired solely by malice, ignorance, stupidity and general cussedness.

Very many people are sorry to hear the announcement that probably Joe Jefferson will not again appear on the American stage. Despite his advanced age he has made short trips every season and delighted tens of thousands of hearers all over the country. His Rip Van Winkle stands unrivaled and never fails to draw and entertain a crowd. It is not represented that he is on the brink of the grave or any nearer to it than the average man of his years, but his health is not such as will permit him to endure the fatigue incident to travel and nightly appearances, even for a few weeks continuously. That he has been exceedingly well preserved and is of strong constitution have been evidenced by the fact that he has been able to keep before the public so long. No other actor is more endeared to the people of this country than Joe Jefferson and although he bids farewell to the stage the hope is generally expressed that his life may be spared for years and years to come.

Frederick W. Job, Secretary of the Chicago Employers' Association, recently referred to Chicago as "a boiling, seething pot of industrial hell, where thugs resort to assassination to intimidate honest labor." The program of many of the unions, he said, was to "organize to-day, strike to-morrow and commit murder the next day."



## ORGANIZED LABOR.

**It Cripples Industry and Destroys Our Industrial System.\***

I have been asked to speak to you to-night upon the subject of employers' associations and the organized labor problem, and having accepted the invitation I shall speak from the shoulder, presenting the question of organized labor as it is, offering no apologies for its cussedness or excuses for the shortcomings of its leaders, upon whose heads the responsibility for the crimes committed in its name must lie.

In speaking of organized labor, however, I wish it understood that my remarks are directed to that type which favors involuntary membership and resorts to the strike as a means of enforcing its demands.

No problem has ever caused the American people so much anxiety and annoyance. No question has ever kept the country in such a constant state of chaos and unrest for so long a time, and no organization of men, not excepting the Ku-Klux-Klan, the Mafia, or the Black Hand societies, has ever produced such a record of barbarism as has this so-called organized labor society, which through misdirected sympathy, apathy and indifference has been permitted to grow up to cripple our industries, and trample in the dust the natural and constitutional rights of our citizens. Nor has any body of men in this country ever so openly and so defiantly attempted to override and set at naught the laws of the land. Therefore, these charges being indisputable facts it is no time now to deal with the question tenderly or mince words in handling it.

Not only does it affect our manufacturing and other employing interests, but its ramifications reach out into every avenue of life, and permeate every community of citizens.

Modern unionism is un-American and is not controlled by Americans. Its managers are principally foreigners. Its methods and principles are dominated and carried into execution by foreigners of turbulent, militant, socialistic and anarchistic instincts, and it should therefore be treated by Americans as antagonistic to American liberty. Moreover, it should not longer be encouraged nor ought it be tolerated on American soil until it shall purge itself of that pernicious corruption which now brands it with the marks of Mafiaism.

Let the militant socialists, the anarchists, and all the other elements of society that desire and foster chaos and prefer government which is not government at all, go by themselves to some lone island in the midst of the sea, where they can put into practice their ideas of liberty and fight them out among themselves; not attempt and persist in their efforts to break up and destroy the peace and tranquility of the otherwise most prosperous and happy people on the face of God's green earth.

The persistency with which organ-

ized labor continues to attack the natural economic law of supply and demand, and the conscienceless manner with which it clings to its despotic and barbarous methods of enforcing its demands, are, or should be, sufficient warning to the patriotic citizens of this country as to what its further growth and development would mean to the nation, and the embargo it would place upon the rights of its citizens, be they laboring men, capitalists or what they may.

Organized labor began to assert itself to a noticeable extent in this country about fifty years ago, during which time it has experienced many ups and downs but, owing to selfishness and cowardice on the part of employers, who have permitted their manhood to be shattered into fragments to be devoured by workless labor agitators, its career has been one of mostly "ups" until it has grown from a small laudable beginning into a gigantic law-defying labor trust, with an avowed policy to rule or ruin the industrial and mercantile commerce of the country.

It is a trust which, while proclaiming its emblem to be the uplifting of the toiling masses, has proved itself to be a detriment and a curse to the name of labor, an obstruction and a disgrace to the honest, industrious wage-earner, and a miserable nuisance to all mankind save the shiftless, indolent and noisy agitators who control and manage its affairs to their own ends and purposes—a trust that reflects discredit and shame on those of its dupes who, through the use of brass knuckles and dynamite, have been forced to surrender their individuality and accept its yoke of bondage rather than to endure its tyranny.

Had the employers done their duty in protecting self-respecting men in their right to earn a living without subjecting themselves to the servitude of labor unionism, as they now are doing in many instances, we would not be confronted with unionism as it now exists.

Therefore the manufacturer and the merchant, more than any others, are responsible for the present labor considerations, for whatsoever a man soweth that shall he also reap, and when he permits those whom he knows to be, not only his own enemies, but enemies of the Government under which he lives, to fasten their fangs upon his natural and constitutional rights, and upon the same rights of those whom he employs and who have a right to expect him to protect them in the enjoyment of those rights, and bit by bit tear those rights asunder without properly and manfully resisting the encroachment, he should expect to reap the "whirlwind" when the harvest time comes.

Animated by success, and conscious of their power, the attitude of the labor agitators and leaders has gradually grown bolder and bolder until it has become analogous to that of the pro-slavery agitators and leaders of fifty years ago. And, like them, not content to let well enough alone, the labor leaders are trying to

force upon the American people a universal system of slavery even more degrading and more damnable than that to which the negro was subjected.

In open defiance of the declaration of independence, and of the constitution of the United States, these men persistently and viciously hammer away in their effort to break down and destroy those principles of equal and inalienable rights which our forefathers, after long years of sacrifice and war, succeeded in establishing for the enjoyment of the generations which were to live after them, and which in their wisdom they safeguarded to the greatest possible extent against overthrow by the rabble element of society from foreign lands, which they foresaw would flock to our shores, bringing with them seeds of anarchy and discontent for propagation in our fertile soil.

The history of organized labor speaks for itself. Argument is no longer necessary to prove the right or wrong of its policy. It has been weighed in the balance and found wanting.

Organized labor is the same wherever you find it—it is no different in Colorado from what it is in Michigan. Its diabolical acts are limited only by its opportunities and its belief in its power to evade punishment through its grip on politicians; its ability to procure perjured testimony; the methods by which it coerces and brow-beats the public into fear of testifying against it, and its friends in the jury box. Its policy is to rule or ruin, and for it to rule is but to ruin.

You have here in the city of Detroit, one, if not two, of the largest stove manufacturing plants in the world, established, in a small way, many years ago. These institutions have, from their primitive beginning, by wise and judicious management, through all the cares and trials involved in such enterprises, weathered the storm of competition and industrial risks, and risen to the prominence they now occupy in the field of industry.

Now let us for the moment place these concerns at the mercy of organized labor and subject to its dictation, according to Gompers' alleged idea of its right to control the management of the industries of the country, and what condition of affairs do we find to exist? Why, we find two great manufacturing establishments, with their staffs of managers and heads of departments confronted with the proposition that they are not managers or heads of departments at all, and that they do not represent the owners of the properties further than to provide the money necessary to meet the pay rolls and other obligations of the companies. We find matters of discipline, output per employe, hours and price of labor, and the question of who shall and who shall not be employed, together with numerous other details of management, subject, absolutely, to the whims and fancies of some so-called executive board, lacking in business experience and

with practically no knowledge whatever of the details of the particular business in question, none of whom have a dollar invested in either of the enterprises, sitting in pompous dignity, perhaps hundreds of miles away, framing rules and regulations and adopting conditions under which these great industries must operate or go out of business. Not even is the disposal of the product of these plants under the control of their owners, for unless the conditions which that great tribunal of labor wise-acres sees fit to impose upon them are complied with they assume authority to say to the merchant, "You shall not deal in that product; we will ruin your business if you do." And woe to the workingman who dares to violate the injunction likewise placed upon him. A beautiful picture, gentlemen, neither visionary nor imaginary, but the real thing, and worthy of your thoughtful consideration.

Who, I ask, gentlemen, is responsible for the headway the demand for the closed shop has made in this country to date, and I answer, the employers and politicians who have tolerated and indorsed it. When an employer contracts with a labor union to employ none but members of the union he closes his shop to all free and independent workingmen; he closes it to the boy who wants to become a useful mechanic; he closes it against his own management and places himself in the light of a mere tool in the hands of his enemy; he turns his back on the constitution of the United States and violates its most sacred provisions.

When an employer enters into such a contract he there and then becomes a conspirator under the law, for our courts have decreed time and again that such contracts are conspiracies; that they are in direct opposition to the fundamental principle upon which this Government was founded, and that they are discriminative in character and antagonistic to public policy.

The closed shop contract is a crime against honest labor; it destroys ambition; it breeds violence and crime, and incites men to murder. It is the one thing which the rabid, lawless element of the unions will fight hardest and longest to establish and maintain, and for which they will stop at nothing to accomplish.

When employers sign the closed shop contract they know it to be wrong, and that they are signing away their birthright for a mess of pottage. They know they are boosting a principle that should not be permitted to get even a foothold on American soil. They know that they are forcing thousands of true and loyal American workingmen into an organization which robs them of their liberty to think and act for themselves, and which the employers despise and condemn. They know that when they enter into such a contract they are putting their shoulder to the wheel of socialism and anarchy and increasing the danger to American institutions. And they know, too, that if the law was enforced they would not dare to en-

\*Address by John Kirby, Jr., President of the Employers' Association of Dayton, before Michigan Manufacturers' Association.

ter into such contracts, because they are conspiracies, under the law, against all who are excluded from employment under them by reason of non-membership in this association or that, and they know, or should know, that they can be held both criminally and civilly liable and punished by fine and imprisonment for participating in such contracts.

The declaration of independence, the constitution of the United States and our civil and criminal laws, formed thereon, have laid down and established for all time man's right to independence in all things not in conflict with the rights of others, and no man or body of men has a right to demand that he or they shall be permitted to enjoy the right to life, liberty and the pursuit of happiness to the exclusion of other men; the law says this, and the law is right. All that any citizen can demand is protection under the law, and that every citizen has the right to demand, no matter to what organization he may or may not belong. If that protection is denied him, then our whole system of Government is a mockery and a farce.

I have said before, and I now repeat, that were it not for the cowardice and selfishness of the employers we would not now be face to face with the proposition as it is presented to us.

Just so long as it is possible, through agitation and the preaching of hatred and discontent, to create jobs for trouble breeders who despise honest toil, just so long will we have organized labor, with all its cussedness, with us, and its power and influence will be no greater nor less than the employing classes permit it to be; the power is in their hands; it always has been and always will be; they have to a great extent found this out during the past few years, and by organization have wielded their power to the extent that wherever they have shown combined resistance they have won industrial peace and quiet, or are winning it. Look back over the past few years, cast your eye over the country and pause at the cities that were hot-beds of unionism but which, through organization of employers' associations or citizens' alliances, are now enjoying industrial peace.

The time is past when sentiment should be permitted to enter into the question of labor unionism. It has grown fat on sentiment and public sympathy. The time was when public sentiment leaned toward the cause of labor unions because it was supposed that their aim and purpose was to elevate the working people, but it has become indisputably evident that such is not the legitimate aim of those who dominate the unions and whose real object is to build up a tyrannical system in which they can figure as leaders and insure for themselves occupations and prominence whereby they may live from the sweat of others' brows and by labor which they do not perform. They are happiest when their dupes are in idleness and distress, and they busy themselves in transforming

peace and harmony into chaos and disorder.

When they succeed in stopping the wheels of industry they feel their importance and see their opportunity for graft, and with employers unorganized their task is an easy one, for single-handed and alone no employer can permanently resist their onslaughts, nor can prosperity long be with an employer whom they attack except he have the aid and support of organization of employers. It is, therefore, the duty of every employer of labor to do his full share toward suppressing the evils of unionism and keeping them suppressed.

The indifference displayed by employers with reference to employers' associations is something almost inconceivable. They have witnessed the growth of present conditions with passive indifference and until recently took but very little interest in the only possible means of checking its progress, namely, that of organization and education.

However, just so long as organized labor continues to preach and teach the socialistic doctrine that labor and capital are antagonistic to each other, and must necessarily be so; so long as it teaches the doctrine of hatred and discontent; so long as it employs the strike, with its pickets and assaults upon independent workmen; so long as it continues to breed trouble and stir up turbulence and strife; so long as it persists in depriving the youth of America from learning trades of usefulness, and so long as its present general policy is pursued, just so long must the sober, right-minded, law-abiding citizens of the country be thoroughly organized to combat it, and that will be for a long time to come.

The fact having become generally recognized that organization is the only means by which the tide of socialistic unionism can be stayed, the question arises what form or forms of organization are or will be most effective? While organization of employers, and citizens, for the purpose, is of but recent growth, yet the experiences of the past few years demonstrate: (1) that the various crafts should have their local state and national organizations; (2) that in every community there should be either a local Employers' Association comprising employers of labor in practically all lines of business, or a Citizens' Industrial Association or Citizens' Alliance, composed of law-abiding citizens, whether employers of labor or not, and (3) that all these organizations should be federated into one national organization.

The cardinal objects of these associations should be: First, to see that no man's right to peacefully earn a living, at honest labor, is in any manner abridged.

Second, to see that every man's right to industrial pursuit, under the constitution, is not interfered with by any man or any body of men.

Third, to mold public sentiment in favor of the rigid enforcement of law, and to influence legislation tending to uphold our American institu-

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VALLEY CITY MILLING COMPANY

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tions and to prevent the enactment of laws antagonistic to American liberty, and

Fourth, to educate the masses against fallacious teachings antagonistic to those principles, and to counteract the evil influence of the great mass of literature which is scattered broadcast over this country by socialistic trade unions.

Every employer should be a member of his particular craft organization. Every manufacturer should be associated with the National Association of Manufacturers, which now has an enrollment of over 3,000 members and is an organization of great power and influence. It has accomplished a great work in educating the manufacturers of the country, and they need it, on the line of duty regarding the labor problem, and its influence in our national legislature has already been demonstrated. But, as it is an association of manufacturers its efforts to create a general public sentiment antagonistic to unionism are very naturally looked upon as a class against class movement.

In order that organization may be complete and the ground thoroughly covered, the Citizens' Industrial Association of America has been formed.

"It is possible for this Association to create such a strong public sentiment against the abuses of which we complain, as to teach the agitators, who are putting forth such strenuous efforts to undermine our institutions and destroy our social and industrial systems, a comprehensive and lasting lesson that this country is for Americans and those who wish to become Americans, and that no turbulent body of hoboos and aliens will ever be permitted to transform it into a Bedlam."

**The Man Who Makes Mistakes.**

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

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

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

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

"What sort of a fellow is Smith?"

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

"I am very glad to hear that," quoth Mr. Jordan. "He has had

charge of his department for ten years, I believe."

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

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

"Sir?" stammered the surprised subordinate.

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

Smith came, entering the private office with some trepidation.

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

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

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

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

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

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

"There, again, you have failed to get the idea. The man who makes a lot of senseless blunders is an expensive luxury. The man who never does anything foolish is equally useless. Provided you blunder once in a while, and yet show me that your department is becoming increasingly profitable to me. I shall not consider you a valuable man. Think over what I have said to you, Mr. Smith. It is equally applicable to any business that calls for progressive men and methods. If at any time you are in doubt, come to me for advice. Remember that in my life of striving and struggling I have made plenty of blunders, and yet have made some money, too. It is restless zeal that counts. Go back to your department, Mr. Smith. I will give you two months in which to redeem yourself."

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

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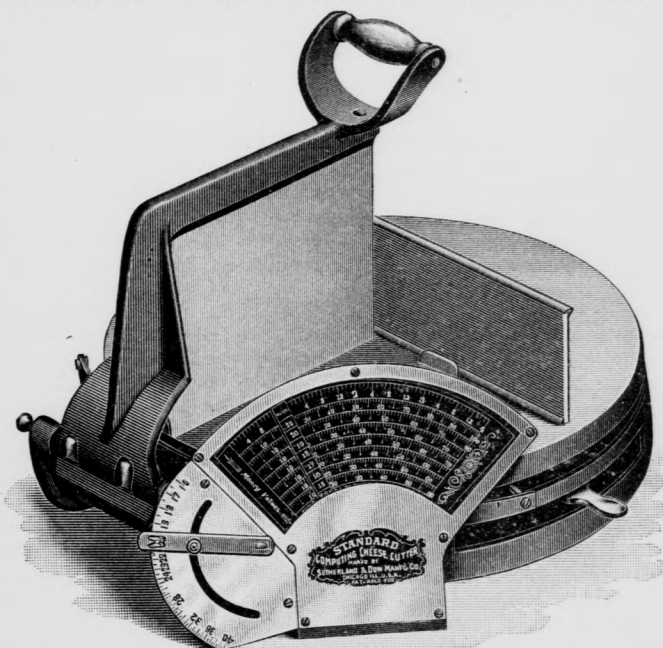
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### Raising Cranberries on the Marshes of the Middle West.

Perhaps there is no fruit or vegetable that comes regularly to the table of the householder of whose origin, manner of growth and cultivation and habitat the average person is so familiar as the cranberry. With the advent of autumn and the cold weather which presages Thanksgiving and turkeys, cranberry sauce becomes an active subject for the consideration of the commission men who handle the fruit of this city as well as of the boy who glories in the contemplation of himself lathered to the ears in the red juice of this popular accompaniment of the holiday turkey.

Tradition has marked the cranberry and turkey as gastronomic articles that go hand in hand. Beginning in New England, where the berry was first cultivated, the custom of serving cranberry sauce with the bird of Thanksgiving has spread until now it is an actual necessity to the successful completion of holiday gorge where turkey is served, from one corner of the land of the free to the other. But when it comes to knowing what the cranberry is, where and how it is grown, and the many other things incident to its culture and harvest, the average person is quite ignorant.

No further than up in Wisconsin there are a number of farmers who devote themselves exclusively to raising cranberries. Likewise in this same State there are localities where a good quality of the berries grow wild in the many marshes and are picked by whoever finds their way to them first. This is perhaps more in accordance with the usual idea of the matter, for the cranberry is seldom regarded by the layman as a cultivated agricultural product. Both of the instances cited, however, are facts in the case of cranberries et al.

Cape Cod is the center of the cranberry industry in this country. Here on the low lying moors the land is especially adapted for this kind of farming, and years of experience and adaptation have resulted in the Cape Cod fruit being made the reddest, rosiest and richest in appearance, and as color and appearance are what goes to make the cranberry popular, Cape Cod is given the palm for excellence in this line.

In New Jersey also much land is given over to cranberry raising, but the Jersey product does not approach that of Massachusetts as to quality. The method of raising this berry vary with the land the farmer has to work with. Invariably he must have low lying and rich ground if he is to make the business a profitable venture. In some places the earth of the bogs is so loose that it must be given a coat of sand before it is fit to receive the berry plants. In other places all that is necessary is to ditch the field and provide sluice

gates and water so the ground may be flooded at frequent intervals, a process that is necessary everywhere to the raising of a full crop.

The East is practically the only place where the improving of the ground through additions of sand and replanting of the moors is resorted to. Here in the Middle West, Wisconsin, Michigan and Minnesota, in the order named, being the only States that produce this fruit to any extent, the land which is at all adapted to this kind of farming is sufficiently heavy to produce excellent results with little artificial aid save that of the water ditch and sluice gate.

Wisconsin in particular, with its many swampy sections, has hundreds of acres of unused marshes that could be profitably utilized for cranberry culture. While the crop of this State far exceeds that of Michigan and Minnesota combined, its possibilities in this line have only begun to be developed.

The limitless Horicon marshes, near Berlin, Wis., may be set down as the center of the industry in the West. Here the berries originally grew wild, but by cultivation and propagation of the best species of the plants the farmers have raised these giant marshes from ordinary water covered moors with berries growing only in occasional patches to well ordered and managed grounds, which in some places show solid fields of vines a mile in length.

Cranberries grow on vines about the height of a blueberry bush, but possessing none of the strength in their branches of that bush. They grow like marsh grass, as close to each other as the strength of the ground will allow, and in an old marsh fairly cover the grounds with their vines. In the autumn before the pickers start work a fertile cranberry marsh is carpeted with a cover of dark red which nearly obscures the grasses upon which the berries grow.

The first process in the forming of cranberry ground in Wisconsin is to dig canals and ditches from some nearby lake or river, so that water may be run on to the marsh when necessary. This in itself is an expensive process. Then it will take three years or more of careful, intelligent and hard work before the marsh is ready to yield a profitable harvest. After the vines have begun bearing the woes and troubles of the cranberry farmer are over, as there is apparently no limit to the years that they will continue to propagate themselves and yield good crops on the same piece of ground. All that he must watch is that the marsh has enough water and enough drought and his crop is assured. It is necessary to keep the ground under water for a week in the spring and frequently for the same length of time in the fall to avoid frosts.

The harvesting of the cranberry crop affords a problem the successful solution of which through mechanical means holds out the offer of a fortune to some one. At present the work is all done by hand.

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The picking in the nearby states begins in October, when the vines are dead and the fruit ripe. The pickers work on their hands and knees, or, where the bushes are exceptionally thick, they sit squatted. The mode of picking is to take the stem of the vine between the fingers and strip it upwards, taking with the berries leaves and small branches. The picker works until the space within reach has been cleared, then moves to the center of another patch.

The work of picking is slow and tedious and the cranberry farmer must hire a great number of help in order to get it done before cold weather sets in. In a large marsh at times 200 men, women and children are seen crawling their way over the ground, leaving behind them a swath of green that contrasts strangely with the red before them.

The yield of an acre of cranberry marsh in good years compares favorably with any crop. It is common for a farmer to get 100 bushels from one acre of ground, and the price of the berries varies from \$1 a bushel to \$2. However, as it costs about a cent a quart for the picking, it will be seen that, computing the cost of barrels, etc., the earnings of the farmer are cut down considerably.

This year will be good for the man engaged in cranberry culture. The crop is fair and the prices will be about the average. It is expected that the prices will open at \$6 to \$8 a barrel, and maintain this standard for the season. There are a hundred quarts in the barrel. Counting the cost of picking and packing, the farmer should this year clear from \$4 to \$6 on each barrel that he sends out. If he has much land that yields 100 bushels or more to the acre he will make good profits. But it takes years of cultivation to bring a marsh up to the standard where it will yield thus, and, besides, success in this line requires a special knowledge of the berry and its peculiarities.

Henry C. Powell.

**Effect of a Sea Voyage on Cheese.**

Liverpool, Eng., July 29—Some time ago a well known firm in Bowden sent a Cheshire cheese to a friend in Perth, Western Australia. The reply is worth reading: "It arrived in a most aristocratic condition," says the recipient, "it was so high that when we took the lid off the box we were nearly spifficated. The cat took refuge in a tree, the collie dog barked at it for half an hour by the clock. When we recovered a little and were calm enough to take observation, we found there was not a fly left in the house. The clock had stopped and the smell had put the fire out. This all goes to prove what a splendid cheese it is. They have got it all round Perth that Faulkner's have got a real Cheshire cheese, and about a thousand people have walked past our store in the hope of getting a sniff of it. So far the grocers talk of having it cremated, because they say that now the Perth public have been let into the secret of what cheese is really made of they will never be satisfied with the stuff they get here and

call it cheese. When it landed here it was a bit high. I expect the heat of the tropics set it ripening. After being exposed to the cold for a day or two it is all right. We have treated many of our friends to a taste, and they are all pleased with it; so are we."

**Try Diplomacy in Collecting.**

To collect accounts from delinquent customers whose trade the retailer desires to hold is a delicate operation and must be handled with care.

Getting delinquent accounts squared up without losing the customer calls for the use of diplomacy, "smoothness." In writing letters to customers who are behind in their accounts the diplomatic merchant avoids bluntness. He knows that it is necessary to avoid it, if he would gain his ends.

Roughshod methods, "coarse work," may make the customer settle his account the faster, but it means the loss of his trade, which is sometimes desirable to hold, notwithstanding his known inclination to put off the day of payment.

Collecting is really an art, and the good collector must be something of a diplomat. Ask for the money that is due you; keep after it until it is paid; but, unless you are convinced the customer is a dead beat, whose trade you do not want, ask for it in the right way, not too aggressively and not in a way to give offense—that is, unless you do not wish the delinquent's custom any longer.

**Recent Business Changes Among Indiana Merchants.**

Marion—Tudor & Strange, retail cigar dealers, are succeeded by Leroy Tudor.

Rochester—Trickle Bros. have purchased the grocery stock of A. Clifton.

South Bend—M. P. Runyan, furniture dealer, is succeeded by Runyan & Lee.

South Bend—Schuler & Kingel, wholesale dealers, are succeeded by Jas. A. Schuler.

South Bend—R. H. Woods & Co., druggists, have changed their style of title to S. Scott & Co.

Indianapolis—Andrew Hermann has filed a petition in bankruptcy.

Indianapolis—A receiver has been appointed to close up the business of the E. T. Kenney Co., dealer in agricultural implements.

Valparaiso—A receiver has been appointed to close up the drug business of Newland & Collins.

Successful experiments have been made in various forests of France in cutting trees by means of electricity. A platinum wire is heated to a white heat by an electric current and used like a saw. In this manner the tree is felled much more easily and quickly than in the old way. No sawdust is produced and the slight carbonization caused by the hot wire acts as a preservative of the wood. The old sawing methods took eight times as long for the same work as the new process.

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

It looks now as though the markets would do a little bit better than they are at present on ordinary fresh dairies or fresh packing stock. Probably next week they will be a half cent higher but they are getting pretty near to the top, in my opinion.

There is nothing in particular to warrant any more advance. Pastures never were better. Stocks in storage are about as they were last year. With the present good demand the country will consume a great deal of stock, but prices have got to be kept reasonable to ever unload it all.

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

STORE YOUR

# APPLES

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

**Grand Rapids Cold Storage Co.**

## HARDWARE

### Small Hardware Dealer Relies on Repair Work.

If there is any business that is especially adapted to the man who has a knack for doing "odd jobs" it is the business of the small hardware dealer. Although the complaint among the storekeepers of this type is that the great part of the business is in the hands of the department stores, there is still a field in it for the man who makes the repair and "odd job" department the main issue in his enterprise.

A hardware dealer of the West Side, in speaking of the business, said: "If the man in this line today was to depend upon his ordinary sales for sustenance his business would starve. The selling of hardware of all kinds is now largely in the hands of the big department stores and the easy payment houses. For instance, in the matter of stoves. A few years ago one of the principal sources of income for the hardware man was in the sale of these. Each fall he could surely depend upon selling enough stoves at a fair profit to make the fall trade a big thing to look forward to. Now he doesn't bother even to keep his stock up, for he knows that he won't sell stoves enough each year to pay his light bills with.

"The stove business, besides the inroads that furnaces and individual heating plants have made into it, has been spoiled for the small dealer by the installment house people. Folks don't buy a stove more than once or twice in a lifetime, and one of those times is sure to be when they are first married and beginning to keep house. Where they used to come to the small dealer in their own neighborhood and buy one or two stoves they now go downtown and get their complete outfit at so much a month. That is, they do unless they are going to put in a furnace.

"The department stores have cut woefully into all branches of the business. In the matter of screen doors, once a sure source of profit for the small dealer each spring, the large stores are able to keep in stock constantly an amount and variety of screens so large that even if the small storekeeper could sell as cheap he could hardly compete successfully with the big fellows. All the way through the line the same may be said to be true; the big establishments have killed or at least seriously wounded the smaller.

"The only place where the small man holds over the big one here is in the matter of repairing and in odd job work. This is something neither the easy payment fellow nor the department store can take away from us. We are near the customer in those matters, and we get their business. Then, of course, there are the lines of pipe, cornices and general tin-smithing. These develop with a man's energies, and make it possi-

ble for the small hardware man of this city to exist and make a little money besides."

While much of this wail of being crowded out by superior competition is undoubtedly true and just it is also true that there are plenty of prosperous small hardware stores to be found in the outlying districts of the city. Some of them have been established in the one place for years, and these seem to hold their custom despite the effect of the before-mentioned conditions. Many of them have stocks that represent a total outlay of several thousands of dollars, and if all visible signs are to be taken as a standard of judgment they are decidedly profitable establishments.

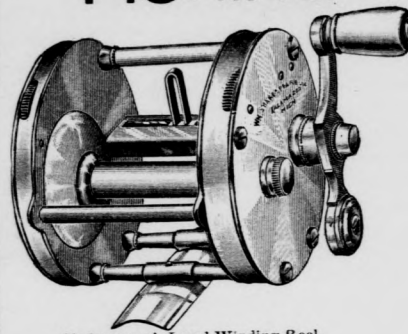
One store situated on a prominent thoroughfare does a business that requires the constant services of two clerks besides the proprietor. This is a small store, and its owner began several years ago with only himself to care for the store and the outside work combined. The sales in a hardware store do not run up in numbers as they do in a grocery or a meat market, but the percentage of profit is considerably higher. The stock to begin with will cost considerably more, and before a trade is worked up that will yield substantial returns a location in one particular place must be maintained for several years. Trade comes slower to the man in this line than in many others.

There may be said to be two seasons to this business. One is when the people of a city are preparing for the summer with screens, ice boxes, etc. The other is when preparations are being made for the winter. However, all through the summer his business is better than in the winter, for with building operations the call for nails, tin and other incidentals creates a volume of business that yields greater results than the winter demand. Also in the summer there is a greater call for the tinfitter. Most hardware men do this kind of work. There is a good profit in it, and many of the larger stores employ two or three men and take contracts for fitting large buildings from roof to cellar.

With the advent of cold weather comes the overhauling of stores and furnaces. Frequently there are repairs to be made and new parts to be fitted. There are stoves to be set up, pipe to be cut and fitted, and chimneys to be prepared for the winter's smoke. In all of these operations the work of the hardware man enters to a considerable extent. For these things people seldom go down town. It is much more convenient to call in the nearby dealer and have him measure a room to ascertain the amount of pipe to be used before the same is bought. He is kept busy in this season, but the work is not so profitable as the building lines of the business.

To be able to do this kind of work to the satisfaction of one's patrons it is necessary that one is apt at performing the difficult little jobs incident to the fitting of a stove pipe and the proper equipping of a furnace. The average man engaged in the an-

## FISHING TACKLE



Shakespeare's Level Winding Reel.

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

# Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.

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

## Buy Glass Now

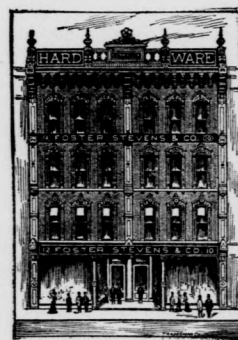
Stocks in the hands of jobbers are badly broken and jobbers are finding difficulty in getting desirable sizes. Glass factories have stopped for the summer and will not resume operations until September or October. This means glass cannot reach our territory until the middle of November. In 30 days glass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

### Grand Rapids Glass & Bending Co.

Grand Rapids, Mich.

Factory and Warehouse Kent and Newberry Streets

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



# FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

## Use Tradesman Coupons

nual custom of establishing the household stove for the winter is more apt to invent new and wonderful examples of profanity than to complete the work satisfactorily. However, the man who makes a specialty of this kind of work comes to the house, tackles the tangle of stove and pipe cheerfully and finishes the work with a smoothness and expedition that are exasperating to the layman who has struggled with the same articles in vain.

This necessitates that the hardware repair man be one of the handy ones of the earth. He must be able to handle all kinds of light tools well, and, above all, he must know the trade of the tinsmith before he can hope to make a success in his business. The capital he will need to get a start need not exceed a few hundred dollars, as he can begin on a small scale, depending upon the outside work he gets for his living, and gradually work up trade and add to his stock at the same time. However, there is apparently little opening for new men in this business compared to many other lines.

Joseph Houghton.

**Demonstration of Wireless Telegraphy in Many Fields.**

The Oriental war has established the utility of wireless telegraphy as a valuable means of maintaining communication during times when other methods of conveying intelligence between a belligerent and its base may be severed. The naval squadrons of both nations have found it invaluable in their operations. The scouts of the Japanese fleets have been able to inform their flagships of the movements and position of the Russian ships which they were detailed to locate, at distances far too remote for the employment of ordinary signals used at sea. The fleets of both belligerents have also used it in action to direct the maneuvering of the various vessels engaged. Port Arthur was also able to keep in touch with Chefoo after telegraph land lines and cable were cut by the Japs, until the equipment at the Chinese port was recently dismantled by the authorities on the Japanese representations that it was being used by the Russians as a military base in violation of the laws of neutrality.

The Russians demonstrated, however, in the last sortie made by the Port Arthur squadron, that it was possible to confuse the Japanese messages and thus hamper the movements of their ships by the simple expedient of continuously repeating the Russian alphabet on their own instruments. The United States Navy has forestalled such a possibility by adopting a system which can be variously attuned at pleasure and thus prevent interference by the enemy.

Wireless telegraphy has been found exceedingly useful also in the navigation of the oceans by the big liners. The monotony of the passage across the Atlantic has been largely destroyed by its employment. Passenger steamships are in almost constant communication with one another, although not within sighting distance, and their approach to port is report-

ed long before the loom of the land is visible. It has been found useful at sea likewise in other ways. An instance was recently reported where the mind of a passenger crossing the Atlantic who had lost valuable jewels ashore was set at rest by receiving a wireless message from a passing ship that his property had been found; and still another case is on record where a merchant afloat on the Atlantic received information of the absconding of a defaulting partner, which enabled him to form a plan to straighten out the confusion in which the firm's accounts had been left and transmit it by cable on arrival at his destination, in time to prevent serious business embarrassment. Wireless telegraphy is evidently here to stay, and its improvement for more extended use than that in which it can now be successfully employed is merely a matter of time and experience.

**Electric Savings Bank.**

Electric pocket savings banks are among the new inventions. The coin to be deposited is placed in a slot immediately above a revolvable disk, which has been given a form imitative of the combination operating knob of standard safes. A partial revolution of the knob draws the coin to the interior of the bank, from which it can by no possible means be extracted through the entering slot. This is a distinguishing feature of the banks, and insures that only when the proper operating key is employed can the coins be removed. Each bank is provided with a hinged bottom, held in place by a spring catch, which is immune from any attack by a blacksmith's key and from any external or interior influence of a mechanical nature. Joined to the catch is a mass of soft iron arranged to be attracted by a magnet when placed in the proper position. In one device the core is so designed that when the bank is closed its two prongs are flush with the surface of the rear of the bank, and since the opening of the bank requires that the prongs be drawn outward no device other than a magnet is capable of releasing the catch. A relatively powerful magnet is necessary for overcoming the force of the spring, so that the catch is not responsive to magnets other than those of the proper strength. Being purposely covered with several turns of wire conspicuously arranged, the magnet has received the appropriate name "electric key." Another type is arranged to be opened by the heating effect of current, from a cell or several small cells upon a fusible wire, which serves as a mechanical means of holding closed a catch which a conveniently located spring tends to throw open at all times. The fuses are designed so as to be easily replaced, and additional ones may be kept on hand for relocking the bank after its contents have been removed. The amount of energy required to melt the fuses is comparatively insignificant, so that the cells will be adequate for all service to which the bank will be put.

The shallow head soon gets sore.

**\$500 Given Away**

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

**ALABASTINE**

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

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

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

**PERFECT**

WHICH WEBSTER DEFINES AS FOLLOWS:

**FAULTLESS--FINISHED COMPLETELY SKILLED**



THESE few words tell the story better than we could print it in a volume. We have reached the goal of success in the manufacture of RAPID HEATERS, and our untiring efforts are being amply rewarded by satisfied users.

YOU WANT THE BEST you can get for your money, and we know the easiest way to get it is to buy a RAPID HEATER.

If you are going to build or remodel your home or place of business, it will pay you to correspond with us. We will endeavor to please you. Write to-day.

**RAPID HEATER CO., LTD.**  
GRAND RAPIDS, MICH.





### Hard Nut to Crack in the Boys' Clothing Department.

Written for the Tradesman.

"One of the hardest propositions we run up against in the retail clothing business occurs right here in the back part of the store," remarked, recently, the head of that section of a certain Grand Rapids establishment known as the Boys' Department.

"Yes, in the rear of the store are fought—and more often than not won—some of the hardest battles we have to encounter.

"It's not the selling of suits, overcoats, underwear, etc., to the man with 'the kid' that I dread, but what rattles me the most of any part of my work is to see a raft of female relatives trotting along with the mother of a young hopeful and headed for the part of the store over which I am employed to preside. Then it is that I am seized with a severe attack of 'heart failure' and wish I were in Gehenna—or some other equally as delectable a spot.

"I have not, under these disagreeable conditions, to suit simply the boy and his nearest relative, but I must try to please the whole bunch of their companions. One can't suit everyone, you know, and so my main endeavors always are directed toward the two most intimately concerned. Of course, I am obliged to listen politely to all the suggestions and arguments of the bothersome 'extras,' but I find out, the first thing when they come in, as nearly as possible, what is wanted and then show goods accordingly.

"The women accompanying the mother and her child are usually a precious lot of old maids or people who have no youngsters of their own in the house and the whole caboodle of them don't know any more about a boy's outfitting than a rabbit.

"Naturally, I must be courteous to the mother's relation, for who knows that by such treatment I may not make these into regular patrons of the store? One really comes, in dealing with the public, to obey the Scriptural injunction to be 'wise as a serpent yet harmless as a dove.'

"As I said before, the situation cited is one of the most difficult with which the clothing man has to deal, and it is here that strategic salesmanship finds full scope."

Jennie Alcott.

### Cool Weather Improves the Trade in Gloves.

Business is showing improvement in wholesale glove stocks. Merchants are now considering their future needs, that is, those who have not already provided for future requirements. What will be the favorite glove with the shopper for cold weather chiefly concerns the trade at present. Many merchants in smaller cities and towns have again pinned their confidence to golfs. Ad-

vance business in golfs is reported to be good, but the demand is no longer a craze. To-day golfs are considered a staple rather than a fad, and a healthy demand for this line is expected by merchants. The introduction of the cashmere is a probable feature for the coming season. This glove is already accepted by the city shopper as a favorite. The silk lined cashmere has become popular with a neat, careful dresser because it possesses merits which the golf glove does not.

The golf glove is undesirable because it does not retain its shape. Both silk and fleece lined cashmeres fit better. Cashmeres resemble suedes in appearance and therefore have a style which is desirable for and particularly sought by shoppers. Golfs never look artistic. They are heavy, unsightly and coarse. The neat dresser does not and never has liked them. Cashmeres to retail for 50 cents and up have the glove shape and look more genteel on the hand. They have the appearance of the kid glove. Fit is the acme of desire on the part of all women looking for gloves. Golf gloves are warm, yet cashmeres are just as warm, and have supplanted golfs in the estimation of the better trade. There exists an opportunity for glove dealers to urge the merit of cashmeres the coming season on their trade. The offerings are choice.

As a result of last season's demand for silk lined mochas and glaces, manufacturers have reproduced excellent lines of both in women's gloves. They are shown with both plain and fancy silk linings. With the fad for golfs gone, the better class of shoppers is expected to turn to leather goods as a substitute. Much is expected of silk lined kids. Mochas are given preference by most dealers over glaces in silk lined goods. The most popular lines of mochas and glaces with a silk lining job at \$9.50 and \$13.50, making the price \$1 and \$1.50 retail.

The relative demand for capes and glaces is a study for the best glove people. With the city trade, capes were in request last season and they are expected to be in much better demand this season; but for the average trade outside of the cities there is not so much interest in this line. Glaces are endorsed by many because they take the dyes better. Dyers are able to secure just the right shade they want. Capes and mochas are often unsatisfactory in this regard. Nevertheless, when the trade want a certain glove they will have it whether it is as satisfactory in wear as some other or not. A neat glove which avoids a loud and wide embroidery is being produced by manufacturers. The best makers of embroidered gloves who put skill, fit and texture into their product use one row of silk embroidery. These styles are appealing to the elegant and refined dresser. Wide and fancy embroidery on the gloves is made to appeal to the cheaper trade. For fasteners the snap is the most popular. They are seen in neat metal, vegetable ivory and pearl.

# STAR UNION



50c, 75c, \$1.00  
**OVERALLS and COATS**

*Low price Overalls and Coats are usually bought without being carefully examined at time of purchase by the user. He takes the dealer's word for it. Make your word good. You can easily follow the lines of least resistance and give your patrons the best to be had for the money. The Starunion is "it." Union made, of course.*

**H. R. STOEPPEL**

330-332 Lafayette Ave.

Detroit, Mich.

**READY**  
FOR IMMEDIATE DELIVERY

**Overcoats**

All Lengths and Styles

**Suits**

Of Every Description, Also

**"Browns"**

Write for Samples---Express Paid

**WILE BROS. & WEILL**  
MAKERS OF PAN-AMERICAN GUARANTEED CLOTHING  
BUFFALO, N. Y.



**New Designs in Men's Autumn Apparel.**

The tendency in market purchasing contains a lesson for clothiers who will place their filling-in orders a little later on. There has been quite a change in demand since the first period of such purchasing. As to styles most favored at present, coats are decidedly roomy and trousers are a little wider at the hips than was anticipated before active buying began. Instead of last season's extremely broad shoulder we now have the graceful contour showing the natural width of the shoulders. Collars and lapels are considerably broader and shorter, to conform to the increased length and width of the coat. Cuffs vary from blind to open vents, the number of buttons ranging from one to four, some buttoning through while others are made with blind buttonholes. Cuffs on the most favored style coats fit a trifle snug.

On one of the late coat productions there is a decided cuff novelty in that it is sewed on and turned over with an open vent, two buttons buttoning through. This is on the order of a lounge coat and promises to be quite popular next spring and summer. The notched points of the lapels are rounded and in some instances are quite blunt.

Browns are considered ultra-fashionable. Steel grays are next in order. The mixtures most favored this autumn are an exceedingly small checked ground, composed of a dark chocolate brown with a little sprinkling of black; also small squares of brown with a sprinkling of dark wine red. Since brown has become so popular in men's clothing lines, manufacturers of shirts, hosiery and cravats are rapidly falling into line. Belted raincoats are popular, particularly for young men's wear. The box overcoat style is favored for middle-aged men. Fur-trimmed overcoats are very fashionable.

In sack suits the demand seems about equally divided between the new box sack back and the new 'varsity' style. The double-breasted 'varsity', which goes under almost as many names as there are manufacturers, is being bought in large quantities for young men—ages from 18 to 26. A double-breasted overcoat to retail for \$15 is best liked in the striped fabrics. The double-breasted frock is selling fast, in qualities to retail at \$18. For young men from 28 to 30 the straight front regular style is considered quite the thing. The double-breasted overcoat and the topcoat in fancy mixtures are in most demand.

Dark brown frock coats are more in favor than was anticipated earlier in the season. Long waistcoats are rapidly becoming popular, although they are not made quite so long as when the movement first set in.

Even in those towns where the automobile is seldom seen there is nevertheless a growing demand for this style of apparel. Features intended especially for the autoist must be eliminated from garments intended for ordinary wear. Cravenette lines have felt the influence of the single

and double-breasted auto ulster to a marked extent. Black and whites and grays are thought well of for next spring.

More attention has been given to fall and winter lines for boys than heretofore. Styles for the most part are new and since the most expert tailoring and furnishing are being employed, boys' toggery for this fall is far ahead of the standard a year ago. Many manufacturers are running overtime in order to keep up with the demand. Sailors, Norfolks and Russians have unquestionably been the leaders. One of the novelty styles is a modification of the Russian and has an Eton collar. The fall and winter seasons offer exceptional advantages to the retailer in getting better prices for his boys' clothing. Aside from the demand for better grades, he has a stock the value of which is apparent in every garment.

While it is a little too early to make any authoritative statements regarding lines for the spring season, the present tendency seems to favor more striking colors. Brown will probably be worn to a considerable extent.

The up-to-date manufacturer of boys' clothing engages the most expert designers, who spend months over the details of a single garment. The most common objections to boys' clothing heretofore has been that the fit was poor. The work of cutting the cloth for boys' clothing is done from patterns scientifically cut and drawn by expert designers who work on average shapes. There are no more inequalities in boys' clothing as turned out by the best manufacturers than there are in the men's line. The retailer can now fit the sons of his men customers in clothes as easily as he can fit their feet in ready-made shoes. The shaping of the coat, the making of the shoulders, the putting on and the shaping of the collar are features which are as carefully carried out by manufacturers of boys' clothing as by those firms specializing in men's clothing.

**Appearances Are Sometimes Deceptive.**

The two strangers who were standing at a downtown corner crossed the street and accosted a young man on the opposite corner.

"Will you please tell me," said one of them, "which is the best way to go from here to Seventy-second street?"

"Well," replied the young man, "the best way, of course, is to take an automobile. If you can't do that, I suggest a street car as the next best."

"Thank you," said the stranger, "I was so certain from your appearance that you would give a civil answer to a civil question that I bet a \$2 bill on that proposition with my friend here. I see I have lost. One can't always judge from appearances. Good morning, sir."

A wrong is always worth forgetting.

**M. Wile & Company**

Makers of

**"Clothes of Quality"**

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

**High-Grade Moderate-Priced Clothes  
For Men and Young Men**

MADE IN BUFFALO

**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.

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

**The William Connor Co., Grand Rapids**

Wholesale Clothing Manufacturers

Bell Phone, Main, 1282

Citizens' 1957

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

**THEY FIT**

**Gladiator Pantaloons**



**Clapp Clothing Company**

Manufacturers of Gladiator Clothing  
Grand Rapids, Mich.

### Linens and White Goods Doing Well.

Decided improvement has been noticed in the linen market during the last few days. Prices of all kinds are very firm, as just now yarns are at the highest mark experienced in many years. Although the flax market at the other side is not quite as firm as it has been, the reduction in values is so inconsiderable that it would make but little difference when it comes down to actual value of manufactured goods—that is, if the flax in the lower and medium goods breaks from 3 to 5 per cent.

There is a large volume of business in plain lines, especially in the manufactured dress goods trade, and everything points to a brisk season in this line—as, in fact, in every other line, including housekeeping goods. Several Irish and Scotch manufacturers are in the market with a view to import orders for next season. Wiseacres consider this a sure sign that a large business is contemplated.

Domestic trade in huck towels, crashes, etc., etc., is brisk, and several large orders have been booked for spring delivery. The burlap trade is also much firmer than the abundance of the Indian crop might have led consumers on this side to believe. There are abundant indications that the worst has passed and trade is coming back to normal conditions, which will undoubtedly be more fully realized in the course of a very short time.

General staple lines of embroidered and lace handkerchiefs are good property, and the trade expects a busy fall and holiday season. The market is in good condition, and no doubt need be entertained that one of the busiest seasons on record is approaching. Irish hand-embroidered shirtwaist patterns are steadily growing in public favor. This is not surprising when such a large and beautifully designed class of fabrics is shown. No more beautiful or acceptable holiday or Christmas present could be made to a lady and the demand will probably tax the manufacturers to supply it.

Mercerized fall waistings, which for a time were not much in demand, now seem to have become much more popular, probably due to the fact that prices are not so high. One of the largest jobbing houses in this line has had a great run on these goods, and it would appear that the big houses are buying freely now while prevailing prices are conducive to sales. In white goods solid white effects and white and black mixed fabrics are selling quite as freely as at this time last year. Plain white goods are also excellent sellers; there is, in fact, an unprecedented call for these lines. Jacquards are still popular, large orders being taken for them, and all the big jobbers speak well of them.

Lenos are so much in demand that there are those who think it will be somewhat difficult to keep up the supply. This is no doubt due to the fact that the designs, in most cases at least, are so neat, with avoidance

of all that is common, that they can not but win their way to public patronage. Dotted Swisses have been among the most successful lines in this year's market and are likely to hold their own for a long time.

A novelty that is attracting considerable attention is "Heather Etamine," which comes in white and colors. The demand already for this line has somewhat surprised the producers. The orders, especially from the West, have been extraordinary, one large jobber having taken 5,000 pieces. Irish dimities are shown in many new designs, there is every indication that an exceptionally large business will be done in these goods in spring and summer. These fabrics always seem to be salable on account of their durability and neatness.

There is a brisk drive in all lines of art linens. Real lace tablecloths in innumerable designs are shown at prices that are extremely moderate for the excellence of the work. There are, too, some lines of real Bruges tablecloths, the beauty of which can not be too much praised. New Japanese drawnwork in doilies, etc., is now being placed before the buyers, and many orders have been taken.

The trade in blankets is very good, and the market is quite firm for all wool, both in white and colored, no doubt due to the fact that there has been an advance in the raw materials. Cotton warp, wool fillings made in the East have had an extraordinary demand, to such an extent, indeed, that the product is oversold, and the trade has during the last few days witnessed the buying of these lines, which usually does not take place until October.

Dress goods makers are somewhat divided regarding the position of cream and white dress goods for the next spring and summer season. Those who have watched the movements of these fabrics in the large retail centers of the country are confident that the ultra trade is paying less attention to cream than is the case with some of the light neutral shades and tints. It is worthy of note that the best-gowned women at the Eastern resorts wore fewer fine cream-colored fabrics than last season. An increasing number of even the evening shades was noticed at the most fashionable gatherings. The late fashion development at the prominent watering places gives the best possible advance suggestions in the dress goods and silk world, and it seems reasonable to believe that white and cream fabrics will share their popularity with a number of the light shades, not that either cream or white woolens will be passe, but they will not be of absorbing interest in the collection of lightweight or heavy fabrics. It is predicted by one of the largest importers of French cotton dress goods that there will be a return in demand—along with organdies, tulle and such sheer cloths—for the old-fashioned printed dotted Swiss (plumetis), of course, in new and especially adapted patterns. There is no cotton cloth more serviceable for general wear, and none daintier in suitable designs.

### Sateens, Dimities and Batistes.

Mercerized sateens reappear for spring with a claim to favor and are shown by importers in such attractive guise as will insure their success. The designs are conventional, and some in white on black, navy, brown, dark green and other popular colors. A very light-weight, highly mercerized, thin sateen is called "Sevilla cloth," and comes in small to medium floral effects, especially adapted for misses' wear.

Batiste brillante is an exquisitely fine fabric with small mercerized jacquard dots and a neat little printed moss rosebud design, and the same popular design appears on some of the genuine Irish dimities of the finest possible cloth, which comes also in an extensive range of special designs. Embroidered batistes are among the most attractive of high-class goods, and there are sheer cloths of fancy weaves with a color design in the weave.

The revived interest shown during the past spring and early summer in high-grade Irish dimitie cloths (cords, cluster cords and fancy checks) has induced importers of these dainty and serviceable goods to arrange large and attractive collections for next spring, comprised chiefly of Dresden and floral designs, imitating substantially the best French printings.

In the advance spring collection of woven novelties in cotton seen so far, it is decidedly noticeable that all-over embroidered and woven effects are expected to be called for in variety. No more attractive fabric is likely to be shown for the coming season than a double-width mercerized muslin, with small and medium figures embroidered on white and colored grounds.

### Remedy for Her Cold.

She was extremely pretty and well dressed, but there was a trace of petulance about her manner that somewhat marred her appearance. It was hot, for a fact, and that may have had something to do with it, but when one is speeding along Division street in an open trolley car the breezes somewhat mitigate against the sun's rays, and it was evident something else was wrong, too.

"What's the trouble; you look rather angry?" her escort said.

"I'm not," she answered firmly.

"Anything wrong?"

"No, only I don't feel good."

"What's the matter?"

"Everybody asks me that," she replied; "let us talk of something else."

"Headache?"

"No; please let's drop the subject."

"I can tell you something to help if you'll say what's wrong."

"If you must know, it's summer and I have a bad cold."

"That's too bad."

"Yes."

"Are you taking anything for it?"

"Yes."

"What?"

"Advice."

Esteem-heated flats are a mighty poor substitute for the old-fashioned love in a cottage.



# 99/50

—OUR—  
**NEW OVERALL**

# \$4.50

**DOUBLE & TWIST INDIGO,  
BLUE DENIM**

**SWING POCKETS, FELLED SEAMS**

**FULL SIZE**

**WRITE FOR SAMPLE.**



"I am not  
ambitious  
to become  
a  
Rich  
man."

Tom Murray



### Educated Woman the Preferred Risk in Matrimony.

Written for the Tradesman.

A Western college professor, in lecturing to an audience of young men the other day, is reported to have warned the young gentlemen against falling in love with ladies of literary tendencies, and to have wound up his fervent admonitions by saying, "Heaven help the man who marries a college bred woman!"

Whether the professor spoke from theory or experience is not stated. He may suffer from dyspepsia as a result of marrying a wife who takes a deeper heart interest in the classics than she does in her cook book, or he may merely be one of those prejudiced individuals whose imaginations conjure up bogies whenever you mention woman and education on the same day, but in any event the subject is of great interest to everyone.

Many of us have daughters whom we are making sacrifices to educate under the belief that we are thereby adding to the sweetness and light of life. If, instead of this, we are disqualifying the girl as a matrimonial partner and bringing sorrow on some innocent young man who may marry her, we want to know it in time to snatch her away from school and prevent the catastrophe. No one can deny that there is altogether too much domestic discord in the world, but it is a brand new theory that it is the result of the wife having too much sense. Most of us had thought that it was the lack of sense, and not the preponderance of it, that led silly women into ways that end in the divorce court.

Nothing has died a harder or more lingering death than the old idea that ignorance is bliss, as far as women are concerned, anyway. We feel that it is our duty to prepare a boy for the battle of life by arming him with knowledge of all the difficulties he is liable to meet. We think the best way to safeguard a girl's innocence is by keeping her in absolute ignorance of the dangers she is bound to

encounter. We teach our boys how to earn money and protect their property, but our idea of kindness to a woman is to keep her in ignorance of all the practical affairs of life, in consequence of which she may fall the victim of anybody unscrupulous enough to take advantage of her lack of knowledge of business. Common observation shows that it is woman's ignorance that spells continual disaster for herself and other people, but we continue to hold to the cherished belief that it is for her happiness and good not to know things.

Yet it was woman who earliest craved knowledge and risked everything to gain it. It was Eve, and not Adam, who took the first bite of the apple.

So far as a college education for girls is concerned, it seems to me that it admits of exactly the same arguments, pro and con, that the question of a college education for boys does: First, the individual's desire for it; second, the parents' ability to afford it, and, last, the career that the individual, whether boy or girl, means to follow. If I had a son who was naturally studious and desired to be a doctor, or a preacher, or a lawyer, or follow any learned profession, I should certainly send him to the very best university I could find. If he had no taste for books, and never read anything in the papers but the sporting column, and I ascertained that he had traded all the other boys in the neighborhood out of their jack knives and white rabbits, I should waste no money on sending him to college. Just as soon as he was through the high school I should put him in a store or office where in the next four or five years he would be grounded in commercial knowledge instead of football, and learn the vital details of business instead of a college yell.

If I had a daughter I should let her looks decide the college question for her. If she were ugly and unattractive I would move heaven and earth to give her something to offset her lack of beauty, and at least provide her with the way of making a living for herself. If she were a dimpled darling with rose leaf skin and melting blue eyes, on the contrary, I would know that matrimony and not the higher mathematics was her predestined career, and I should

be very careful not to circumvent Nature by making her a blue stocking. For, in considering this question, it is well to bear in mind that for a girl to be highly educated—and for the dreadful fact to be known—is about the heaviest matrimonial handicap that can be put upon her. There are several reasons for this. One is that in this country our young men are not, as a class, college bred. They go to work and not to school, and this produces a curious condition of affairs that the college bred woman has to face. As a general thing the man who can support her can not entertain her, and the man who can entertain her can not support her. Nor does the average business man desire to marry a highly educated woman. He wants a jolly girl whose

tastes are in the same key as his own, whose grammar is not a standing reproach to his and who prefers "Bedelia" and "Hiawatha" to "Tannhauser" and symphony concerts.

Nor is the college bred girl particularly sought after as a wife by the college bred man. Half the extremely clever men you know are married to women so dull and stupid it keeps you wondering how they ever came to do it. There are exceptions to all rules, of course, but if mothers and fathers are bent on keeping their daughters hanging on the parent stem they can take no method that is so likely to achieve this result as by sending them to college. Statisticians are trying to prove that higher education for women disinclines them towards matrimony, but

## Facts in a Nutshell

# BOUR'S

## COFFEES

### MAKE BUSINESS

### WHY?

They Are Scientifically

### PERFECT

129 Jefferson Avenue  
Detroit, Mich.

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Toledo, Ohio

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

Guaranteed to comply with the Pure Food Laws.

this is nonsense. The real reason that college bred women so seldom marry is because they so seldom get the chance.

There is also another, and a pathetic, phase to the question of a college education for girls: If the college bred woman marries a man who has spent all his life in business, and who has not had the opportunity for the wide culture she has, she must always be, to a certain extent, lonely. She has thoughts he can not follow; her mind browses in pastures he can not enter; life means things to her it can never mean to him. No matter how good and kind he is, or how fond she is of him, there is always just that lack. She goes through life intellectually starved, and she knows that it would be better and happier for them both if they were on the same mental plane.

Do not think, though, that I oppose college education for women; far from it. It may be a good thing for a pretty girl, for an ugly one it is an absolute necessity. It undoubtedly lessens a girl's chances in getting married, but if she does find a man with sense and courage enough to escort her to the altar I am convinced that she is better fitted to make him a good wife than the girl whose mind and character have not been disciplined by thought and study. If I were a girl and Heaven had blessed me with a passable nose and a good complexion and a knowledge of how to dance the two-step I should not go to college, because I should prefer a husband to a diploma, but if I were a man I should choose a college bred woman for a wife every time. That sounds contradictory, but it is the two points of view of the question.

Other things being equal, the chances are that the educated woman will be a better housekeeper and manager. If the lack of knowledge of books predicated a knowledge of domestic affairs there would be some reason to make a mad rush for girls who have never read anything but Marie Corelli and the Duchess, but it does not. Some of the worst housekeepers in the world are women who are just as ignorant of cooking as they are of Greek, and who can no more add up a butcher's bill than they can do a problem in geometry. It is ignorance in every line that is at the bottom of failure. The woman who understands chemistry is not liable to accept the luck theory about her bread turning out light or heavy. The woman who has mastered the science of mathematics is going to know enough to grapple with the household expense account, and after she has studied the germ theory you may depend upon her not letting her family be poisoned by defective drainage or her baby be slain by the bacteria in a sour milk bottle.

The educated woman is also more apt to be reasonable than the uneducated. The only absolutely hopeless people are those who are so narrow and so prejudiced that they can never see any side of a question but their own. This is the peculiar province of ignorance, and especially of feminine

ignorance. That sort of a woman's town, although it is only Bird's Center, is the biggest place on earth and its ways the only proper ways. Her religion is the only true faith, her political party the only patriots. To try to change her is like beating yourself against a stone wall. Now, the only way to keep believing that Bird's Center is the metropolis of the universe is never to get outside of it. The educated woman has broken down the walls that shut her off in her own particular Bird's Center and her views are as liberal and broad as the horizon her eyes scan.

In marrying a highly educated woman a man also casts an anchor to windward and comes as near as he may to taking out an accident policy against those evil days of matrimony that are sure to come when the flush of youth and beauty are dead on a woman's cheeks and the gold in her hair has turned to ashes. Too many women who had only their personal charms to recommend them have nothing left when that is gone, but the educated woman can never be less than interesting, and if it was the beauty of her mind and soul that charmed a man in the first place, he may count on all succeeding years adding to the delights of her companionship.

In spite of the learned professor's warning the educated woman is the preferred risk in matrimony for a man. As for the risk the woman runs of not getting a husband by going to college, that is, as Mr. Kipling would say, "another story." Dorothy Dix.

**What Night Study May Do.**

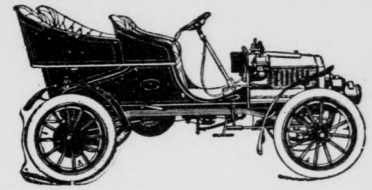
Frank Palmer Speare, educational director of the Young Men's Christian Association of Boston, gives examples of men who, while engaged in comparatively humble work, found

that their evenings were better spent at the Association building than in saloons or places of amusement. Two men, one a carpenter, the other a grocery clerk, instead of spending their evenings with their trades union associates in the saloon, entered the school three years ago, devoting their time to mathematics and drafting. These two recently took the examination in the New York navy yard as structural draftsmen, and were both admitted to positions giving them \$1,600.

A Charleston boat-builder specialized naval architecture and is now a ship draftsman at \$5 per day. A young factory fireman studied electricity and is now at the head of a lighting plant in a Maine city.

From the civil-service department fifteen men from one class have been appointed to the Post Office Department at \$1,500 per year. Five young men have recently been placed in the Boston custom house at salaries approximating \$1,000 per annum each.

**New Oldsmobile**



Touring Car \$950.

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

**Adams & Hart**

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

**Ocean to Ocean**

From Monroe to Calumet and New Buffalo to Sault Ste. Marie and intervening territory, the

**Copper Wires**

of this company reach over 68,000 subscribers and more than one thousand towns in Michigan, besides connecting with all the principal cities east of the

**ROCKY MOUNTAINS**

New stations constantly being added. You cannot afford to be left out. Contract now. Call the local Manager for information, or address

**Michigan State Telephone Company,**

C. E. WILDE, District Manager, Grand Rapids

You have had calls for

**HAND SAPOLIO**

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

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

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

### WOMEN AS CHEMISTS.

#### They Are Peculiarly Well Suited to Laboratory Work.

The recent spread and increase of college training for women has correspondingly multiplied those women students who, having acquired a fine scientific or semi-scientific education, are at a loss how to apply it to money making endeavors. From all sides may be heard the "college wail" of "no place for intellectually trained women, outside of the medical and legal professions"—long lamentably overcrowded. In bacteriological work and the various chemical branches may be found good fields for scientific feminine efforts and skill.

The profession of dispensing chemist—the keeping of a pharmacy—can not be sincerely recommended to feminine attention, or so, at least, say those who have tried it. The advantages and opportunities of this work for women seem pleasantly numerous and alluring upon first inspection; but the reasons against pharmaceutical work for women are also effectively varied. Small pay, long hours, the difficulty of securing a chance to begin work, these are among the most glaring objections. Miss Jean Gordon, who has maintained a successful pharmacy in Chicago for thirteen years, says that she never recommends the professional study of pharmacy to any woman who has not sufficient capital to set up in business for herself with at least one assistant from the beginning. Even then, in the opinion of Miss Gordon, quicker and surer returns might be secured from a given sum invested in other ways.

"The work is all right," says the woman who has so long performed it, "and it is work to which women are well adapted. But the public is slow to consider women in this capacity, and the ordinary drug store keeper is not sufficiently wealthy to risk any innovation that might be unpopular. This renders it difficult for the feminine graduate of a college of pharmacy to secure the four years of practical experience demanded by the State Board of Pharmacy before allowing an applicant to register, and which the college authorities usually forget to mention to the student. The course here calls for but two years of study, but the four years of actual experience—even where this can be secured—practically lengthens it to a six year term, which means a long time of preparation for a low salary when it is completed. No, I would never advise a woman to take up pharmaceutical work unless she could manage to get some of her practical work either before or during her college course, and unless she possessed sufficient funds to open her own shop, with at least one assistant, when the course came to an end."

The work of the commercial or analytical chemist, on the other hand, is highly recommended for womanly endeavor, although, curiously enough, few women have yet embraced this particular opportunity. The various branches of "food" chemistry are

considered suitable and promising for womanly fingers and brains.

A young woman, whose work as an analytical "food" chemist has been notably good and encouraging, believes that in this work a new comparatively untrodden and desirable field for college women may be found. The prospective establishment of state food commissions all over America in the near future will mean much to scientifically trained women with a liking for chemistry. The fact that the entire subject of food analysis, hygiene and composition possesses growing interest to the public presents a most encouraging view of the case. Of the members of a laboratory firm—composed of a trio of eminent physicians—it is related that they commenced operations with the idea of medicinal chemistry uppermost, but quickly found that this kind of work scarcely paid for the doing, so vastly superior, both in point of numbers and financial rewards, were the "food" cases continually brought to their attention. Nearly every large manufacturing house or firm turning out edible products employs one or more analytical chemists. For such work women with a natural trend toward neatness, dexterity, love of detail and interest in the food question are well fitted from every point of view.

"Women would not find the work of mineral chemistry easy or lucrative, I think," says the young woman "food" chemist just mentioned. "Nor does dispensing chemistry appeal to me as a good field for women. But for the tasks of an analytical chemist they are excellently suited. There are no heavy objects to handle, as in some other chemical branches, and conscientious work, although there are few really handsome salaries in the profession as yet, is fairly well rewarded—with wider opportunities the higher the worker mounts. And the work of 'food' chemistry, while daily developing and widening, calls for no extraordinary scientific training. I prepared for my duties with

the ordinary four years' course at college."

Bacteriological work, also, is considered by thoughtful students of times and seasons as well worthy the attention of scientifically inclined women. Dr. William K. Jaques some years ago publicly wondered why more women did not take up work of this order. Still firm in his conviction of their fitness for such work Dr. Jaques is glad to find that they have become widely conscious of the offered opening. Numbers of

young women physicians now engage in bacteriological work, instead of starving while waiting for a practice. Dr. Jaques also believes in the future of the feminine analytical chemist, and this for reasons as simple as obvious and sincere.

"The food question is particularly important at present," so runs his opinion, "so important that the United States Government is in several ways recognizing and acknowledging the necessity of official efforts in this direction. More than a year ago 100

## LION BRAND PEPPER

We admit if you please

That Pepper is half P's,

But not the kind that is grown.

The LION BRAND contains no sand

And its quality the best that is known.

If you get this kind you'll surely find

Our statements to be true.

We've made the test and found the best,

And now it's up to you.

WRITE  
US

FOR  
PRICES

### Pre-eminently the Best

WOOLSON SPICE CO.

TOLEDO, OHIO



**Golden  
Essence of Corn**

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

**Karo**

**CORN SYRUP**

*The Great Spread for Daily Bread.*

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

CORN PRODUCTS CO., New York and Chicago

graduates of the different agricultural colleges, after being drilled and trained for a certain time in the Government laboratories in Washington, were sent abroad to study food products, processes, and so on, with an official standing equal to the young graduates of West Point. This force is being enlarged constantly, and in other ways the food problem is receiving official attention—as it should.

“Proper and sufficient nutrition is now everywhere recognized as the most important factor in the cure or relief of consumption; good air, outdoor life, and other hygienic elements are, of course, necessary, but good nutrition must form the basis of the upward movement, just as poor nutrition—the lack of nutrition—primarily causes the downfall. For many other reasons, all good and sufficient, the food question is just now uppermost in the public mind.

“Women are peculiarly suited to laboratory work in the food connection. The work can be brought to them; they are naturally neat and dexterous. And one of the most encouraging features of the feminine outlook along this line is found in the fact that the opportunity is both new and growing, while it would seem that it can scarcely become overcrowded or nonlucrative for a number of years.”

From other reliable sources come similar opinions, none the less valuable, interesting and encouraging because the new opportunity has not yet been brought to the attention of many feminine students.

#### Some New Things in Millinery.

At last the plateau is seen to be distinctly on the wane, its employment being more or less limited to the construction of toques, and, since crowns are distinctly “in,” this process must inevitably continue for some time. A much-needed relief will be afforded the milliner in this fresh advent of crowns, and she will doubtless be not displeased to have less of the tiresome and difficult twisting and general manipulation of flat pieces of felt and other thick materials.

It seems reasonable to suppose that, in sympathy with a similar gradual movement in other sections, millinery will take a turn toward simplicity of build in the not distant future. Shaded ribbon ruchings for the high-crowned hats are expected to enjoy a lively favor. A favorite method is the employment of two or three shades, gauged, standing round the crown, with frills lying upon the brim. Ombre ribbons, also, are being used for this purpose.

When, at the beginning of July, attention was directed to faded flowers, it was scarcely thought that these goods would attain to such importance in the autumn season as they now seem likely to reach. They are represented principally in velvet, and the most important blooms are chrysanthemums, dahlias and roses. They are made with a great deal of skill, and judging by the prominence which their rich shows obtain in the wholesale departments, good business in them should result.

The leaning toward the beautiful effects that can be obtained from the employment of grain as the motive of a design, which has been apparent all through the year, has probably suggested another feature which is worthy of remark in the same section. Barley is prominent, constructed from either velvet or silk. In some instances, the whole article—stalk, ears and beard—is green, whatever the shade of the ears. Beards, too, run to great length. Heads of barley are used to obtain an osprey effect on a hat or bonnet, and the goods have already been taken up well.

Ornaments of horn are placed well forward for millinery purposes. A few are real horn. The majority are not. Shading in graduated manner is indulged in in these goods as in so many others, and the material is largely combined with steel. Little coronets of horn bordered and decorated with steel studs comprise some typical patterns. It is asserted the liking for horn will not be disregarded by the dressmakers, and that there is some likelihood of the taste being developed into future seasons.

#### Demand for Art Linens.

Each season finds a larger and growing demand for linens to be used in art work and this fall promises to be one of the greatest in the history of the art linen business. Perhaps it is safe to say that in every community two-thirds of the women are interested in fancy work, and, such being the case, they all vie with each other in trying to produce the best examples of the needle. The plain linens are used most for hem-stitching and drawn work and it is said that the sales of the plain weaves have been almost equal to the supply. Every department should carry a line of these plain linens in order to supply the wishes of the women of the city, who will undoubtedly make many calls for the line before the season has far advanced.

It is surprising, considering the qualities of the imported tulle sold during the past season, to hear nothing but expressions of satisfaction regarding the handling of it, both by importers and retailers, and there seems no doubt that a very important business will again be done on the imported cloth for 1905. Indeed, some large orders have already been placed for December delivery. A number of leading retailers will show it during the early fall for evening wear.

#### Just Like a Woman.

Husband—My dear, did you notice that gentleman who just got off the car?

Wife—Do you mean that dark, heavy-set man in the light gray suit, brown derby hat and low tan shoes, wearing a turn-down collar with a narrow black tie and diamond pin, carrying a book and silk umbrella with a gold-mounted handle?

Husband—Y-yes, I guess—

Wife—No; I didn't notice him. Why?

# S. B. & A. Kisses

Come in baskets, sell out by  
the quart.

The more you sell the easier it is  
to pay the rent---See.

Ask about them.

STRAUB BROS. & AMIOTTE  
TRAVERSE CITY, MICH.



Read  
the  
neck  
band.

There are catsups and also a “tomato” catsup. Columbia, “The Uncolored Catsup,” has Nature’s color and flavor. Other catsups are dyed with cochineal, coal tar, etc.

COLUMBIA CONSERVE COMPANY.

**WORDEN GROCER COMPANY**

Distributors

GRANG RAPIDS, MICHIGAN

# Piles Cured

## Without Chloroform, Knife or Pain

Indisputable evidence of the superiority of the Burleson Painless Dissolvent Method over all others

**Suffered Twenty Years—Cured in Thirty Minutes—Now Brings His Friends to be Cured.**

Willcox, Mich., Oct. 10, 1903.

Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor:—

I was afflicted with piles for over twenty years and for the past six years had not been able to do any heavy work. I had tried many different remedies and several different doctors without any help. A friend called my attention to your treatment and advised me to take it. I did so and was cured in thirty minutes. I can not speak too highly of your treatment and would recommend anyone afflicted with this terrible disease to take the treatment without delay. It is practically painless and I was able to work the next day after the treatment. I would not be placed in the condition I was before taking the treatment for any amount of money. I expect to be in Grand Rapids next week and will bring a friend with me to take the treatment.

Hoping that this will lead some suffering fellowman to find relief, I remain,  
Gratefully yours,  
M. M. Deake,  
Postmaster and Dealer in General Merchandise.

**A Pleasure to Answer Enquiries.**

Grandville, Mich., Oct. 5, 1903.

Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor:—

I feel so grateful for what you have done for me I hardly know how to express myself other than say: Without any exaggeration whatever, that I have been saved from a fate worse than death. I feel that I have a new lease of life. It has given me new energy to cheerfully bear all other calamities that may fall to my lot in life to come.

I will cheerfully give in detail to anyone asking for it what I have suffered for years with one of the worst cases of piles it is possible for any person to have and how perfect and painless the cure. Please call on me at any time, Doctor, for reference. I am as ever,

Your grateful friend,  
Mrs. Milton Velzey.

**Suffered Twenty Years—Cured in 30 Minutes.**

Millbrook, Mich., Oct. 8, 1903.

Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor:—

I wish to make acknowledgment of your successful treatment of my case. I suffered twenty years with protruding piles; you cured me in thirty minutes and I am now as sound as any man of my age in Michigan. I went to you against the advice of my physician and am thankful that I did.

I recommend your treatment to any person afflicted as I was.  
Respectfully yours,  
Wm. Bragg.

**No Faith in Salves and Ointments. Speaks From Experience.**

PALMITER, THE CLOTHIER,

Phone 40—2 rings.

Good Clothing Ready to Wear

Custom Made.

Furnishings Too.

Hart, Mich., April 13, 1903.

Dr. Burleson cures piles. I suffered for ten years with a most painful case, tried all sorts of salves and ointments without relief, to say nothing of cure. I do not believe these patent mixtures ever cured a genuine case of piles. Dr. Burleson has cured me completely and I have every reason to believe in him and his method of treatment.

H. J. PALMITER.

**Took 50 Treatments Without Benefit. Cured in 30 Minutes by New Method.**

Grand Rapids, Mich., July 1, 1903.

I suffered for years with a bad case of protruding piles and prolapsus, which disabled me so I was unable to work a good deal of the time. I could get no relief at home (St. Louis, Mich.) so decided to go to Grand Rapids and be treated by a specialist. On inquiry I found a rectal specialist, who claimed to cure piles by what he called the injection method. I consulted him and he assured me that he could effect a cure. So I commenced treating with him, continuing same twice weekly for about six months. He used the injection method, until it could be seen to be an absolute failure. He then claimed that he knew about the use of electricity and so he tried that for a few weeks, with no benefit whatever, until I got disgusted and began to give up all hope of being cured. With all these treatments I had not received a particle of benefit. At this point I thought I would go and have a talk with Dr. Willard M. Burleson, the Rectal Specialist, and he told me that he could easily cure me and that it would cost me nothing until I was satisfied that I was cured. He treated me once by his New Painless Dissolvent Method and to my great surprise and joy he cured me and I have not had a sign of prolapsus or protrusion since.

I do not know whether the fault was in the man or the old-fashioned injection method, but in my case I know that both were dismal failures. I took about 50 treatments by this old-fashioned method with no benefit whatever, and Dr. Burleson by his New Method completely cured me of all protrusion and prolapsus in one treatment lasting about 30 minutes. If I had gone to Dr. Burleson in the first place and received honest, intelligent and up-to-date treatment I would have been saved six months of suffering and the annoyances of about 50 useless treatments.

I had an extremely bad case and Dr. Burleson's pronounced success in my case leads me to believe that he will have but few failures.

Dr. Burleson accomplished much more than he promised in my case, while the doctor who used the injection method promised everything and accomplished nothing.

W. A. GREEN,  
197 Mt. Vernon St.,  
Grand Rapids, Mich.

Fremont, Mich., June 20, 1903.

Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:

You are welcome to use my name in any capacity in which it will do good. I suffered for years with protruding piles and you cured me in one short treatment by your New Painless Dissolvent Method. I was in a very precarious physical condition when I went to you to be treated, but my health and appearance have so much improved that my old friends are surprised. I have advised numerous friends to call on you and will do so from time to time as opportunity presents itself.

I feel confident that you have the only treatment for this class of trouble. I had been advised by surgeons, in whom I had confidence and supposed were up-to-date, that the only way I could be cured was to have them cut out. However, I know better than this now.

Thanking you for the great service you have rendered me, I am yours truly,  
GEO. E. HILTON,  
Postmaster.

P. S.—I expect to be at your office Thursday, with a friend for treatment.  
G. E. H.

**Suffered Ten Years—Cured in One Treatment.**

Petoskey, Mich., Oct. 12, 1903.

Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor:—

I have no reason to believe that I am not perfectly and permanently cured of my piles by your treatment. I suffered all the tortures that accompany these conditions for eight or ten years, and tried a number of different remedies, but still suffered. Last June I heard of your wonderful success in curing Rectal Diseases and went to Grand Rapids and was treated on July 6th last. The treatment was painless and caused me no inconvenience and I have had no trouble with piles since that treatment, and, it is needless to state, am well satisfied with the results.

It gives me great pleasure to recommend your treatment to my afflicted friends. I am,

Yours truly,  
Thomas Quinlan,  
Real Estate and Insurance.

**Felt That He Was Condemned to Death.**

Fremont, Mich., Oct. 5, 1903.

Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor:—

I hardly know how to express the gratitude I feel towards you for the great service you have rendered me. I never realized that piles could cause so much disturbance, and make such a complete wreck of a man. When I went to you for treatment I was in a pitiable condition; I could not sleep nor could I think, my back ached so bad that I was in misery all the time; I was unable to attend to business and felt that I was a doomed man. I felt like a man condemned to death. I had very little hope, and the horror of submitting to a barbarous surgical operation aggravated my nervous condition not a little. Every doctor whom I consulted before coming to you could advise nothing but the knife and if they had recommended the gallows I would have accepted it as cheerfully.

I had heard of your wonderful cures of Rectal Diseases and resolved to consult you. Your diagnosis was ulceration and hemorrhoids, and I began to improve both locally and in general health as soon as you commenced treating me and soon my hope began to return, and in about two weeks you had the rectal trouble cured and I could see that I was on the road to rapid recovery. My improvement has been phenomenal and I am to-day as well as I ever was. I have recommended many others to go to you to have rectal troubles cured and you have been equally successful with them all. Your treatment caused me no pain or inconvenience whatever and my case was an extremely severe one.

I believe your fame is assured; and in a few years your reputation will be national. I am,

Gratefully yours,  
Wm. Hilton,  
Wm. Hilton & Co., Lumber, Lime and Cement.

**A Bad Case Easily Cured.**

Grand Rapids, Mich., April 25, 1903.

Dr. Willard M. Burleson easily cured me of a very bad case of piles. I was so bad that I could not work for a week at a time. I suffered all the tortures of the damned. I had piles just about as bad as any person could have them and my experience demonstrates to me that Dr. Burleson and his New Painless Dissolvent Method are a decided success. The treatment causes no pain or suffering, but it does the business.

JOHN SEDARD,  
84 Center St.

**Came All the Way From Florida.**

Orlando, Fla., Oct. 6, 1903.

Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor—It gives me pleasure to thank you for the many courtesies, kind attention and careful treatment received while under your care in Grand Rapids a month ago. And for the benefit of others afflicted as I was, I would add my testimonial to the many others, the reading of which led me to go two thousand miles to get your treatment. I have been troubled with piles for about twenty years. After much suffering I was treated five years ago by the "Injection Method," which nearly resulted in my death and left me worse than before. I grew steadily worse until last spring, when I found myself about exhausted both physically and financially and having no alternative but the knife. I again submitted to the "Injection Treatment," with the result as at first. For three weeks after this treatment there were times when, for hours, I was in an agony of pain, and thought I should die, but the Lord graciously raised me up and soon after, as I believe, put it into the mind of a friend to send me Dr. Burleson's pamphlet telling of his treatment. It is now a little over one month since I took his treatment by electricity. I reached home one week after the treatment and have been hard at work for nearly three weeks. Were I ten thousand miles away and had a case of piles, I would try and get to Dr. Burleson, and I advise you who are suffering to do the same. I will gladly answer any enquiries.

Yours respectfully,  
J. B. Finley.

**Suffered Sixteen Years.**

Fruitport, Mich., Oct. 17, 1903.

Dr. Willard M. Burleson,  
Grand Rapids, Mich.

Dear Doctor—After three treatments by you I feel like a new man—better than I have for years. I suffered with the bleeding and protruding piles for the last fifteen or sixteen years. I suffered something awful and could not work most of the time. Now for months since you cured me I can do as good a day's work as I ever could. At the time I went to you for treatment I was so bad that I could not do anything at all. I am,

Ever your true friend,  
Walter Carrick.

**Cured in One Treatment.**

I suffered for eight years with protruding piles, which at times bled profusely; was so bad that I was in misery all the time. Could not do any work without having them come out. I had to put them back about every ten minutes when I was trying to work.

I was cured in one treatment by Dr. Willard M. Burleson, by his painless dissolvent method. I have not been troubled at all since that one treatment and have every reason to believe that I am perfectly cured.

C. N. Tubbs,  
Contractor and Builder,  
311 Junction St., Grand Rapids, Mich.

**Bed Eight Weeks Following Knife Operation—Was Soon Worse Than Ever.**

I was terribly afflicted with protruding piles. Had knife operation six years ago, suffered terribly and was in bed eight weeks. Was soon worse than ever. I am now well, however, having been cured by Dr. Burleson's New Painless Dissolvent Method. Did not suffer any and was not in bed one day. Foolish to suffer when you can be cured so easily.

H. D. DAVIS,  
Belmont, Mich.



**Told That Dr. Burleson Was a "Fake."**

A. J. WHITE,  
General Merchandise,  
Bass River, Mich., April—1903.

Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:

I suffered for fifteen years with a very aggravated case of piles and kept getting worse until I was almost a complete physical and mental wreck. I lost thirty pounds in weight and was so nervous that I was unable to sit still for more than a few minutes at a time or sleep more than two or three hours a night. I would go to bed about midnight and would sleep a troubled sleep for about two hours, when I would wake and would have to get up and walk. In two weeks I knew every street sign and every night policeman in Grand Rapids, where I was at a sanitarium being treated for my nervous condition. Before coming to you I got no benefit whatever from the treatment, but from that time on I commenced to improve and in about four weeks from the time you first treated me I was a well man physically and mentally, and to-day weigh more than I ever did before in my life.

I had been advised that I could not be cured without a surgical operation and taking chloroform, and one of Grand Rapids' oldest physicians and surgeons went so far as to tell me that you were a "fake."

As every physician whom I talked to about my case wanted to use the knife, I am satisfied that you are far in advance of any of them in the treatment of these troubles, as you cured me easily and quickly without any pain and without the use of chloroform or knife, and caused me no inconvenience whatever.

I feel very thankful for what you have done for me. I think I was in a fair way for something worse than death.

I am gratefully yours,  
A. J. WHITE.

The above shows how little dependence can be placed in the word of some physicians when asked for an opinion of a brother practitioner. All physicians are not so unprincipled, however, as there are many honorable men in the medical profession. Think of trusting your life in the hands of such an unscrupulous person.

**A Well-Known Druggist Easily Cured, After Failure of Every Known Remedy.**

Grand Rapids, Mich., April 25, 1903.  
After suffering the most intense agony for years with a very severe case of piles and trying every remedy known to medical science with no relief and getting worse all the time, I was easily cured by Dr. Willard M. Burleson by his New Painless Dissolvent Method, without any pain or inconvenience or losing one day from my work.

I was in a terrible condition and on the verge of physical breakdown. From my own experience I know that Dr. Burleson's treatment is everything he claims for it, and language cannot be made strong enough to praise it as it deserves. No person can speak honestly of this wonderful treatment without recommending it. It is a Godsend to those who have this terrible affliction.

FRANK ESCOTT,

With Geo. L. Warren, Druggist, 75 Canal Street.

**Gives Testimonial for Humanity's Sake.**

I was afflicted with the piles for over thirty years and have suffered terribly from this horrible complaint. For the last three years my suffering had been severe and I have used a bushel of "Sure Cures," without any relief whatever. Last spring I happened to see Dr. Burleson's advertisement in the paper and called upon him a short time after, took treatment and must say the benefit received from one treatment was almost beyond belief. It hardly seems possible to me, even now, that piles can be cured so easily. I heartily endorse his method and will always have a good word for it, either at home or abroad.

I dislike to have my name appear in public print, but I feel as though it would look a little cowardly and unjust to withhold it; if it will only do you and suffering humanity some good, I will stand the publicity part. With best wishes, I am,

Respectfully yours,  
D. L. Harden,  
Newaygo, Mich.



**Willard M. Burleson, M. D.**

Rectal Specialist.

Originator of the New Painless Dissolvent Method of Treatment for the Cure of Piles and all other Diseases of the Rectum.

103 Monroe St.

**Charges and Terms**

My charges are always reasonable and are for a complete, permanent and guaranteed cure. The exact amount can only be determined upon a complete examination. Any person who is not prepared to pay the entire fee at once will be allowed to make payment as his convenience permits.

Any person who is too poor to pay will be cured absolutely free of charge and will receive as careful attention as though he paid the largest fee. I want no person to be kept from the benefits of my wonderful discovery for financial reasons.

Write any of the people whose testimonials appear here and ask them if they were satisfied with my charges and terms.

**The Method**

I cure Piles by a NEW PAINLESS DISSOLVENT METHOD, which is my own discovery, no other person using it or knowing what it is. No hazardous operation of any kind is employed and no knife or chloroform used. Many bad cases are cured in one painless treatment and few cases require more than two weeks for a complete cure. THE PATIENT CAN ATTEND TO BUSINESS DURING THE COURSE OF TREATMENT.

I have a booklet explaining my method more fully than I can explain it here, and I am pleased to send this booklet to anyone who will ask for it.

Any sufferer solicitous for his own welfare would not think of submitting to any other method of treatment, after investigating my Painless Dissolvent Method for the cure of Piles and all other Diseases of the Rectum.

SEND FOR BOOKLET. IT CONTAINS MUCH VALUABLE INFORMATION.

**How to Find Out**

Ask some one who knows, some one who has been cured, some one who has tried everything else without relief. Write to any of the people whose testimonials appear here. They will tell you truthfully of their experience and without prejudice.

Don't ask some one who knows no more about it than you do. Don't ask some doctor who is trying to get you to submit to the knife. He is all one-sided and can see nothing but the knife and a small prospective fee. The experience of A. J. White, as told in his testimonial, is a good illustration of this. He investigated for himself, however, and then did the only thing any sensible person could do—come to me and was cured without submitting to a barbarous surgical operation.

Any person who investigates honestly and carefully would not think of submitting to any other method of treatment.

**Guarantee**

I guarantee to cure piles and all other diseases of the rectum or accept no pay for my services. Any person who doubts my ability to cure need not pay one cent until satisfied that I have done all I claimed. IF I FAIL THERE WILL BE NO CHARGE. I REQUIRE NO DEPOSIT OR WRITTEN CONTRACT.

Write and ask any of the people whose testimonials appear here if my guarantee is not good. If your trouble ever returns after I cure you, I guarantee to cure you again free of charge.

**Testimonials and References**

I have hundreds of other testimonials of cured patients which I have not room to publish here. I can also refer you to many prominent people who have known me for years.

I would say for the benefit of out-of-town people that I am a permanent resident of Grand Rapids and have practiced medicine in this city for years.

The enormous practice I enjoy is conclusive proof of my success.

**Beware of Fakes**

Every successful institution and method have their imitators, and mine is no exception to the rule. Every day I hear of quacks, and even doctors of some merit right in this city, claiming that they have my method and can apply it just as successfully as I can.

These claims are all false, as I have never instructed anyone in my method and I am the only person who has ever successfully applied electricity in the cure of rectal diseases.

The best proof I have to offer of the above statements is the results obtained by these imposters. They either get no results at all or nearly kill the patient.

From one to three treatments by my method is all that is necessary to cure a case of piles. If they cannot complete a cure in this number of treatments, it is conclusive proof that they are faking.

**Dr. Burleson is Editorially Praised**

In a Leading Medical Journal on the Merits of His Work.

CHICAGO JOURNAL OF HEALTH AUGUST 23 1904.

**THE AMERICAN AUTHORITY**

Matters of Sanitation and Hygiene.

BUSINESS OFFICE, 263-269 DEARBORN ST., CHICAGO.

The Chicago Journal of Health seeks the advertising of reliable houses only, and asks that prompt notice be given by any reader who has cause for complaint against an advertiser, that the matter may be investigated and the advertisement discontinued, should the advertiser be proved untrustworthy.

SUBSCRIPTION RATES: \$6.00 PER YEAR IN U.S. \$1 2c. IN EUROPE.

**WITHOUT FEAR OR FAVOR.**

An Editorial Report Made From the Vantage Ground of Absolute Independence for the Protection of the Public.

BY G. A. WARNER, M. D.  
(Copyrighted 1904, by A. F. Leopold.)

"All roads lead to Rome." This was true in the time of the Roman Empire. Rome was the center of civilization and all roads led to it. But we are living in the time of American civilization and we live far differently from what they did in the Roman times. Competition is greater; the strain of life is more intense; social demands are more exacting and household cares are more trying, and from out of it all we find that all roads of modern existence lead but to one end.

While the fiat of life is inexorable, and from ultimate death there is no escape, many a one is sleeping the long sleep under the leaves to-day, who would have been well and healthy had they consulted some reputable specialist, in chronic diseases, before the hour when the final breakdown came. Thousands of brave men and fair women are dying to-day even here in Grand Rapids, who longed for life and yet did not enjoy it, and over the graves soon can be written the words: "Died Because They Had a Prejudice Against Consulting a Specialist."

In medicine, as in everything else, it is the specialist who devotes his time, his energy, his intelligence and his skill to the study and cure of certain diseases; who applying to their treatment all the new remedies, appliances and apparatus, begotten of the progress of the age, who succeeds, and whose cures of cases, given up by the family physician, border on the miraculous. All this being true, the Chicago Journal of Health offers no excuse for introducing to its thousands of readers the eminent medical expert, Dr. Willard M. Burleson. That he is master of his profession is universally admitted. Having had years of training and experience in the greatest hospitals of the world, besides being a graduate of medical colleges of unquestioned authority. In his extended and successful treatment of piles, the reputation he enjoys, not only with his brethren of the profession in Grand Rapids, is as flattering as it is

well deserved. Dr. Burleson has probably treated a greater number of patients during his residence here than were ever before treated by any one physician. His success has been phenomenal, but richly merited.

The thorough knowledge of anatomy and therapeutics possessed by Mr. Burleson, acquired through his practical experience in the great hospitals of the world, enables him to diagnose and treat piles with greater success than those who profess to, but do not possess the foregoing qualities.

In the interest of suffering humanity, this editorial is written. It is not a paid advertisement; in fact, Dr. Burleson was not even consulted before this was written. What we have said here has been called forth from a personal knowledge of the greatness of his skill and ability, and on inclination to benefit the thousands of our readers, who may desire to enjoy perfect health and the blessings of life.

**SPECIAL FEATURE OF THE CHICAGO JOURNAL OF HEALTH.**

During the ten years of its existence this publication has at all times adhered to its early declaration that the editorial columns of a newspaper belong exclusively to its readers, and that it is an imposition upon the rights of subscribers to permit advertisements or paid matter to appear in such a way that deception is practiced upon those who receive such statements as coming from the editorial department. Our advertising columns are open to all legitimate concerns. Such space is for sale and may be obtained for the purpose of advancing the interests of any reliable product. Upon the other hand, we have no space for sale in our reading columns, and all suggestions contained therein reflect our unbiased and candid opinions made after thorough investigation, and may be implicitly relied upon. At no time have paid puffs or "write ups" been admitted to the editorial columns of the Chicago Journal of Health.

**WORTH TRYING.**

Try swallowing saliva when troubled with sour stomach.

Try taking your cod-liver oil in tomato sauce if you want to make it palatable.

If the air of the cellar is damp it may be thoroughly dried by placing in it a peck of fresh lime in an open box. A peck of lime will absorb about seven pounds, or more than three quarts, of water, and in this way a cellar may soon be dried, even in the hottest weather.

**Unbiased Advice.**

Readers may rely implicitly upon the fairness of these reports, as paid advertisements are not allowed entrance in the reading columns. All suggestions made are based upon facts and not upon the selfish interests of anyone.

Try buttermilk for removal of freckles, tan, and butternut stains.

**Dr. Willard M. Burleson**

Rectal Specialist

103 Monroe Street, Grand Rapids, Mich.



### Glazed Kid Shoes Regaining Popularity.

During a recent trip among shoe manufacturers I learned that glazed kid shoes are rapidly regaining their old-time popularity. This ought to be welcome news to manufacturers of glazed kid leather, who have had rather a hard time of it during the reign of other leathers demanded by fashion.

Not that the shoe business is specially lively. Not at all. Shoe manufacturers in Buffalo, Rochester, Syracuse and surrounding towns are complaining of dull trade for the time being, and many are curtailing operations in their cutting room. Many have no interest in leathers for fall work, and visiting leather salesmen, in order to gain a hearing, have to produce samples of the leathers which will be used next summer.

On light leather interest centers in colors, mainly calf, but a goodly portion is kid. All shoe manufacturers agree that the consumption of colored leather next season, beginning December, will be prodigious. Although the majority of shoe salesmen have only just started upon their trips, many orders for colored shoes have been received with deliveries to be made from November 1 and forward. Numbers of travelers have not yet gone out, but they expect to do well on their trips.

Black glazed kid is coming on top again and no mistake about it. This handsome and satisfactory leather was bound to assert its value and economy sooner or later, but I confess I was quite surprised in my journeys among shoe factories to notice the quantities of black glazed kid that were being cut. For instance, Rochester has always been famous for the excellence of her shoes, and this thriving city has always been a favorite market with manufacturers of glazed kid. For the past year or two shoe manufacturers in Rochester and elsewhere have had to allow patent kid and coltskin to divide honors with glazed kid. This season, however, glazed kid has jumped to the front again, and as one shoe manufacturer said to me, "I gave more pages this season in my catalogue featuring black kid shoes than for five years."

I print this information for what it is worth, but I know and feel it will interest manufacturers and sellers of glazed kid leathers and give them something pleasant to think about.

The demand for black chrome calf is very light, but there is impressive call for colors, and orders for many thousands of dozens of colored calf have been placed on a basis of 25c, 23c and 21c for selected small, fine, prime skins. No others will do at any price. Shoe manufacturers, with

a reputation, are a critical set, and demand the best.—Shoe Trade Journal.

### The Man With a Hobby.

The man with a hobby is the man who enjoys life and helps others to enjoy it. The man with a hobby is apt to be cheery in nature, wide in sympathies, charitable, broad in his judgments, ready to spread good times about him. He will seldom, as is too often the case with ardent workers, be too busy, in getting ready for some future day, to get the best out of the life of the present.

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

### Read Your Trade Paper.

Some of the veterans in the business are inclined to pooh-pooh the idea that a trade paper can do them any good.

They point to the editor as a man who has had little experience and whose theory will not work out.

They forget that the best trade papers are now edited by men who have had much experience with merchandising methods, many of them men who could take charge of a store and make it show a net cash profit each year if any one could.

Another point they fail to make note of is that the ideas advanced by the leading trade papers are boiled down from information obtained from merchants over a wide area who are working under various conditions.

The trade paper thereby becomes an exchange where information on merchandising methods is gathered at a central point and then distributed to the thousands of interested readers.

The merchants who do not read trade papers to-day are in a small minority.—Commercial Bulletin.

### Triumph of the English Tongue.

An English-speaking nation has grown up on the west side of the Atlantic which has done and is doing more than the parent country to give the tongue a world vogue. Two-thirds of the people who speak Eng-

lish live in the United States. The industrial and commercial conquests which this country is gaining tell in favor of its people's tongue. A century ago French, Spanish and German were far ahead of English

in the number of persons who used them as a vehicle of speech. But in the lapse of time English has passed all of them and is spoken by more people to-day than is any other civilized tongue.



STAR LINE

RINDGE, KALMBACH, LOGIE & CO., LTD.

GRAND RAPIDS, MICH.

Merchants' half fare Excursion Rates every day to Grand Rapids. Send for circular.

"In boys' shoes they make styles that actually stand the grief that any kid can subject them to, and this is saying a whole lot."

Quotation from the Grand Rapids Evening Press, Sept. 21st, 1904.

# BANIGAN

## Made for Wear



The satisfaction to be derived from sales of Rubbers is entirely dependent upon the quality of the shoe.

The Banigan Rubber itself has demonstrated the quality of materials used in manufacturing through constant increase of yearly sales.



To get all the good out of a shoe, get one with all the good in it. We would like to send you one of our new illustrated catalogues.

GEO. S. MILLER, Selling Agent

131-133 Market St., Chicago.

# WOONASQUATUCKET

**Jobs in Kid Gloves Are Hard to Secure.**

One condition of the glove market is the absence of broken lots. Many leading retailers this season of the year visit importers' stocks of broken lots—jobs—with which to incite greater interest in their stocks. Jobs with which to supply special sales are said to be scarcer than usual this season. Importers of kid gloves have confined their orders to straight stuff—regular merchandise. One cause of this is reported to be the lack of business during the past season, and not a large amount of kid gloves has been imported. Orders for regular staple lines and a decreased volume of business have left the market bare of jobs. One retail glove dealer says if other glove dealers have as much difficulty as himself in picking up jobs in kids there are going to be some sorely disappointed glove buyers this fall.

Merchants are criticising the practice of American manufacturers who sacrifice quality for quantity. Some seasons ago there was a strong demand for chamois gloves. At first the supply came from Europe, then the American manufacturer started in to try his hand making them. This he did at first in a limited way, not having any difficulty in selling what he made. While he was manufacturing a limited quantity he produced a glove of quality acceptable to the trade. As the demand increased the American manufacturer became careless. It was not long before his product was so unsatisfactory as to kill the sale of this line of gloves. Later there was a demand for mocha gloves. The supply was produced in Europe, but it was not long before the American glove manufacturer received his orders for some. At first he accepted these orders and filled them with credit to himself. But it was not long before he dropped into his old habit of scheming to get prices down and in this particular instance he substituted a Japanese material which closely resembled mocha, but the substitution was unsatisfactory and of short duration, and the demand was killed. Then the American manufacturers tried to get back to the real mocha, but it was too late. The customers had been deceived, and as they were not able to distinguish between the real mocha and the Japanese substitution they declined to try again.

A similar experience is expected in capes. For three years American manufacturers have been doing what they could in capes. The quality has been getting worse all the time, as they have been trying to get prices down. Manufacturers are trying to increase their sales by sacrificing quality. It is not unlikely that the cape glove demand is going the way of the chamois and mocha gloves.

The American manufacturer has an organization for a certain output, and if the demand goes beyond this he must secure help from outside, which help often mis-sews and makes an eighth to a sixteenth seam for a quarter. The quality is forgotten in the demand to get out quantity. In

women's kid gloves foreign materials excel the American. American manufacturers are not able to successfully compete with the foreigners in the over-seam and pique. As a general thing glove dealers would like to sell more piques, as they give better service and wear much longer.

The leather market is not particularly active just at present, but a decent demand is expected at an early date. It will not be long before women will ask for kid gloves. Already they are showing signs of wishing to get rid of "rags," summer fabrics. The demand for lises this season has been noticeably better among the better class of shoppers, but the sale of silks has been of sufficient size to get out the "baggy" glove. The average shopper enjoys turning from the sloppy fabric to the fitted glove.

Lambskins and Schumaschens are likely to be higher. Already an advance of one-half a mark has been made. England and the continent have been using more of these goods. A firmer and in some instances a higher market has resulted because of the converting of these goods to other purposes. Lambskins are being converted by notion manufacturers in a number of cases. For the foregoing reason both schumaschens and lambskins are very firm.

**Japan's Increased Trade.**

The dullness of trade experienced in Japan during a large part of the past year owing to the imminence of war and the necessity for preparation has now passed to a marked degree, and for the six months of the present year there has been a gain of about 9½ per cent. in activity over the corresponding period of 1903. Purchases of war material, which have been very large, particularly in this country, would explain partially for this improvement, but in exports, which naturally would be decreased rather than otherwise by war, there is an improvement of about a similar amount as the imports, or 9 per cent.

A feature of the imports was that they consisted largely of raw materials intended for the manufacture of articles at home, and in some instances importations increased more than 100 per cent. This large increase was in phosphatic manure, which was for use in the fields to give a larger yield of agricultural products, which clearly demonstrates that peaceful occupations are not being neglected, notwithstanding the heavy drain upon the country in men and money. Although imports of coal increased from about 49,000 tons in 1903 to 382,755 in 1904, this was not owing to the cessation of mining in Japan, as more than 1,500,000 tons of other grades than those imported were shipped to foreign countries.

Is this not life's tragedy—to be condemned by Fate to wear drab bargain-counter garments when one's soul is sobbing for pink silk and spangles?

The best balm for broken hearts is a preparation labeled "Work."

**Business Opportunity**

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



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



**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.

**Speak Quick**

It will be necessary for you to hurry up if you want some of those warm shoes made by the Scheurmann Shoe Manfg. Co., whose stock we just bought, as they are going fast. These are all fresh goods, made in the best manner, consisting of Felt Shoes, Juliettes and Slippers, fur trimmed and fancy ornaments, with flexible McKay sewed soles, and we can give you some genuine bargains, if taken soon.

We are also making some lively prices on The Lacy Shoe Co.'s stock.

**WALDRON, ALDERTON & MELZE**

Wholesale Shoes and Rubbers

No. 131-133-135 No. Franklin St.

Saginaw, Mich.

## WE EAT TOO MUCH.

## Evils Which E ensue as the Result of Overindulgence.

The discussion which periodically takes place on this subject, as is naturally to be expected, evokes a large amount of public interest. We are all more or less directly concerned with the important function of nourishing our bodies, seeing that to nourish ourselves is the first duty we perform on entering this world and the last duty we discharge on leaving it. The subject of the amount of the food required is, of course, a strictly scientific one—in other words, we can only arrive at definite conclusions in the matter through an appeal to scientific knowledge concerning the quantity of food required under different circumstances of life.

The science of foods and feeding has of late years been considerably advanced through researches made not merely into the composition of foods and the duties they discharge in our living economically, but also concerning the amount of food required to produce a given amount of "energy" or working power. It should not be forgotten, in the first place, that the functions of food in the body are of a twofold character. If we compare the body to a locomotive engine we find an accurate parallel between that complex piece of machinery and the still more complicated organism we ourselves own.

As the structural material of the engine differs materially from its energy producing fuel, so it may be said the foods upon which we subsist exhibit a like difference, even if it is one of not so rigid a character as regards tissue forming foods and energy producing articles of diet. The line between these two classes of foods is not a sharply defined one, seeing that the two classes of foods may, under certain bodily conditions, overlap as regards their functions. Thus the body building foods may, and probably do, contribute to the development of "energy," whilst the energy producing foods are regarded by many physiologists as capable of giving origin to substances which may be employed in the building up of our tissues. All the same, the division just alluded to is a thoroughly scientific one, and in the main may be regarded as separating the articles on which we subsist into two clearly defined classes or divisions.

The first class of foods—those which go to build up our bodies—are termed "nitrogenous foods," for the reason that amongst the chemical elements of which they are composed nitrogen forms a conspicuous item. Such foods are represented by white of egg, juice of meat, curd of milk, gluten of flour, legumin of peas, beans, and lentils, and like substances. These are typically our body building substances. They go to form the basis of our living tissues, and therefore correspond in a direct sense to the structural material of which the locomotive engine is composed.

The second class include "non-nitrogenous" foods. These are repre-

sented by fats, starches and sugars. It may here be mentioned that all the starch we consume, in the shape of bread, potatoes, tapioca, rice, etc., requires to be changed in the progress of digestion into sugar before it can be utilized by the body. Hence starches and sugars in respect of our nutrition mean practically the same thing. They represent our energy producers. There can be little doubt that out of the starches and sugars we consume—and of this material a considerable amount is taken each day—we develop the power of doing muscular work. Fat is also an energy-producing food. Its chief function, however, is the development of heat, but as we may regard the production of heat as being synonymous with the development of energy, we may include fats, starches, and sugars together as the foods out of which and from which is developed our working power.

In addition to these foods we demand a large quantity of water each day, this fluid being necessary for the digestion of other foods, and because, being perpetually parted with by lungs, skin and kidneys, it requires replacement as an essential item in the composition of our living matter. The human body, indeed, consists by weight of two-thirds of water.

Minerals also form an important part of our diet. They discharge certain important functions in connection with the digestion of foods, and are required in order to promote the due and proper passing of the blood. An excellent example of the necessity for mineral foods is found in the fact that we require phosphate of lime when growing, in order to form our bones. Similarly we place common salt on our tables because that mineral is a necessity for the perfection of the gastric juice of the stomach, while it also discharges other functions in the body. The absence of salts of potash from the food causes that disease formerly only too well known amongst sailors—namely: "scurvy."

Turning now to the amounts of food which are required under different conditions of life, we find that the quality as well as the quantity of food necessarily varies according to age, while sex plays an important part in the determination of the amount of food required. Occupation is also another condition which has to be taken into account in connection with not merely the quantity but also the quality of the food consumed. Hence no rigid rule can be drawn with regard to the quantity of food consumed unless circumstances of the individual life are taken into account.

It is the omission of this latter feature which renders unscientific discussions regarding the amount of food required for our healthy support valueless. An excellent example of the regulation of the quantity of food consumed and of the selection of a particular quality with reference to the work a human body has to perform is found in the case of prison dietaries. The scale of feeding

naturally varies according to the labor the prisoner is called upon to perform. The application of this principle to ordinary life can be readily estimated, seeing that two men living utterly different lives require not merely a diet of a different quality, but likewise require their food to be supplied in different amounts.

A comparison of the food required per day for the support of a man doing ordinary work reveals certain interesting features. If we take the mean or average calculations derived from food tables compiled by three of the most distinguished physiologists who have investigated this question, and making no allowance for water either taken as water or as contained chemically in the food, and likewise neglecting the question of any waste, we find the average amounts required by the man per day to work out as follows: Nitrogenous food, 4.31 ounces; fats, 3.53 ounces; starches and sugars, 11.71 ounces, and minerals, 1 ounce. The total water free food per day thus amounts to 20.55 ounces.

If the man is put, on the other hand, to hard work and the diet calculated under the same circumstances—that is to say, the amount of nutritive material which must be placed absolutely at the service of his body—it would represent a total of from 26.7 to 31 ounces. Nitrogenous foods would be given to the extent of 6 to 7 ounces, fats from 3½ to 4½ ounces, starches and sugars from 16 to 18 ounces, and the minerals from 1 1-3 to 1½ ounces. Here we find illustrated the general principle that where the human engine is called upon to perform a greater amount of work we must stoke it accordingly. Having thus obtained a standard of average for ordinary and hard work, it is obvious that the answer to the question "do we eat too much?" will depend materially upon the circumstances of the individual life.

The sedentary man does not require the same amount of food as the hewer of wood or the drawer of water working hard with his muscles, but what is of vastly greater importance is the recognition of the fact that the brain worker and sedentary liver requires his food presented to him in a shape much more readily adapted for easy digestion than the man who may be described as the toiler and moiler. Your country plowman may make a hearty and substantial meal off bread and cheese, a form of food which, both as regards its quality and its quantity, would be utterly indigestible by the city man. We see that the question of feeding, therefore, does not resolve itself so much into a question of quantity as really into a question of quality of food, but that condition, which certainly operates most definitely in so far as the question of overeating is concerned, is that represented by the question of age.

A wise physician, dealing with the question of age and with the occurrence of extreme stoutness or corpulence, remarks that many persons neglect the important physiological

rule that the need of food naturally diminishes with advancing years, just as the capacities for digesting and assimilating and duly utilizing food diminish also. He adds that "it is difficult to make a man of 40 understand that he can not properly utilize and adequately dispose of as much food as he used to when 30, or a man of 50 as much as when he was 40; so that a diet which would not be in any way excessive at the former age becomes distinctly excessive and productive of undesirable corpulence on the liver."

It is of importance, therefore, to recognize the great law that with advancing age the quantity of food required diminishes simply because the working power of the body itself decreases and the human engine therefore requires less stoking. We may also note that a wise selection of foods forms another important item in connection with the question whether or not we eat too much. For example, if a person takes each day only half an ounce of sugar over the amount which is necessary for him, and this sugar be stored up in the body as fat, we should find him to represent an increase of weight per annum of over eleven pounds, amounting in five years to four stones of increase. Here, again, we find illustrated the important principle that the quality of food should be regulated by the circumstances of the individual life. Just as the thin, spare and lean person may take a fair allowance of starch and sugar, and especially fat, as a heat forming food, so the person who is inclined to make flesh, so to speak, on little food will require to adopt the opposite regimen, and a spare dietary in the latter case will be found to be that which is most productive of health.

After all, it is the wise individual regulation of life connected with foods and drinks which alone can guide it in the pathways of health. Each person is a law unto himself or herself, not merely in the matter of foods and drinks, but even of the drugs by aid of which the physician treats our diseases. It is undeniable that the tendency of our age lies in the direction of luxury, overfeeding appearing naturally as part and parcel of the luxurious mode of living in which too many of us indulge. Those who have experienced the increased vigor both of body and mind which results from the adoption of a dietary which is just sufficient for the due development of their bodily and mental work, and no more, will readily testify to the fact that the man who overeats loses much of the rational enjoyment of life.

Andrew Wilson.

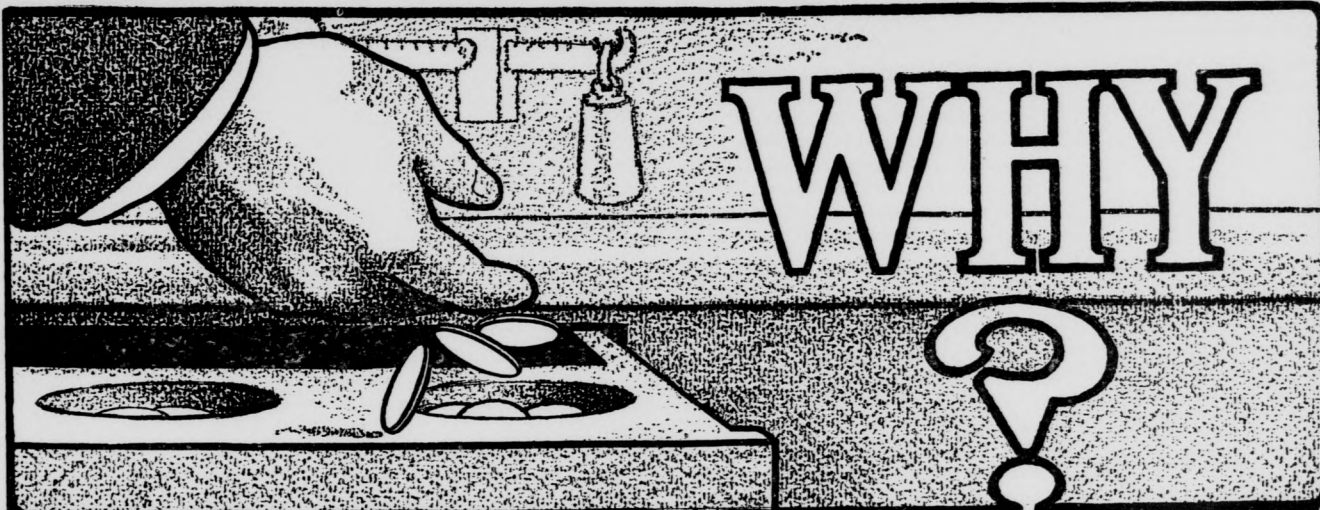
## More Likely to Get It.

Nocash—Wonder where I can borrow some money?

Hardupp—What do you want it for?

"Oh, I've got a sure thing in the fifth race to-morrow."

"You don't want money; you want to borrow trouble."



**W**HY 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.



Let us show you how you can keep a check on every transaction involving money in your store. How you can guard every penny of your receipts. How you can increase your cash sales and add 25 per cent. to the efficiency of your clerks. The demonstration will cost you nothing and put you under no obligation to buy. You can pay for the system out of the money it will save you.

*Tear Off This Coupon and Mail to Us Today*

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a \_\_\_\_\_ store. Please explain what kind of a register is best suited for my business.  
This does not put me under obligation to buy.

Name \_\_\_\_\_  
Address \_\_\_\_\_  
No. of Clerks \_\_\_\_\_

**MAKING A MILLIONAIRE.****Wood Cutter Who Became an Empire Builder.**

Business success, measured by money, is always comparative. One man conducting a candy store may clear \$5,000 a year from the business and yet not measure in business acumen with another dealer in candies who out of his limited opportunities is clearing only \$500 a year from the business.

"There are two types of successful business men," is the dictum of an observer of men. "One goes along carefully, takes the minimum of risk, and succeeds moderately well. The other judiciously takes large risks, embarks on bold projects after lengthened and careful consideration, and probably becomes a millionaire."

It will be noted that the observer of men and things considers both the types successful. His own judgment in the observation may have been on the side of the man who takes the minimum of risk and reaps moderateness in his success. At the same time the world's admiration will be with the other type, which makes the Napoleonic moves of the financial world. In public opinion this doer of great things will have been born to it, the hero of business; the capable conductor of the small affairs of life may enjoy his comfortable fortune with half his acquaintances referring to the commonplace route by which he came into it.

Yet to the philosopher, Sir Isaac Newton tackled as great a problem

in attempting to discover the reason for the apple's falling down instead of up as Columbus did in starting on his first voyage in proof that the earth was round.

There are few doubters of the statement that in the Napoleons of the business world inspiration may cut as large a figure as it has cut in the histories of men famous in the arts and sciences and revolutions of the world. Columbus started out on his Western voyage to the East for the reason that he had figured the route as possible in his own mind. James J. Hill, President of the Great Northern Railroad, for instance, left off cutting wood and rails in the Canadian woods to become an "empire builder," not because he had ever done any building of the kind, but because somewhere in his subconscious nature he felt the impulse calling.

Hill's case is strikingly illustrative of this greater type spoken of by the philosopher.

No doubt it was the first of Hill's "judiciously taking large risks," when his brother and the friend of the two, resting upon their axes in the Canadian autumn woods, heard "Jim" announce that he was done cutting rails. Kinsman and friend united to dissuade him from the step. Both of these dissenters are still small farmers and James J. Hill is said to be worth \$100,000,000. They could not see, as Hill saw, nor did they have the Hill inspiration, which was more. To doubt the Hill inspiration is to throw meaninglessness

into his accomplishments. That a boy, born in a log cabin in the North woods and unfamiliar with the ways of the world, ignorant of the first principles of railroading even when railroading had few developed principles, and yet nursing in his heart the necessities for transportation into the heart of the Red River country of the North, should finally accomplish that which the financiers of his time called madness is something bordering upon the prophetic.

Oddly enough, Jim Hill has been called one of the pioneers of the country. Students of the railway problems of the country have said that he could not have ventured into the developed and developing East and made the success that came to him in the track breaking to the Pacific coast country. But pioneer as he was, he saw the necessity for more than the trails of the Red River carts, and in 1862 he was behind the building of the first ten miles of railway in Minnesota. This line connected St. Paul with the riverside at St. Anthony, and the Hill expectations are seen in its title of the St. Paul & Pacific Railway.

Always it was the need of the Red River country for transportation that appealed to Hill. When the St. Paul & Pacific showed itself inadequate and when further building was slow, he saw the advantages of river transportation to Winnipeg in competition with the steamers of the Hudson Bay Company. When the two steamship lines were consolidated in 1872 Hill turned again to the rail-

road project, seeing plainer than ever the needs, present and future, of the Northwest country.

But the St. Paul & Pacific Railroad, although a little longer in miles, was tremendously deeper in debt, the figures placed at \$30,000,000 at a time when \$30,000,000 meant more than ten times that sum would mean now. The track and rolling stock were in bad shape and the credit of the company was almost nothing. The Canadian Pacific Railroad on the north and the Northern Pacific in the United States, both to be competing roads, had received liberal subsidies from their two governments, but Hill meant to build without help.

He knew every future township in the north country. He was anticipating the time when the treeless Central West no longer could do without the immense tracts of timber which he designed his road should tap in Washington and Oregon.

It meant five years of consecrated work for the Northern rail splitter to organize the Great Northern Company. Its stockholders were for the most part in Holland and the shares had gone down until they sold for a song. Hill's road was building after the timber of the Northwest, seemingly regardless of the proposition of sending the cars back empty for 2,000 miles. When he was building, too, the rate on lumber from the coast to St. Paul was 60 cents a hundred pounds.

When the road was completed in-

# Cash ENGINEERING

**WE** HAVE developed systems, plans and machinery for taking the customer's cash and putting it quickly and safely in your pocket, and while we are doing it the salesman is selling more goods. Our carriers earn a little interest on every dollar they carry. Not only that, but in most cases they are almost as necessary as a pair of trousers. We have opened a Correspondence School for teaching Cash Engineering—Mechanical, Electrical and Pneumatic. Tuition free. Send in your name.

## Lamson Consolidated Store Service Co.

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

to Puget Sound in 1893, Hill discovered that there was no profit to the lumbermen in shipping at such a rate to the East. He asked what rate would leave a profit, and was told 50 cents a hundred. Hill went to Chicago, made his investigations, and returned to the coast, announcing a flat rate of 40 cents to St. Paul.

Madness? The charges were more widely circulated against him. Here was his road, completed without subsidy of any kind, traversing a new country for the most part where freights could not originate, and yet at the outset making a lumber cut one-third under the existing tariff, with the prospect of sending his empty cars from the East, 2,000 miles to the coast for reloading! But the philosopher quoted at the beginning of this article, referring to the type, describes one who "judiciously takes large risks, embarks on bold projects after lengthened and careful consideration, and probably becomes a millionaire."

Hill's judiciousness was to be proved. This proof was conceded by some of the wiser critics when Hill turned to the Oriental trade as the thing to fill his West bound cars. The awakening of Japan and his hopes for China and for Russian territory in Asia led first to the establishment of a Japanese company operating steamships to the Pacific coast terminal. Later, as this business grew, the company banked more surely upon this Asiatic trade by floating its own ocean carriers

that should develop the trade of the Orient and make the railroad an international as well as interstate carrier.

But that a man may see big things and yet not overlook some of the smaller essentials is shown in the character of Hill. Just when his whole soul was wrapped up in the completion of the Northern Pacific he discovered that the farmers who had followed the line of the road into the wilderness of the Dakotas were discouraged over the failure of wheat crops. His remedy for the condition was diversity of interests on the farms. To encourage the spirit he bought nearly 900 head of thoroughbred polled Angus and shorthorn bulls and more than 9,000 thoroughbred hogs, which he caused to be distributed among the farmers along the line. This at once stimulated interest in the cattle business until to-day it is with satisfaction that President Hill sees more hogs and cattle come into St. Paul over his line than over any of its competitors.

The iron ores of the Mesaba range attracted Hill's attention in 1899. The purchase of the logging road of Wright & Davis on the Western Mesaba made a connection for his Northern division with the chief iron town of Hibbing. The logging road was of standard gauge, and the Great Northern at once invaded the territory just in time to reap a harvest. Several thousand acres of barrens went with the road, and with these acres the Mahoning mine as

the chief attraction in the purchase.

Within a week, it is said, Hill received an offer of \$10,000,000 for his new property, and since that time the new croppings of ore and the increasing riches shown in the Mahoning have led capitalists to offer \$20,000,000 for the mine. The Hill system is said to control Mesaba ore tonnage in excess of 250,000,000 tons, due to the long headed judgment of this man, who has seemed to bring all things into the dividend producing methods of his company.

From the 437 miles of complete road of which Mr. Hill first became manager the Great Northern system to-day has grown to 6,000 miles, and in spite of the "large risks" on his "bold projects" it is said that the Great Northern never once has defaulted in interest on a bond or passed a dividend due a stockholder.

Daniel H. Barrow.

#### One On Dr. Mitchell.

Dr. S. Weir Mitchell, the eminent nerve specialist of Philadelphia, tells of an incident of his early career which taught him a lesson he has always remembered. Ever since then there has been one question which he never asks his patients. An elderly man was ushered into the doctor's office one afternoon. After telling him to be seated, the doctor asked in his mildest manner:

"Well, sir, what's the matter with you?"

The patient quickly replied, "If I knew, doctor, I would not come here to find out."

#### The Partridge as the Farmer's Friend.

The partridge has long been in favor as a breakfast food, and as splendid nourishment for the sick and well, but he is now coming into wide favor and renown as the farmer's friend. He is a candidate for the high perch of National bird. His partisans assure us that he is a stout ally of the American husbandman, and a much more active defender of American agriculture and prosperity than the proud, high-flying eagle. Ornithologists who, under Government auspices, have been studying the partridge, say that he is a winner. Only about one-fourth of his food is grain, 19 per cent. corn, 3 per cent. wheat, and the balance millet, barley, sorghum, rye, and oats. He does not steal this, but gathers it after it has been lost in the field. He never pulls up sprouted grain after the fashion of the crow. He does not rob orchards, though he is fond of fruit, eating wild grapes, dewberries, and wild strawberries. His long suit is as weed seed and insect eater. He is a glutton for seeds of the smart weed, pig weed, sheep sorrel, and rag weed. He has a passion for the potato bug, the ladybird bug, the chinch bug, the bean beetle, cucumber beetle, boll weevil, caterpillar, cut worm, army worm, wire worm, cotton worm, locust, and other crop destroyers. In many States the partridge is now being taken into close communion by the farmers instead of being treated as an outlaw. May he flourish and multiply.

## 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.**

## MIXED DIET.

## Why It Is Best for the Human Family.

The strict vegetarians have a hard task to prepare from purely vegetable materials a ration in which the three food elements, protein, fats and carbohydrates, are in their proper proportion. The proportion of carbohydrates, the starches and sugars, is apt to be too great, and the protein, or nitrogenous matter, too little. It requires a great deal of ingenuity in the use of such protein-rich vegetables as beans, peas and nuts to prevent overfeeding with the fat and heat producing carbohydrates, and starving for the flesh-forming protein. Besides the numerous compounds roughly grouped by chemists under the name protein are not alike in nutritive value, and it is not at all certain that the protein of beans, for example, is as digestible as the protein of meat. Herbivorous animals have a much more complicated and efficient digestive apparatus than man. The energy required for digesting food must be subtracted to get its net value. But it must be admitted that our dietary standards are not altogether conclusive. They are for the most part merely calculated from the averages of well-fed persons and not worked out experimentally, as has been done for those of the lower animals. They are the customary, rather than the optimum. Professor Atwater will have to feed the man in his box for many years before science is able to dictate au-

thoritatively our diet. One does not have to subscribe to the vegetarian creed to take his meals at a vegetarian restaurant.

If it were so they would have fewer patrons, for the fallacies and exaggerations of the vegetarian propaganda are somewhat discouraging. There is the constant assumption that the vegetable kingdom is the most beneficent of the three realms of nature, just as medicine men recommend their remedies as harmless, because purely vegetable, regardless of the fact that our most violent poisons, such as opium, strychnine and prussic acid are "purely vegetable."

Nor can a vegetable diet be recommended on the ground that its proportions are arranged by nature. The man who cracks up the raw wheat on which he lives is not eating a natural food. Our modern grains are as artificial in structure and composition, as much as the product of the ingenuity of man, as bicycles and dynamos. Within very wide limits it has been found possible to vary at will the ratio of protein and carbohydrates in wheat and corn.

Vegetarians devote much time to depicting the disagreeable processes involved in the preparation of meat foods, even going so far as to say in print that none of us would eat meat if we had to procure it, a queer statement when you think how many of us have at one time or another killed and dressed our own meat and fish. Nor have we observed the moral degradation which,

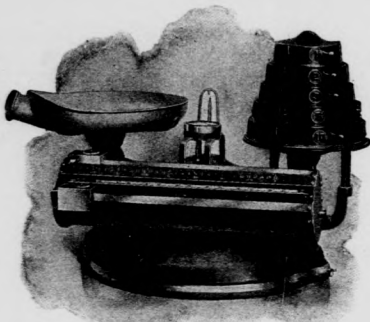
according to the vegetarians, is inevitably connected with such acts. Our friend the butcher of our village is as mild a mannered man as if he had never cut a throat, and we know some very kind-hearted and estimable ladies who wring the necks of chickens whenever we call.

The humanitarian argument is all on the side of the meat eaters. It is they who are the true friends of domestic animals, which they feed, protect and care for at great trouble and expense, satisfying their wants much more completely than in a state of pure nature and terminating their happy though abbreviated lives by an undreaded and painless death. If there were no great eaters there would be no cattle and sheep, except a few in zoological gardens. We can not contemplate without a shudder what the vegetarians propose, namely, the extinction in this country alone of over 70,000,000 cattle, about the same number of sheep and 250,000,000 chickens and all their posterity throughout the ages to come. Such destruction of actual and potential life is worse than the dying out of the buffalo. We will eat meat every day rather than by our sin of omission to become an accomplice to the extinction of the several species of domestic animals now leading peaceful and contented lives on our farms and ranges.

## Good Coke from Poor Coals.

Carbene is the name of a substance claimed to be discovered, the presence of which in coal renders the

latter a good coking coal, and which, it is thought, may open up a new field in the manufacture of high class coke from poor coals. Starting from the observation that a good coking coal will not make good coke when suddenly heated in small quantity, and inferring that something must have been present which was driven away by the sudden heating, the discoverer looked for the something in the tars produced, and ultimately found that it was not destroyed by being driven off, but remained in the tars. After investigating he succeeded in isolating the new substance in a state of purity. It looks exactly like bituminous carbon; it is black, solid, friable, and shows a tendency to crystallize. With bromine, fuming nitric acid, concentrated sulphuric acid, and similar reagents, it acts energetically, forming a series of curious additions—properties of which the nitration products seem worthy of particular attention. When a grain or so of carbene is heated in a test tube the whole interior of the tube becomes lined with a tenacious, hard, bright black varnish; and in the retort it is the varnishing that does the work of sticking the particles of coal together, always a little in advance of the travel of the higher temperatures, which effect the actual distillation. That this explanation is correct is shown by experiment, for a poor coal, with the addition of 2 per cent. carbene, makes splendid coke even in the crucible.



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

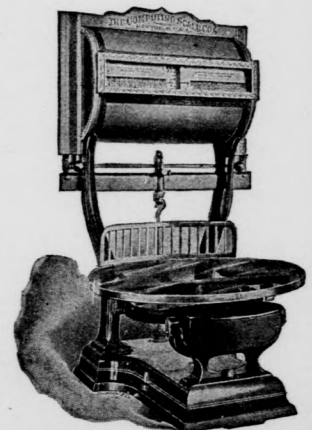
#### Save Your Legitimate Profits

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



**ART NOVELTIES.**

**New Things Which Yield the Dealer Good Profits.**

Attractive little novelties are paper cutters in the form of miniature swords. They are supposed to be exact reproductions of swords used by Sherman, Grant and other well-known generals.

Dance fans have had the largest season ever known for these goods. The fans serve also as a programme for the summer hops.

From Japan we have Mount Hermon beads made of shells carved to represent animals, and they are very quaint. These are plenty large enough to encircle the neck.

There is a remarkably fine line of Hinoko grass baskets for every conceivable use to be had at very reasonable figures. The baskets are hand painted in Oriental colors and designs. This line comes three in a set, costing at wholesale \$1.25 a set.

All kinds of fancy baskets are selling well this season. There are many pretty shapes in work baskets. Waste paper baskets are also shown in a variety of fancy shapes.

There is an increasing demand for rustic wood novelties from the Adirondack Mountains, frames and novel shaped boxes, odd calendars, sweet grass baskets and birch bark canoes. There are a number of firms that deal in these goods exclusively, and they do a very large business. Burnt wood and leather novelties, shell, horn and bead work are also to be found in this collection.

The Buster Brown collar has become quite popular this season. Like all the other articles bearing this name, its fame spreads rapidly; every girl wants one of these dainty neck pieces. Stocks of heavy linen embroidered in colored silks are also very good, while various sorts of stocks of other materials of a non-wash description are meeting with considerable success. The demand seems to be particularly for fancy forms of the Buster Brown collar. The fluted collar is well liked, while the lawn edged with Val. is another very large seller.

Many beautiful novelties in handkerchiefs for the fall and holiday trade can now be had. Exceptionally fine is the line of children's colored initials embroidered on all linen cloth of good quality. These goods are much better than the ordinary children's goods, and should prove excellent sellers. In the corner of each handkerchief is a pretty design of small size printed in two colors, and the variety of designs is very large. One design shows a girl rolling a hoop, and in the center of the hoop the initial is embroidered in a harmonizing color.

There are Foxy Grandpa, Buster Brown and the Real Children series in the newest handkerchiefs for the young folks. The latter series is probably the most artistic line of children's picture prints ever produced.

Japanese trays have always been very popular articles, especially during the holiday season. This year the demand for these goods has in-

creased greatly, and they are being sold in large quantities. They are made in any number of different shapes and sizes, and there is a large variety of new designs. Japanese novelties of every description are sought after this season. Japanese designs are appearing in burnt wood and leather novelties, jewelry and many other lines.

One of the newest things in glass paperweights is in the form of a globe mounted on a base of plaster of Paris. The globe is not open at the top, but is filled with water and contains several small fish, which appear to be swimming in and out among branches of sea weed of some sort. The idea is very clever, and one should see the article to appreciate its real beauty.

Very large is the assortment of pocket match boxes. They come in leather, silver and metals. Those of metal with a Japanese design are particularly attractive. The burnt leather boxes with silver top and silver cigar cutter are also good sellers. These match boxes make excellent advertising novelties, and large numbers of them are used in this way.

Not content with dyeing leather to every imaginable shade and color for belts, there seems to be no end of devising further novelties. One progressive individual has instituted painting the leather in delicate designs, while another has introduced some beautiful effects in polka work. Everywhere are the painted belts accounted the highest novelty.

Lace collars were so popular this spring that the wholesalers did not have enough to supply the demand. They had been good the previous spring and consequently it was not expected that the call would be so large. It is predicted that net top laces will be very good in the fall, to trim the evening gowns. There seems to be no definite idea as to what will be used for trimming such garments as opera coats.

**Why Some Folks Are Poor.**

Their ideas are larger than their purses.

They do not keep account of their expenditures.

They reverse the maxim, "Duty before pleasure."

They have too many and too expensive amusements.

They try to do what others expect of them, not what they can afford.

They do not think it worth while to put contracts or agreements in writing.

They have not been able to make much in the business they understand best, but have thought that they could make a fortune by investing in something they know nothing about.

A man knocks around and does the best he can until he gets married. After that his soul is in his wife's hands, and it's up to her to get him to heaven if she can.

It is better to be an old maid and your own darling than to pour your love at the feet of a man who adores himself.

**Bill the Brakeman**



Bill the brakeman, who twists up the brakes

Whenever his train gets wabby and shakes,

Gladly he trumps himself from car to car

With no thoughts of danger his pleasure to mar.

Safe and sure-footed in new HARD-PAN shoes

His accident policy is no earthly use.

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.

**RUGS FROM OLD CARPETS THE SANITARY KIND**

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

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

We Are Distributing Agents for Northwestern Michigan for

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

Paints, Varnishes and Colors

and Jobbers of Painters' Supplies

We solicit your orders. Prompt shipments

**Harvey & Seymour Co.**

GRAND RAPIDS, MICHIGAN

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

**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 5 1/2 at.....\$1 50

No. 6412 Youths' 12 1/2 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.

**Four Kinds of Coupon Books**

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

**TRADESMAN COMPANY, Grand Rapids, Mich.**



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

Special Correspondence.

New York, Oct. 1—The spot coffee market has ruled quiet all the week and buyers seem to be quite indifferent. They take small lots and regard present quotations as higher than the situation warrants. Sellers, however, are firm in their views and make no concessions. As stocks seem ample there is not likely to be any particular change in the near future. In store and afloat there are 3,668,556 bags, against 2,654,686 bags at the same time last year—an excess of over a million. It is costing a pile of money to carry this big stock and holders must have a good deal of confidence in the future. The receipts at Rio and Santos from July 1 to Sept. 28 aggregate 4,402,000 bags, against 4,069,000 bags last year. At the close Rio No. 7 is worth 8½¢@8½¢. Mild grades are firm and show some improvement. Good Cucuta, 9½¢@9¼¢, and good average Bogotas, 11½¢. East Indias are firm.

The better grades of tea are in moderate supply and the situation rather favors the seller. Demand is fairly active, and with strong advices from abroad a higher range of values may be quite confidently looked for before the end of the year.

We have had a satisfactory trade in sugar all the week, and each day has shown improvement. A slight advance has taken place in granulated and a fair volume of new business has been transacted.

Little of interest has developed in the market for rice. The supply seems ample, demand moderate and the general situation practically unchanged.

All spices are strong in tone, and it is probably as good a time to buy as we shall have, as foreign advices are all favorable to a higher basis. Singapore pepper, 12½¢@13¢.

There is a steady and improving call for molasses and quotations are firmly maintained. New stock will be rather late, and is not looked for much before Nov. 1. Prices are firmly maintained. Syrups are steady. Prices are unchanged and firm.

There is a more active market for some canned goods, and this is especially true of corn. Tomatoes show rather more strength, too. The frosts of a week ago have checked but not stopped canning operations and the output will probably be satisfactory.

There is a better demand for dried fruits, but orders are mostly for small lots. Prices are practically unchanged.

There is a good demand for top grades of butter and prices are well held at 20½¢@21¢, and possibly more for very choice stock. Other grades are quiet. Western imitation creamery, 14¢@17¢; factory, steady and firm at 13½¢@14¢; renovated, firm at 13½¢@16¢.

The market for cheese maintains its strength and primary markets are above those here as 10¼¢ is named at Cuba, N. Y., for full cream, and 10¢ here. The situation generally favors the seller.

Eggs are moving in a satisfactory manner. There is a big supply of almost every sort, save fancy nearby stock, and the market has sagged. Extra Western, 22½¢@23¢; average best, 20½¢@21¢, and from this down to 14¢@15¢ for dirty stock.

#### Fattening Chickens for Market.

Chickens can be fattened most profitably in fattening crates. They should be placed in these crates when three months old. Older birds can be profitably fattened also. Chickens with a good constitution, which is shown by a short, strong beak, head wide between the eyes, lively appearance, medium size, broad, square shape, with short, straight legs set well apart, will fatten best in crates. The fattening ration should be palatable and should produce white colored flesh, especially if the English market is catered to. Finely ground oats with the coarser hulls sifted out should form the basis of all grain mixtures. Ground corn fed in excess will result in yellow flesh of inferior quality; ground peas impart a hardness to the flesh that is not desirable. In addition to ground oats, ground buckwheat, ground barley, and low grade flour are suitable meals for fattening. Some good rations are: (1) Two parts ground oats, two parts ground buckwheat and one part ground corn. (2) Equal parts ground oats, ground barley, and ground buckwheat. (3) Two parts ground barley, two parts low grade flour, one part wheat bran. The ground meal should be mixed to a thin porridge with thick sour skimmilk or buttermilk. On the average 10 pounds of meal will require from 15 to 17 pounds of sour skimmilk. A small quantity of salt should be added. If buttermilk or skimmilk is not available some animal or raw vegetable food should be added to the fattening ration.

The chickens should remain in the fattening crates for twenty-four days, more or less, depending upon the condition of the birds. Dust well with sulphur before putting in the crates, and also three days before they are killed.

Feed the chickens lightly the first week they are in the crates. Feed three times a day, and after feeding the troughs should be cleaned and turned over. Give fresh water twice a day and grit two or three times a week while in the crates. During the second week give twice a day as much food as they will eat. At the commencement of the last period of ten days one pound of tallow a day should be added to the mash for every seventy chickens. The quantity of tallow should be gradually increased so that at the latter part of the period one pound of tallow is fed to fifty chickens. The chickens should receive the fattening food twice a day.

To-day is your day and mine, the

only day we have, the day in which we play our part; what our part may signify in the great whole we may not understand, but we are here to play it, and now is the time. This we know: it is a part of action, not of whining. It is a part of love, not of cynicism. It is for us to express love in terms of human helpfulness.—David Starr Jordan.

### CLEVELAND SELLS



#### Your Real Estate or Business for Cash

No matter where located I can find a ready cash buyer for your property or business. My methods promptly bring good offers. My offices are headquarters for cash buyers. Send me full description of what you offer and lowest cash price. Write now. Established 1881. Bank references.  
Frank P. Cleveland, Real Estate Expert,  
1261 Adams Express Building, Chicago, Ill.

WHOLESALE

# OYSTERS

CAN OR BULK

DETTENTHALER MARKET, 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.

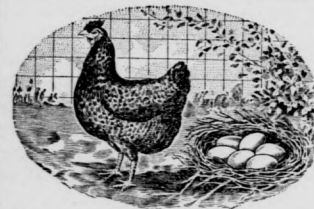
We are distributors for all kinds of FRUIT PACKAGES in large or small quantities.

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.

**The Egg as an Important Food.**

As an article of food the egg is to the housewife what verbs are to speech. It is a nutritious food that passes through the digestive tracts without fatiguing them, and that becomes assimilated in an organism without leaving any residue therein. The egg is a necessary adjunct of the majority of sauces, of all the stews, and of a large number of side dishes.

It contains, within itself, all the elements of our meals and constitutes a true bill of fare in miniature, in which bread and cakes are represented by the glucose and extractive matters, in which the albumen takes the place of a roast, in which butter abounds in the form of fatty matter, in which chlorides of lime, magnesia and iron are not wanting, and in which occur in small quantities the phosphates that concur in the development of the bones.

It is, like milk, the material that enters into the composition of the blood.

The newly-laid egg is entirely filled with yolk and white enveloped by a fragile shell. It is at this moment that it possesses its highest alimentary qualities.

These it would be capable of preserving indefinitely if the tightness of the shell equaled that of a metallic box. But, unfortunately, such is not the case. The calcareous shell is provided with pores, through which is soon established a cross circulation of water and microbes. The water leaves the albumen and passes to the exterior in the form of vapor, while legions of bacteria enter and fill the air chamber formed by evaporation. This latter causes the egg daily to lose, on an average, half a grain of its weight.

We can assure ourselves of this by immersing it in a quart of water containing four ounces of salt. On the first day it will descend to the bottom, on the second it will not sink to so great a depth, on the third it will remain near the surface; it will finally project above the surface so much the more in proportion as it is older.

Such a behavior of the egg in salt water may, up to a certain point, be used as a means of control. The loss of weight would not be of so much importance if it did not keep pace with the entrance of microbes.

We all know that the egg consists, first, of an exterior covering called the shell; second, a white, semi-opaque membrane; third, the white, and fourth, the yolk.

The shell consists of carbonate of lime, animal matter, phosphate of lime, carbonate of magnesia, iron and sulphur.

The semi-opaque membrane consists of albuminous matter.

The white—albumen—contains eighty-five parts of water, twelve of pure albumen, two of mucus, three-tenths of saline matter, including soda, potassa, sulphur, etc. The yolk contains about fifty-two parts of water, fifteen parts of an albuminoid principle denominated vitellin, twenty-one parts margerin and olein,

eleven parts of cholesterine, chloride of ammonia, soda, potassa, phosphate of lime and magnesia.

The white, or albumen, exists as a liquid in the lymph, chyle, milk, in the blood, in the humours of the eye and brain.

As a solid it is a constituent of the skin, brain, nerves, glands, hair, nails, feathers, wool and silk. It is found in a soluble form in the sap, or juice of most vegetables, as of the potato, carrot, turnip, cabbage, asparagus, etc.

It is a constituent of the seeds, of the cereal grasses, and of the almonds, filberts and most of the oily nuts, etc.

It is not generally known that all parts of the egg contain a certain quantity of arsenic, the yolk containing the greater part.

H. Schafer, M. D.

**Less Demand for Ale.**

One of the oldest ale breweries in New York, after having been established more than half a century, has gone out of business, owing to the competition of the lager beer breweries. This is in line with a general diminution in the sale of ale throughout the country.

American lager beer brewers have adapted their manufacture of beer to comply with the demand of the popular taste that was formerly met by ale, and there are many thousands of gallons of strong beer or winter beer brewed each year as a substitute for ale.

So long as the immigration from England, Ireland and Scotland continued to be large the newcomers insisted on ale and would not accept beer as a substitute. But with time and following the decline of such immigration, lager beer, in some of its new forms, has been accepted, and the demand for ale has been steadily declining, except among the old-fashioned persons who still frequent New York saloons, but whose patronage gets less important and less profitable each year.

Ale is essentially a drink for those in moist and humid localities. The proportion of alcohol is great and the heating qualities of ale are undoubted. The countries from which, for the most part, ale drinkers come are damp, a condition which is not duplicated in New York.

Ale is, moreover, a winter drink, and recent winters have by their rigor made a greater demand on the supplies of whisky in saloons than on those of ale. The larger expenses of saloonkeepers, incident to the increase of their liquor tax expenses, incline them to push the sale of beverages for which there is an all-the-year-round demand—beer and whisky are two of these—rather than a drink for which there is call only during some months in the year, as is the case with ale.

Buyers and Shippers of

**POTATOES**

in carlots. Write or telephone us.

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

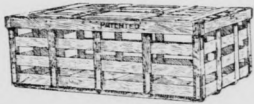
**FOOTE & JENKS**  
MAKERS OF PURE VANILLA EXTRACTS  
AND OF THE GENUINE, ORIGINAL, SOLUBLE,  
TERPENELESS EXTRACT OF LEMON  
Sold only in bottles bearing our address

**FOOTE & JENKS' JAXON** Foote & Jenks  
Highest Grade Extracts. JACKSON, MICH.

**COLEMAN'S**  
HIGH CLASS  
FOOTE & JENKS  
EXTRACTS

**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.**

**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.

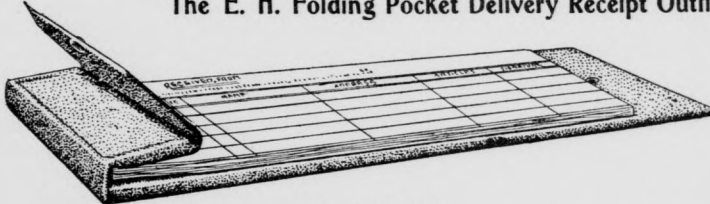
**Wilcox Brothers, Cadillac, Mich.**

**There is no Hereafter**  
To be dreaded by the merchant who sells  
**New Silver Leaf Flour**

You need never be afraid of not being able to get rid of your stock of this flour, no matter how large it is. We have been manufacturing it for a great many years and have had to increase our facilities gradually until we are now turning out five hundred barrels daily and are still making arrangements to manufacture more, on account of the ever increasing demand.

**MUSKEGON MILLING CO.**  
MUSKEGON, MICH.

**The E. H. Folding Pocket Delivery Receipt Outfit**



Showing Binder Open

Sheets can be removed or inserted instantly. As fast as sheets are filled with signed deliveries they are removed and placed in a post binder, which is kept in the office where it can be referred to at any time, thereby keeping the office in touch with deliveries.  
Let us send you full descriptive circular and price list.

**THE Edward-Hine Co.**  
Loose Leaf Devices, Printing and Binding.  
8-16 Lyon Street, Grand Rapids, Michigan

### THE MOUNTAIN PINK.

#### Her Prowess in Rescuing Potatoes from a Soldier.

When a couple of old soldiers get together these wet fall evenings they like to tell stories of their army life, and while watching the fire in the grate, the Lieutenant told this one of John, a Holland youth, who was not a success as a forager.

The Lieutenant said: I met John away back in 1861, when I was a cabin boy on a lumber raft on Grand river. There were a few hours' time between the "snubbing" of the raft at the mouth of the river and the departure of the train that would take us back to the "Rapids" for the next flet, and in a ramble down the shore, to pass away the time, I met John, who was then the captain's mate on a fishing boat, and had just come into port with a big catch of whitefish. Captain's mate was a very responsible position in those days, as nearly all crews were made up of the captain and the mate. But it was not his official position that attracted my attention and made a lasting impression upon my mind. John had been over but a few months from Amsterdam or Rotterdam, and he was Zuidam good sailor, having been brought up on the sea, where most of the active work of the sailor consists in sitting around waiting for something to happen. It might have been this sitting around that caused John to grow up in greater circumference than in height. A chalk line around John's waist would develop more length than it would strung up and down from head to foot. In fact, I was at first sight convinced that John was built more on the sitting down than on the running plan.

John was about 20 years of age, and about 45 in actions, and it is doubtful if any man in the country was built upon a more stocky pattern than he. He had handsome, rosy cheeks, a pug of a nose, and a fringe of hempen, flaxen hair cut on the bang style, straight around his head, which was protected from the sandflies by a flat Dutch cap. What attracted my attention, after his bodily make-up, was his trousers. They were from the "land of dykes"—good strong corduroy planned expressly for John's form. The tailor (?) who planned those trousers, having this in view, made them alike both front and back, upon the old cellar door style, to open down in flaps, and as they were worn both ways—that is, the front door was often on the back side—they never got a chance to bag in the knees.

I don't know what I said to John about his form and his clothes, but he hit me on the side of the head with a four-pound white-fish, and war was declared at once, and without consulting the State Department. The war was carried into Holland. I would have licked him in good style if he had not fallen down on me; but that mishap caused a drawn battle—that is, the captain of the fishing schooner drew me out from under John, and threw me in the river.

The next time I met John he was in a suit of Uncle Sam's blue, in the

summer of 1862. A year had given him some American manners and looks, but had not changed his form, which could not be disguised by the ill-fitting clothing dealt out to the boys whose blood boiled hot for war. A pair of blue trousers, with a gore spliced in both front and back, from the pieces cut off the legs to shorten them up, had taken the place of the corduroys.

A thousand men, brought together from a hundred localities, contained many strange characters, and John got along with the best of them. He soon became a jolly good soldier and a favorite in the company. He went through three great battles the first year, never shirked a duty, and never got a scratch. But the boys did say that when we lay down in front of a battery in a cotton field at Stone River, he flattened out as thin as a board; and now, when I look back upon my old army comrades, I can think of none who did more faithful service for three long years than did John.

Chickamauga had been fought, and the army was penned up in Chattanooga, with very few rations. All had to be drawn over the mountains, a hundred miles or more, and starvation was staring us in the face. In fact, there was but one thing to do to keep the mules and men alive, and that was to get the corn that had grown that year in Sequatchie Valley sixty miles away to the north and west, over a great range of mountains, and forage trains must go out for it. It was in the enemy's country, but when a man is hungry he laughs at danger.

Sequatchie Valley—would that I could portray its beauties, its homes, its people, hidden away in the heart of the Cumberlands! Proud I am that I tramped its winding roads, that I waded its sparkling streams, and climbed its mountain sides. While 'tis true that I went out of it twice on the run, it was but to return. Nature made it a veritable Garden of Eden. War made it a slaughter-pen. Twelve hundred mules and horses were killed in one day, by Joe Wheeler's men, upon one short piece of its roads.

The valley was rich in corn and cattle that must be secured to feed the starving army in Chattanooga, and it was with thanks that I received an order to take fifty of the best men in the regiment and all the wagons of the brigade and go for this corn. The order read that none but good, strong men, of tried service, should be detailed for the duty; that the people were nearly all good, loyal Union people, and that the men must not pilage homes or destroy property. Everything taken must be paid for, and the commanding officer would be held strictly responsible for the acts of all his men. So it came about that four men from each company were detailed for the guard, and the want of food in camp made many applicants for positions that seemed to afford a chance for a square meal.

In the detail from one of the companies was our John. John said he had never been out on a foraging

squad, and he ought to have a chance to go; so he went for his first (and his last) foraging expedition. This one time seemed to convince him, as it did me, that a man might be a good soldier in battle and on the march, and still be an utter failure as a forager.

We were out on the road before daylight, and out of sight of the "Johnnies" on Lookout Mountain before the fog lifted from its top. For two days and nearly two nights we pulled ourselves through the mud in the valleys and over the rocks of the mountain, where we found ourselves in a region of corn and plenty. The wagons were drawn up alongside of the great cribs of corn, and willing hands were soon loading up, spurred on by thoughts of the hungry boys who were facing the "Rebs" on Mission Ridge, and the positive knowledge that old Joe Wheeler was in the valley only a few miles away—and we had no desire to risk a fight with him.

While the corn was being loaded into the wagons, the quartermaster and I made arrangements to pay for what we were taking; that is, the quartermaster did most of this, while I was, with my other duties, arranging with the young lady, the heiress apparent of all the wealth in sight, for a dinner of some kind. I had not seen a minute during the last thirty days that I was not hungry.

The place was that of a prosperous farmer, a Union man, serving in the ranks of the first Tennessee cavalry—Col. Jim Brownlow's "Hoss-critter backs"—and no one but the wife and only daughter was at home. Being an only daughter, the girl was somewhat spoiled in the bringing up. She would have her own way. They were willing to accept our vouchers for their corn, if we would leave enough to supply their own wants.

I can see that mother now, as she walked about the house, clad in a homespun dress, with home-made cloth shoes on her feet, and sucking solid comfort and clouds of smoke out of a corncob pipe filled with home-grown tobacco. It was real fun to let the quartermaster settle for the corn, while I urged the speedy preparation of our meal with the daughter.

And the daughter was a "Mountain Pink." She might have been 20, but who could tell—who cared to know? Grown up in such a heaven-blessed spot, how could she be otherwise than beautiful—the very prime extract of good health, with its accompanying rosy face and brilliant eyes? I will not try to describe her beauty, lest you will think that I was "gone" on her; but I did think she was fine, and I could not help but notice her dress as well as her face and form. Now this was away back a long time ago—long before Jenness Miller attempted to abolish those beautiful undergarments that some men see only as they flap and swing in the wind pinned to a clothes line on washing day. My eyes are witnesses that this "Mountain Pink" was away ahead of Jenness in dress reform. Her dress was of the same piece as her moth-

er's; was cut short at the bottom—and not any cloth wasted. She had home-made shoes and home-knit stockings, and that's about all she did wear.

Hungry as wolves, we were in a hurry for dinner, and we were to have potatoes and bacon and corn and "hard tack" and "sow-belly," and the prospect of a meal of potatoes was almost too much to believe.

The girl got a bucket full out of the log smoke-house, and sat herself down, with the pail between her knees, to clean them for the pot that I hung in the great open fireplace, when some other duty called me away for a few moments. When I came back and rode round the corner of the house on my old sorrel horse "Dandy," I was just in time to see that man John engaged with my "Pink" in a fierce fight for the possession of my potatoes, and John got them. Then the fellow who had never disgraced himself or his company by running tried to make up for time lost. He ran out of the yard, through the gate, and down the road, clutching that bucket of potatoes. As he ran, his feet pounding the mud and giving out a thumping sound like that produced by the blows of a pile driver, he uttered not a word; but the good Lord only knows what was passing in his mind. He was carrying, not only my potatoes, but a guilty conscience as well, and those legs suddenly developed unsuspected speed, as my "Mountain Pink" uttered threats and curses behind him. Surely, he had missed his calling, and he never could find it on foot.

The "Pink" did not see me, and she felt herself equal to the occasion. As she ran down the path to the road she gave vent to her feelings in language only fit to be used when you are fishing among the logs and brush, alone, in the wilds of Michigan. I remember, once, while whipping a cold, icy stream for trout, I attempted to cross it on a pole, about eight feet above the water. Well, the first step I made that pole rolled over, and that part of a man's anatomy which an enemy should never be permitted to see was the first to reach the icy water. That mishap produced just such expressions of regret as did my "Pink," as she sailed along after John, who seemed to have the advantage of dress; for, built as he was, he could outrun the girl, whose only garment was too narrow to give full swing to her legs, and that home-spun home-made dress tangled up about the running machinery in such a manner that it was impossible to make any speed.

I was anxious to see fair play, as there had been no pools sold on the race, and I followed at a respectable distance in the rear, as John was running straight toward the train. Well, that dress began to crawl up out of the way of the feet, and higher and higher it went, until tightly clasped about the waist with one hand, and the "Pink" was transformed into a "Greek Slave," a la Powers, on a tear. My horse, "Dandy," then slackened his pace and wanted to go back; the trees by the roadside sighed that

they were not supplied with fig leaves; and the golden-rod in the fence corners nodded to the ox-eyed daisies, and they all blushed crimson.

And John—he was losing ground and wind.

Forgetting all about Lot's wife, he turned to look back, and, like me, he was paralyzed. Talk about a pillar of salt—why, he was two pillars of salt—and even saltpetre wouldn't have saved him.

That was a fatal moment to him for with a jump that would have done credit to a mountain lion, she was on him, with both hands in his golden curls; and amid a series of howls, cats and yells, they all went down together—the "Pink," John, and my potatoes. I don't know how many bills of fare flashed before my eyes in the next few moments. John forgot his English, and could only respond to her hot blasts in broken Dutch. Legs and arms were flying in the air, as if stirred into life by a whirlwind, and soon the "Pink" in all her glory completed the tragedy by sitting down on John's head.

At last, after two years, I had gotten even with John for the way he had sat down on me at "The Haven," and I yelled with delight that my wrongs were avenged.

But soon my hunger got the better of my revenge and modesty, and I joined with the victorious heroine, in picking the potatoes out of the dirt, while John, with some of his comrades, sought the river to wash the mud and blood off his face.

As I made the rounds of our little camp that night, I found John trying to patch up his shirt and blouse and he said: "Lieutenant, you get me back to the regiment at Chattanooga once more and I will never go foraging again." Chas. E. Belknap.

Plan To Dam the Thames.

A royal commission is considering the damming of the River Thames at London. As there is a difference between high and low tide of eighteen or twenty feet, all larger vessels must be handled in docks which can be closed by tidal gates. The object of this commission is to devise means for doing away with this inconvenience, and thus increasing the shipping facilities of the port. Among the plans presented is one of constructing a great dam across the Thames from Gravesend to Tilbury. This would convert the river into a great inland lake extending from Gravesend to Richmond. At the point selected for the dam the river bed is of fine chalk, and the structure would give a navigable depth of thirty-five feet at Gravesend and thirty-two feet at London bridge, without any dredging. The proposed dam would be of concrete, granite faced, and the four locks 300, 500, 700 and 1,000 feet, and from 80 to 100 feet wide. The estimated cost is \$18,290,000. As all the locks could be left open there would be an annual saving of \$250,000 in the cost of operating the gates.

After a man has been married about so long he begins to understand why love is blind.

Hardware Price Current

Table listing hardware prices under categories: AMMUNITION (Caps, Cartridges, Primers, Gun Wads, Loaded Shells, Gunpowder, Shot, Axes, Barrows, Bolts, Buckets, Butts, Cast, Chain, Crowbars, Chisels, Elbows, Expansive Bits, Files, Galvanized Iron, Gauges, Glass, Hammers, Hinges, Hollow Ware, Horse Nails, House Furnishing Goods, Japanned Tinware), Iron (Bar Iron, Light Band, Nobs, Levels, Metals, Miscellaneous, Molasses Gates, Pans, Patent Planished Iron, Planes, Nails, Rivets, Roofing Plates, Sash Weights, Sheet Iron, Squares, Tin, Wire), and Crockery and Glassware (Stoneware, Butters, Milkpans, Stewpans, Jugs, Lamp Burners, Mason Fruit Jars, Lamp Chimneys, Electric, Oil Cans, Lanterns, Cotton Wicks, Coupon Books).

Table listing hardware prices under categories: Iron (Bar Iron, Light Band, Nobs, Levels, Metals, Miscellaneous, Molasses Gates, Pans, Patent Planished Iron, Planes, Nails, Rivets, Roofing Plates, Sash Weights, Sheet Iron, Squares, Tin, Wire), Crockery and Glassware (Stoneware, Butters, Milkpans, Stewpans, Jugs, Lamp Burners, Mason Fruit Jars, Lamp Chimneys, Electric, Oil Cans, Lanterns, Cotton Wicks, Coupon Books).

Crockery and Glassware

Table listing crockery and glassware prices under categories: STONEWARE (Butters, Milkpans, Stewpans, Jugs, Lamp Burners, Mason Fruit Jars, Lamp Chimneys, Electric, Oil Cans, Lanterns, Cotton Wicks, Coupon Books).

## DRY GOODS

### Weekly Market Review of the Principal Staples.

Silks—From all reports a notable revival in the silk business is taking place. In some of the large retail centers sale prices have not failed to attract, and quantities of goods have been unloaded. The most encouraging feature at this juncture is the widespread optimistic feeling concerning the season. Large retail buyers who, three weeks ago, could not be induced to consider additional supplies of fall silks are now placing supplementary orders. Some prominent manufacturers who have come out with spring lines also report an improved feeling. Contrary to expectations, the market is now overcrowded with goods seeking an immediate outlet, and the fall buying season is still active with the first hand market remarkably clean of surplus goods. The black taffeta market is a barometer of the silk trade, and is in remarkably good shape. During the past month the demand for this class of goods at retail counters in all sections of the country has undergone an encouraging revival. Pessimists can no longer point to the supposed over-supply of black taffetas, and state with long faces that the surplus is a fair indication of what the rest of the season will bring forth. At the present time even the medium grades of 30-inch black taffetas are reasonably scarce. Prices of these goods are well maintained. Plain pongee silks and rough novelties made too favorable an impression upon best-dressed women to be laid aside, even in the fall season. Domestic manufacturers brought out these rather heavy silk novelties and the present demand is one of the principal features of the first half of the season. This class of goods is variously designated by different manufacturers, but the salient features are contained in each. These novelties are dyed in all of the tints and street shades, and promise to be one of the important retail articles during the entire course of the season. Rigi failletine, peau de soie weave, stockinette weave, fine cords glace ombre, with cordonnet edges, in crayon shades shot with blue, pink, yellow and faille glace are the principal new weaves. Warp prints on quadrille grounds with satin border and satin stripe in center; printed warp designs on gray grounds with border in colors; dark gray shades, marbled, with satin stripes in colors and jacquard dots; quadrille or checked ribbons in all colors, dark and light; glace taffetas with Roman warp-print jacquard Marguerite ball in granite weave with shadow background; warp prints over which is a large broche design in vari-colored effect; these are the most conspicuous numbers in fancies.

Sweaters—Interest in this class of knit goods is growing constantly.

People have found in these garments qualities that make them valuable additions to the wardrobe at any season of the year, and that they are adapted to innumerable uses. Every season finds a need for these popular wrappings, and the individual must be impossible to please who can not make a satisfactory selection from the endless variety of up-to-date styles offered. In the high-grade stocks examined one marvels at the perfection of shape and finish that has been attained. Not only in the higher priced goods, but in medium grades it is difficult in some of the numbers to distinguish in appearance between the machine and the hand-knit goods. In the highest grade goods a new basket pattern with considerable silk mixture is the acme of elegance, particularly in the all-white sweater for women and the silk-sleeved golf vest for men, carried by high-grade haberdashers. Norfolks are more popular this season than last, and there are many new weaves and combinations that are very smart in these longer garments. There is a decided demand for a sweater extending below the wrist, and one of the newest types is the Standard blouse model with a tight-fitting basque. This is very smart on trim figures, but a style to be avoided where there is any tendency to embon point. A plain Shaker-knit heavy ribbed sweater with contrasting colored cuffs and collar and belt, with buttons and buttonholes has become decidedly popular with the athletic young woman. It is smart, sportsmanlike, and with all its elasticity very trim in appearance. Another style, known as the Lawn Tennis Jersey, is lighter in weight and particularly adapted to basket ball and similar sports; a third garment of this type is an exact reproduction of a man's sweater, only the collar is so elastic that the garment can be adjusted without disturbing the coiffure in the least. Some of the lighter weight sweaters come in very ornate styles. White ones have touches of the pompadour colors, pink and pale blue, in line effects and in fancy stitches, and there are many fetching styles in white with black; Lincoln green with embroideries of red and of brown; lace effects in one tone, etc.

Brocades—A few foreign manufacturers have made a strenuous effort to introduce black brocades for the coming season, but, so far, American buyers have not given such materials a favorable reception. It is stated by the best fashion authorities that a few very elegant black brocades will be worn in Paris this fall; this is not at all surprising, as the moderate revival of black crepon weaves and jacquard figured wool goods indicates that a substantial revival of figured blacks is only a question of time. A few manufacturers and retail buyers who have recently returned from the other side predict a renewed demand for black brocades for spring, 1905. The drift of fashion during the next two months, however, is likely to disclose some interesting developments.

Hosiery—This is the time of year when attention is directed by many

buyers to fancy hosiery for holidays. A fair business has been done by wholesalers and the market is in excellent condition. There is no over-production. In some lines of staples difficulty in duplicating is said to be experienced. This is attributed to the uncertain cotton market. Prices are hardening in hosiery as well as in other lines of knit goods, and orders for future needs may be at an advance over present prices. Some lines are already quoted higher; others are withdrawn until the cotton situation clears. The demand in novelties seems to be running to neat effects in embroidery goods, and a large sale of these is reported. The sale of tans has particularly interested the hosiery trade. For a while the supply was short and caused con-

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Covert Coats, Reversible Duck and Mackinaw Coats,  
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Our line can't be beat as to quality and price. See it before placing your order. Our agents will be pleased to show you their line.

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Wholesale Dry Goods

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



## After All

We must concede that the rubber lined duck coat is the only work coat that is really waterproof. We have good values in blacks or tans at \$18.00 and \$24.00 per dozen.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

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

siderable annoyance. It is believed this line will continue popular; they will be good next spring. The demand for tans is not expected to interfere with the sale of blacks. The tans for spring will probably be a little darker than they have been this season.

Ribbons—Browns that shade from dark to champagne, and from dark to the coq de roche colors; blues of the indigo, navy and ciel shades; greens that border on the myrtle, also emerald and Nile; strawberry, vieux rose, and rose des Alpes are the principal shades, and there is a fair sprinkling of mauves and violines. Blue and green combinations in both light and dark are present in every color range and weave of ribbon lines.

**Laces and Embroideries Used More Than Usual.**

Embroideries are going to be used a great deal this season as a trimming for ladies' undergarments. The demand for embroideries for this purpose is much larger than that of last season, and manufacturers are turning out the goods in large quantities. When embroideries can be obtained cheaper than lace, they are given the preference, as they wear much better.

The lighter makes of embroideries are the most popular ones to-day, and among these are included those that possess novelty in their construction. Dealers who have taken great care in selecting their goods, and who have not failed to accept novelty lines as striking features, have done an excellent business so far, and the outlook is very bright.

For the past few seasons embroideries have played an important part as trimmings on washable gowns and waists, and from the fact that novelty effects have taken well and are closing this season in a stronger condition than they have ever done before, it is reasonable to expect that success is assured for them next spring.

Considering how late in the season it is getting to be the immediate demand for embroideries is quite good. All classes of embroideries have sold well, and dealers are pretty well satisfied with the business they have done.

There has been some falling off in the popularity of Tenerife designs, but the same thing is not true of button effects, which sell in all the new designs that are shown.

Not a little interest is being shown in lace veils. Some of the large retailers have taken a good stock of these goods in the latest models, and are showing them for immediate use. These veils are being used by women who can afford to pay a good price to drape on their hats. Women who can afford to pay a good price for a veil are draping these on their hats in place of the chiffon. This style has already become quite popular, but there is little danger of it affecting the call for chiffon, because the lace veils are sold at such high prices. The demand will be confined almost exclusively to the high class trade.

Many novelties in automobile veils

are being shown and they are meeting with considerable success. This veil should be worn only by people who run automobiles, as they look very much out of place if worn otherwise.

The veiling business is only fair at present. There is a falling off of the demand for chiffon veils as the season advances. Of course, there is some business being done, but it could not expect to be as heavy as in the early summer months. Retailers are not buying in anything but small quantities, and only in those goods absolutely necessary to keep in stock. The demand is almost entirely for staples, including black, white, brown, blue and myrtle in the plain hemstitched veils.

With the importers fall business amounts to very little up to the present time. The showing of Tuxedos is unusually large and comprehensive this season, and although there is little real novelty to be noted in the offerings, many of the patterns are very beautiful.

A good many of the prominent lace importers have now returned from the foreign markets, and they all agree that the coming season will be an exceptionally good one for all classes of laces. There are, of course, certain lines that will sell better than others, but anyone who has brought out a general line will undoubtedly do a very good business.

If there is to be any one particular favorite it will be net tops, in both the old and the new patterns. For the past few seasons net tops have been used almost exclusively as a summer lace or for indoor wear, but they will be used next season as a trimming on nearly everything, except millinery, where heavier laces are necessary.

It is important to note in connection with nets that the repousse style has gone out. None of the representative lines will contain more than three sets of these, and very few importers have gone beyond this figure.

Buyers are unusually late this season, and business is not very lively at present, but the importers do not worry at all, for they well know that the coming lace season will be excellent. Buyers are holding off somewhat, but when they do come they will operate with great liberality, and dealers have therefore made very elaborate preparations.

The blind embroideries are still fashionable, but for dress and fine underwear trimmings the newest examples show a delicacy of design that suggests the art of the Japanese. They are far removed from the stereotyped machine product of the times.

**The New Japanese Colored Leather.**

Coq-de-Roc is going to be the ultra fashionable color in leather next year—in honor of the Japanese pheasant—a bird with dull brown plumage, breaking out into the most vivid orange. Coq-de-Roc, then, is really a burnt orange shade that promises great things in the way of popular favor, and the gamut of it will run from hats to footwear in women's dress.

**Percival B. Palmer & Company**  
Manufacturers of  
**Cloaks, Suits and Skirts**  
For Women, Misses and Children  
197-199 Adams Street, Chicago

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W. FRED McBAIN, President  
Grand Rapids, Mich. The Leading Agency

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

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

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Inventions perfected. Miniature and Full-Sized Working Models.

Designers and Constructors of Special Labor-Saving Machinery. CONSULT US FREE. Estimates Submitted.

**Michigan Novelty Works**  
209-213 N. Rose St.  
Kalamazoo, Michigan

**Frightened at a Goose**



A HOME RUN

Occasionally we find a merchant who has a bad case of "buck fever," he is always looking for trouble, and usually finds it. If we have an extra shower or two, or if the ground gets a little dry, there isn't going to be any business and the entire country is "going to the dogs." Marshall Field never studied the almanac in order to become posted on stormy days.

**Puritan Corsets**

Will drive the blues out of a merchant's system quicker than any other line he can place in stock. Send for sample line.

**Puritan Corset Co. Kalamazoo, Mich.**

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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.

## COMMERCIAL TRAVELERS

Michigan Knights of the Grip  
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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.

### Advancing Salesmanship To One of the Fine Arts.

This is the day of advanced salesmanship. The old ways of selling goods are being discarded. A man no longer goes to the place of business of another and simply makes the statement that he has a new style clothespin to sell at a new price. The day of the direct statement in salesmanship is gone or going. The lightning rod man to-day goes out after the shekels of the rural cousin under the guise of a benevolent man of science; the soap salesman is only interested in the sanitary conditions of the town he visits.

But it remains for certain men in different lines of metropolitan business to introduce methods, or rather a method, for selling goods that makes the efforts of the lightning rod man and the dispenser of soap seem akin to the rough, coarse bungling of the amateur compared with the bright, glistening product of the finished artist. This method is known in the few circles wherein it is known at all as the "human nature system." It is called thus because its first and last principles of operation are based upon a thorough knowledge of human nature. It might be called anything else, but the fact remains that it is called effective by the men who use it.

So far the originator of the idea is unknown. It is unlikely that he will ever step into the breach to claim the fame that his conception would bring him. Also it is positively certain that no firm or business house using the "human nature system" in making sales will own to the fact. The reasons for this are many and obvious.

The system is fairly bewildering in its simplicity. It calls for two principals, one of them at least possessing the qualities of a good amateur actor or actress. It is beautiful to watch in its operation for the one who is initiated, and there are no doubts as to its results. And the crowning beauty of it is that it sends the person who has been sold anything on his or her way rejoicing in heart and thoroughly satisfied.

This is the modus operandi in a high class jewelry store, for instance: A woman, for it is averred that women in particular are susceptible to the system, comes and asks to look at a valuable pearl necklace. The obliging salesman shows her the finest in stock. She looks and admires or condemns, as the case may be, and asks the price. As pearl necklaces run high when it comes to the price, the buying is one that a woman will

not have over with in a few minutes. Perhaps she will ask to have the jewels laid aside. She will come in next day, possibly accompanied by a friend, to give her opinion of the pearls.

So far the system has not made its appearance. Only the usual methods of selling goods have been employed. It is not until the last moment, when the sale is hanging in the balance of the woman's indecision, that the new method is introduced. Then it comes with a swiftness and certainty of results that are wonderful. It comes in the shape of a woman, the theory being that a woman is much better than a man for this kind of work. She is well dressed and refined in appearance; in fact, to judge from looks, she moves in exactly the same circle of society as the woman who is examining the pearls.

The success or failure of the scheme depends entirely upon the skill and finesse of the woman "booster." She must know just when the proper time to approach the customer has arrived and how to make the approach. She does not step up and recommend the purchase of the jewels, nor comment upon their extreme beauty. Far from it. She steps hastily up to the counter where lie the jewels. She is apparently troubled slightly over something.

"Pardon me," she says, graciously, in the most cultured and pleasing voice imaginable, with just a note of haste in her tones, "are these pearls sold?" There is a world of implication in her tones that she has been longing from her innermost heart for the jewels for a long time; there is a hint in her voice that if the answer is "No," she will promptly snatch the pearls to her heart, no matter what the cost, and fly away. Then it is time for the clerk to look hesitatingly from one to the other and to pause suggestively before replying.

But it is the woman in the case that does the work. The idea that the pearls are so desirable—that another woman wants them—instilled in the mind of the real customer, is the sole end and purpose of the system. "What? This woman to get these pearls and come dangling them before my eyes wherever I go, a constant reminder that she beat me in getting them?" thinks Mrs. Customer. "O, no." Then she says languidly to the clerk: "Yes, you may send these out to my house." At least that is what she says often enough to make the system a profitable one.

The jewelry line is not the only one wherein this method is pursued with success. The exclusive milliner or gownmaker has a good opening for the woman "booster," and in the renting or selling of real estate she is also a well considered member of the business force.

In the renting business she makes her appearance while the prospective tenant is inspecting the rooms or house. She is greatly chagrined to find that there is any one ahead of her. Her admiration of the premises

is boundless, and she points out their best points delicately while indulging in her appreciation. If, as is generally the case, the person who is really inspecting the place is a woman, the effect of another woman going into ecstasies over the same is sure to have some influence, and, besides, it is asserted that woman is just cruel enough to delight in taking away something that happens to be coveted by one of her own sex.

Whether this is true or not, the fact remains that the gentle impetus which the arrival of the woman at the opportune moment gives to a nearly completed transaction is enough to warrant congratulating the founder of the system, whoever he is, upon his ingenuity. O. H. Oyen.

### Very Personal.

Every merchant should pay himself a salary large enough to live on and confine his living expenses to that salary. It is better to pay that salary in cash every week or every month, just as he pays his clerks.

Mixing household purchases into the affairs of the store without regard to system is poor business.

The store system should be clean cut.

If the family needs merchandise give them the cash and let them buy

it over the counter like any other customers.

Declare the dividend at the end of the year in cash.

Make net cash the motto of the store.

System and a well defined store policy will do the work.—Commercial Bulletin.

It is a mortifying moment truly when a belle finds that after she marries she must share her throne in her husband's heart with the dinner bell.

Cash could cancel most of life's cynicism.

## LIVINGSTON HOTEL

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

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105 Ottawa Street,  
Grand Rapids, Michigan





**Gripsack Brigade.**

A. Moore has opened the Hotel Imperial at Bay City. It is located opposite the P. M. depot. The traveling fraternity report that the service is excellent.

E. W. Weston, for the last ten years with D. M. Amberg & Bro., has accepted a position with Mayer Bros. & Co., of Cincinnati, Ohio. Mr. Weston will cover the same territory as in the past.

John A. Sherick (Rindge, Kalmbach, Logie & Co., Ltd.) has returned from Saranac, where he attended the funeral of his son-in-law, Ward H. Ellis, who was book-keeper for the Grand Rapids Brewing Co. up to the time of his death.

Flint B. Aniba, who formerly covered the Upper Peninsula for the G. J. Johnson Cigar Co., but who has been representing the company in Kansas for several months, with headquarters in Topeka, has returned to Grand Rapids and resumed his former territory.

W. B. Dudley (Hazelton & Perkins Drug Co.), who is showing his sundry line in the Blodgett building as usual at this season of the year, will pack his twenty trunks and box up his expansive smile on Oct. 15 and start out on the warpath among those who could not make it convenient to visit him at this market.

P. H. Carroll, Michigan representative for Selz, Schwab & Co., was unexpectedly called upon to respond to "Twenty-one Years With One House," at the recent annual banquet tendered the traveling men of his house and acquitted himself so creditably that he has been given to understand that he will never be permitted to duck on the occasion of future banquets. This incident suggests the statement that but for Mr. Carroll's modesty he would long ago have become noted as an after dinner speaker. His choice of words is superb and his appearance on the floor is inspiring.

A Negaunee correspondent writes as follows: Christ White, a former Negaunee man, succeeds R. G. Quinn as the Upper Peninsula representative of the hat firm of Parrotte, Beals & Co. Mr. Beals was with the concern for some years and assisted in the management of the business. Mr. White has been with a wholesale cloak house for the past few years. Both Quinn and White obtained their first mercantile experience in Negaunee, and strange to say they were employed in the same store, both having been with M. C. Quinn, now manager of the Champion Co-operative Society's store at Beacon. Mr. Quinn was the first to go on the road. Both have been successful as traveling salesmen.

Negaunee Iron Herald: R. G. Quinn, formerly of this place, who for the past few years has made his home in Milwaukee and has covered the Upper Peninsula in the interests of some well-known hat and cap houses, has joined forces with Taylor, Kirk & Co., corner of Market street and Jackson boulevard, Chicago. Mr. Quinn will represent the new house in this section and also has a financial interest in the com-

pany; in fact, it was this latter consideration that prompted him to make the change. The head of the new company was the senior member of the Taylor & Parrotte Company, for whom Mr. Quinn formerly traveled, and the latter undoubtedly had excellent opportunity to acquaint himself with the standing and business prospects of the new firm. There is no need to bespeak orders for the new firm, for "Dick" is abundantly able to look out for that part of the enterprise himself, but his Negaunee friends will join in expressing the hope that the volume of business and the financial returns will prove every bit as remunerative as he has been led to expect.

**Organization of Auxiliary Posts.**

Flint, Oct. 3.—We wish to call the attention of members of the Knights of the Grip to the following Article, adopted at the sixteenth annual meeting of the Knights of the Grip, held in Flint in December, 1903:

Section 1. Auxiliary Posts of this Association may be organized in connection with any Post organized in any city or village, to which the wives of all members of the Post, their daughters over sixteen years of age, their mothers and sisters, and widows of deceased members shall be eligible to membership.

Sec. 2. They shall adopt a Constitution and By-Laws in harmony with that of the Post to which they shall be attached, and shall have such rights and benefits as may be accorded them by such Post.

Sec. 3. They may organize a State Association of their own members, under such rules and regulations as may be approved by the State Association of Michigan Knights of the Grip, and may hold an annual convention at the same time and place as the parent association.

A meeting place will be provided in Detroit at the time of the seventeenth annual convention to perfect this organization.

It is earnestly requested that brothers call the attention of those ladies of their families who are eligible to membership to the provisions of this Article. C. J. Lewis, Sec'y.

Detroit—Articles of association have been filed by the Way Ear Drum Co., with a capital stock of \$10,000, of which \$7,000 has been paid in patents and stock and \$1,000 in cash. The stockholders are George P. Way, Asbury O. Leonard and Walter S. Conely.

Caro—W. A. Forbes has purchased the interest of J. D. Wilsey in the planing mill and lumber yard of W. A. Forbes & Co. The business will be continued under the same style.

Quincy—Moreau Etheridge has purchased the interest of F. P. Field in the feed mill business of Etheridge & Field. The new firm will be known as Etheridge & Son.

Suttons Bay—C. D. Stanley has formed a copartnership with Gerhard Nordham, of Glandorf, Ohio, and will shortly engage in the manufacture of pail heading here.

The dying words of Buddha were these: "Decay is inherit in all component things but truth will remain forever."

**Should Not Stop at One Book.**

Melvin E. Trotter—better known as Mel Trotter, the evangelist—has written a book, entitled Jimmy Moore of Bucktown, which is based on the personal experience of the writer in Grand Rapids. All of the characters are live people who are readily identified by those familiar with the lower strata of society in the so-called Poverty Row district. While the author lays no claim to literary excellence in his production, he has succeeded in presenting an array of characters which for variety and gen-



Melvin E. Trotter

eral cussedness has seldom been equaled and probably never excelled. No more repulsive character than Fagan, the saloon keeper, was ever put between the covers of a book, while some of the female characters are equal to the principal factors in the famous Cabbage Patch.

The Tradesman has no desire to make Mel Trotter dissatisfied with his present occupation of saving souls, reforming drunkards, reuniting families and converting paupers and prostitutes into respectable people, but it is very evident to those who have had the pleasure of perusing Jimmy Moore that he has struck his gait as a writer of the slum and that he should not permit his descriptive powers to languish until he has added at least a dozen companion pieces to his initial effort.

The price of the book is 75 cents.

**The Boys Behind the Counter.**

Alpena—Joseph H. Bradley, formerly in charge of the cloak department of Partridge & Blackwell (Detroit), has taken a similar position with I. Cohen.

Lapeer—Frank J. Mann has entered upon his new duties as manager of the Lapeer Hardware Co. The store is owned by J. B. Sperry, of Port Huron.

Battle Creek—Frank Colemand has severed his connection with W. N. Gleason, the grocer, to take a position with the Peoples Co-operative Grocery.

Calumet—Joseph Goldsworthy has taken a position as salesman with Albert Ruttenberg. Mr. Goldsworthy was employed by that firm some time ago.

Johannesburg—S. S. Claggett is about to remove to this place from Grayling, where he will conduct a dry goods store for N. Michelson.

Albion—Senator A. D. Bangham, one of Albion's leading druggists, announces some changes in his store. C. A. Fisher, his right hand man, has gone to Bremen, Ind., where he has purchased a drug store in partnership with his brother. Dr. Bangham has secured the services of Thomas Arbran, of Detroit, who has had several years' experience in the drug business. Tom Ramsdell has also entered Dr. Bangham's employ.

Ann Arbor—Charles Stocking, of Stockbridge, has taken a position in the Calkin drug store.

Baraga—Charles J. Boyle has resigned his position as manager of the Baraga store, to take effect Oct. 1. Mr. Boyle has been in the employ of the Nesters for the past fifteen years and has been one of their trusted and highly prized employes, but owing to poor health he deems a change advisable.

Decatur—H. R. Macdonald, formerly a pharmacist in Abel's store, in South Haven, has taken a clerkship in the drug store of E. S. Peterson.

Charlevoix—W. D. Jacobs, who has been employed at Berry's clothing store, has taken Will Campbell's place in Bedford's grocery and shoe store, Mr. Campbell having resigned to take a position as rural carrier on route No. 4 to Norwood.

Charlotte—Fiske Bangs will manage the new drug store soon to be opened here by the Drs. Weaver.

**A Very Smart Man.**

Two Hebrew merchants, living on the great East Side of New York, were dickering over a sale of goods. The price at which the seller offered to dispose of his wares was so ridiculously low, that Joe Welch, the actor, who was in the locality studying types for the new play he is to star in the coming season—this anecdote is new and a fact—was surprised when the proposed purchaser refused to take them. After the vendor had left, he asked the other man why he had not snapped at such an evident bargain.

"Vell," was the answer, "Dot man Isaacs pe a very smart mans!"

"But what has that to do with it?" asked Welch.

"Vell, I pe afraid of him."

"Afraid of him? Why?"

"By golly! He's such a smart mans! He's mooch smarter dan me! Say, dot mans could haf married my wife, und de didn't. He's smarter mans dan me, py golly."—Era Magazine.

A. E. Howell, Secretary and Treasurer of the "Sanita" Comb Manufacturing Co., Grand Rapids: Enclosed find check for \$5 in payment of five years' subscription to your "yellow" journal. Mrs. Howell and I think we could not keep house without the Tradesman. I know of no other trade paper that contains so much valuable information for the business man, as well as interesting reading for the home.

There are two kinds of people in this world, the croakers and the workers. The croakers never work and the workers never croak.



## DRUGS

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

### Michigan State Pharmaceutical Association.

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

### Improved Methods in Production of Formosa Camphor.

The Treasury Department has decided to carry to the courts the question of whether camphor from Formosa is refined or not. If refined, the duty on it is 6 cents a pound. If crude, as is claimed by the importers, it is free of duty. The Board of General Appraisers has decided that it is crude, but the Department has refused to accept that ruling, and has instructed Collectors to continue classifying it as refined.

This issue is the result of the improved methods in the production of camphor introduced by the Japanese government. Practically all the world's supply of camphor comes from Formosa, and when the industry was in private hands the methods used in extracting it from the trees were so crude that large quantities of impurities were mixed with it. Now the camphor as prepared for shipment in Formosa is practically pure, and the Treasury Department holds that it ought to pay duty as such, although it is admitted that it has gone through no additional process of refining.

Prior to 1899 the camphor industry in Formosa was in private hands. It was very wastefully conducted, and it was found that the production was usually much in excess of what the market needed, and that prices therefore were so low as to be unprofitable. The private producers also destroyed almost as many trees as they used, and made no effort to supply the loss by replanting. Although large quantities of camphor were produced, the production of camphor oil, which is a very valuable commodity, was very small, all this material being allowed to go to waste.

When the government took hold of the industry it put a limit on the season of manufacture, the quantity to be made, and the number of kilns, and defined the district in which the industry could be carried on. The producers are compelled to sell all their production to the government at a fixed price, which is regulated according to the supply and the market conditions. A standard of quality is fixed, and the producers are rigorously compelled to live up to it. The product is marketed through a

monopoly agent, in this case an English firm.

As the camphor tree grows in unexplored forests there are no reliable statistics as to the supply in sight, but it is roughly estimated that there is enough for forty or fifty years at the present rate of consumption. Since the government took over the industry millions of young trees have been planted, and this work is constantly carried on, so that the supply is practically inexhaustible.

### What Is Chymosin Composed Of?

Chymosin, or rennin, as it is now usually termed, is a ferment of enzyme contained along with pepsin in calves' and pigs' stomachs, it being more abundant in the calf's stomach. It causes coagulation of milk, and this property distinguishes it from pepsin, which has no such coagulating property. Pepsin, as formerly prepared, did coagulate milk, but this was due to contamination with rennin; the purest forms of pepsin (scale and powder) of the present day market are devoid of this contaminant, and hence do not coagulate milk. Chymosin is soluble in weak salt solutions, while pepsin is not, and advantage is taken of this property in obtaining chymosin. According to the specifications of a United States patent, granted in 1886, chymosin is made by macerating the stomach of the calf or pig in a ½ per cent. salt solution and acidulating with a mineral acid, when the mucous matter rises to the surface of the liquid and may be skimmed off and rejected. The solution is then filtered and the filtrate saturated with salt (sodium chlorid) when, upon standing, the ferment chymosin rises to the surface of the liquid, and may then be collected, washed and carefully dried. The various extracts and essences of rennet owe their peculiar properties to the presence of chymosin or rennin. This ferment acts in neutral, acid or alkaline solutions, most slowly in alkaline solutions, an excess of the latter impeding its action entirely. In using the ferment or an extract essence containing it to coagulate milk the latter should be warmed to about 100 deg. Fahrenheit before adding the coagulant. A much lower temperature will prevent the action of the ferment and a much higher one will destroy it altogether. Thos. Willetts.

### The Drug Market.

Opium, Morphine and Quinine—Are all steady at unchanged prices.

Carbolic Acid—On account of very large demand and higher foreign market has been advanced 1c per pound.

Balm Gilead Buds—Stocks are small and prices are advancing.

Cantharides—Stocks are concentrated and prices very high.

Chloroform—Price has been reduced 5c per pound by manufacturers. This reduction was unexpected and no reason is assigned for it.

Lycopodium—Is scarce and advancing.

Oil Cloves—Is firm and tending higher.

American Saffron—Is in small supply and high prices still rule.

Gum Camphor—Is very firm and an advance is looked for.

Coriander Seed—Has again advanced and is tending higher.

Linseed Oil—Is dull.

### How to Find Tapeworms.

A certain specialist in a near-by State built up a large business on his wonderful success in removing tapeworms. Nearly every patient treated yields up a worm from twenty to twenty-five feet long, to the great relief of the patient and financial relief of the specialist.

His method is simplicity itself. It is based on the old principle of planting what you want to find, and then with much spectacular effect finding it. The patient is given a large capsule and admonished to return the next day for further treatment. Upon doing so he receives a liberal dose of a brisk cathartic and soon passes a voluminous amount of silk tape which has been jointed to simulate a tapeworm, and which the patient has swallowed in the rather large capsule given him the previous day!

Ezra J. Ware.

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

## HOLIDAY GOODS

Our line is now complete  
 Comprising everything desirable in

Druggists' and Stationers'

Fancy Goods, Leather Goods, Albums,

Books, Stationery, China.

Bric-a-Brac, Perfumery, Xmas Goods,

Games, Dolls and Toys.

OUR LARGE SAMPLE ROOM  
 (25 x 125 feet)

Is completely filled with one article of a kind.

### One Visit

Will make you a permanent customer, as our line and prices are sure to please you.

A liberal expense allowance will be made on your holiday purchases. Write for particulars.

All goods in stock for prompt or future shipment. Terms liberal.

FRED BRUNDAGE

Wholesale Druggist

32-34 Western Ave. Muskegon, Mich.

## Two Special PERFUMES

### DOROTHY VERNON

Distinctively new in character.  
 Standard demand.  
 Sold by the leading drug houses.

### Alsatian Roses

This new rose odor is now having a splendid sale. The advertising is effective. Order one pint bottle Alsatian Roses with samples and rose art plates, also window display, all packed in box for shipment of your jobber or direct.

The window display will be attractive for your holiday line.

The JENNINGS PERFUMERY CO.

GRAND RAPIDS

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

## Forest City Paint

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

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

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

It's an eye-opener.

Forest City Paint  
 & Varnish Co.

Cleveland, Ohio

## DON'T FAIL

to see the

GRAND RAPIDS STATIONERY CO.'S

display of

## HOLIDAY GOODS

before placing order.

Liberal expense allowance to purchasers.

GRAND RAPIDS STATIONERY CO.

29 North Ionia St.

Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced— Declined—

Table listing various pharmaceutical products such as Acetium, Benzoinum, Boracic, Carbolium, Citricum, Hydrochlor, Nitrosum, Oxalicum, Phosphorium, Salicylicum, Sulphuricum, Tannicum, Tartaricum, Ammonia, Aqua, Carbonas, Chloridium, Aniline, Baecae, Balsamum, Cortex, Ferru, Folia, Gummi, Herba, Magnesia, Oleum, Erechtithos, Erigeron, Gaultheria, Geranium, Gossippil, Hedeoma, Juniper, Lavendula, Limonis, Mentha Piper, Morrhuae, Myrica, Olive, Pielis Liquid, Rieina, Rosmarini, Rosae, Saccini, Sabina, Santal, Sassafras, Tigliil, Thyme, Theobromas, Potassium, Radix, Semen, Spiritus, Symplocarpus, Valeriana, Zingiber, Aconitum, Aloes, Arnica, Assafoetida, Atropine Belladonna, Benzoin Co, Barosma, Catharides, Capsicum, Cardamon, Castor, Catechu, Cinchona, Cinchona Co, Columba, Cubebae, Cassia Acutifol, Cassia Acutifol Co, Digitalis, Ergot, Ferri Chloridum, Gentian, Guaiaca, Guaiaca ammon, Hyoscyamus, Iodine, Iodine, colorless, Kino, Lobelia, Myrrh, Nux Vomica, Opil, Opil comphorated, Opil, deodorized, Quassa, Rhatany, Rhei, Sanguinaria, Serpentaria, Stramonium, Tolutan, Valerian, Veratrum Veride, Zingiber, Aether, Spts Nit 3, Aether, Spts Nit 4, Alumen, sr'd po 7, Annatto, Antimoni, po, Antimoni et Po T, Antipyrin, Antifebrin, Argenti Nitras, or, Arsenicum, Balm Gilead buds, Bismuth S N, Calcium Chlor, 1s, Calcium Chlor, 1/2s, Calcium Chlor, 1/4s, Cantharides, Rus, Capsici Fruc's af., Capsici Fruc's po, Cap'i Fruc's B po, Caryophyllus, Carmine, No 40, Cera Alba, Cera Flava, Crocus, Cassia Fructus, Centraria, Cetaceum, Chloroform, Chloro'm, Squibbs, Chloral Hyd Crst, 1, Chondrus, Cinchonidine P-W, Cinchonid'e Germ, Cocaine, Corks list d p et, Crocus, op, Creta, Creta, prep, Creta, precip, Creta, Rubra, Crocus, Cudbear, Cupri Sulph, Dextrine, Ether Sulph, Emery, all Nos., Emery, po, Ergota, Flake White, Galla, Gambler, Gelatin, Cooper, Gelatin, French, Glassware, fit box, Less than box, Glue, brown, Glue, white, Glycerina, Grana Paradisi, Humulus, Hydrarg Ch Mt, Hydrarg Ch Cor, Hydrarg Ox Ru'm, Hydrarg Ammo'l, Hydrarg Ungue'm, Hydrargurym, Ichthyobolla, Am, Indigo, Iodide, Resubl, Iodoform, Lupulin, Lycopodium, Macis, Liquor Arsen et, Hydrarg Iod, Liq Potass Arsinit, Magnesia, Sulph, Magnesia, Sulh bbl

Continuation of the drug price list, including items like Mannia, S F, Menthal, Morphia, S P & W, Morphia, S N Y Q, Morphia, Mal, Moschus Canton, Myristica, No. 1, Nux Vomica, Os Sepla, Pepsin Saac, H & P D Co, Picis Liq NN 1/2, Gal doz, Picis Liq, qts, Picis Liq, pints, Pil Hydrarg, po 80, Piper Nigra, po 22, Piper Alba, po 35, Plix Burgum, 10, Plumbi Acet, 10, Pulvis Ip'e et Opil, 1, Pyrethrum, bxs H, P & D Co. doz., Pyrethrum, pv, Quassia, Quina, S P & W, Quina, S Ger., Quina, N Y, Rubia Tinctorum, Saccharum La's, Salacin, Sanguis Drae's, Sapo, W, Sapo, M, Sapo, G, Seidlitz, Mixture, Sinapis, Sinapis, opt, Snuff, Maccaboy, De Voes, Snuff, S'h De Vo's, Soda, Boras, Soda, Boras, po, Soda et Pot's Tart, Soda, Carb, Soda, Et-Carb, Soda, Ash, Soda, Sulphas, Spts, Cologne, Spts, Ether Co., Spts, Myrcia Dom, Spts, Vini Rect bbl, Spts, V'i Rect 1/2 b, Spts, V'i R't 10 gl, Strychnia, Crystal, Sulphur, Subl, Sulphur, Roll, Tamarinds, Terebenth Venice, Theobromae, Vanilla, Zinci Sulph, Oils, Whale, winter, Lard, extra, Lard, No. 1, Linsed, pure raw, Linsed, boiled, Neatsfoot, w str., Spts, Turpentine, Paints bbl L, Red Venetian, Ochre, yel Mars, Ochre, yel Ber, Putty, commer'l, Putty, strictly pr, Vermillion, Prime, American, Vermillion, Eng., Green, Paris, Green, Feninsular, Lead, red, Lead, white, Whiting, white S'n, Whiting, Gliders, White, Paris, Am'r, Wh't'g, Paris, Eng, cliff, Universal Prep'd, Varnishes, No. 1 Turp Coach, Extra Turp, Coach Body, No. 1 Turp Furn, Extra T Damar, Jap Dryer No 1 T

You are invited to inspect our Holiday Line on exhibition on and after Sept. 12, 1904 in the Blodgett Building opposite our office Hazeltine & Perkins Drug Co. Grand Rapids, Michigan

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

Table with columns: ADVANCED, DECLINED. Lists various commodity prices.

Index to Markets By Columns

Index to Markets table listing categories like Axle Grease, Bath Brick, Confections, Dried Fruits, etc., with corresponding column numbers.

1 2

Main commodity price table with columns 1 and 2, listing items like AXLE GREASE, BAKED BEANS, BUTTER COLOR, etc.

3 4

Main commodity price table with columns 3 and 4, listing items like Cotton Wndsor, COCOA, COCOANUT, COFFEE, etc.

5

Main commodity price table with column 5, listing items like Linen Lines, FLAVORING EXTRACTS, GRAIN BAGS, etc.



**SPECIAL PRICE CURRENT**

**AXLE GREASE**



Mica, tin boxes .75 9 00  
Paragon .....55 6 00

**BAKING POWDER**  
Jaxon Brand

**JAXON**

1/4 lb. cans, 4 doz. case 45  
1/2 lb. cans, 4 doz. case 85  
1 lb. cans, 2 doz. case 60

**Royal**

10c size. 90  
1/4 lb cans 135  
6 oz cans 190  
1/2 lb cans 250  
3/4 lb cans 375  
1 lb cans 480  
3 lb cans 1300  
5 lb cans 2150

**BLUING**

Arctic 4 oz ovals, p gro 4 00  
Arctic 8 oz ovals, p gro 6 00  
Arctic 16 oz ro'd, p gro 9 00

**BREAKFAST FOOD**

Walsh-DeRoo So.'s Brands



Sunlight Flakes  
Per case .....\$4 00  
Wheat Grits  
Cases, 24 2 lb. pack's. \$2 00

**CIGARS**



G. J. Johnson Cigar Co.'s bd.  
Less than 500.....33 00  
500 or more.....32 00  
1,000 or more.....31 00

**COCOANUT**

Baker's Brazil Shredded



70 1/4 lb pks, per case. 2 60  
85 1/2 lb pks, per case. 2 60  
38 3/4 lb pks, per case. 2 60  
16 1/2 lb pks, per case. 2 60

**FRESH MEATS**

**Beef**  
Carcass. .... 4 @ 7 1/2  
Forequarters. .... 4 @ 5 1/2  
Hindquarters. .... 6 @ 8 1/2  
Loins. .... 9 @ 13  
Ribs. .... 8 @ 11  
Rounds. .... 6 @ 7  
Chucks. .... 4 1/2 @ 5  
Plates. .... @ 4

**Pork**  
Dressed. .... @ 6 1/2  
Loins. .... @ 12  
Boston Butts. .... @ 11  
Shoulders. .... @ 10  
Leaf Lard. .... @ 7 1/2

**Mutton**  
Carcass. .... 5 @ 5 1/2  
Lamb's. .... 6 @ 8

**Veal**  
Carcass. .... 5 1/2 @ 8

**Karo**  
CORN SYRUP

24 10c cans .....1 54  
12 25c cans .....2 30  
4 50c cans .....3 30

**COFFEE**

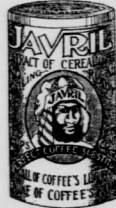
Roasted  
Dwinell-Wright Co.'s Bds.



White House, 1 lb.....  
White House, 2 lb.....  
Excelsior, M & J, 1 lb...  
Excelsior, M & J, 2 lb...  
Tip Top, M & J, 1 lb...  
Royal Java .....  
Royal Java and Mocha..  
Java and Mocha Blend..  
Boston Combination ....  
Distributed by Judson  
Grocer Co., Grand Rapids;  
National Grocer Co., De-  
troit and Jackson; F. Saun-  
ders & Co., Port Huron;  
Symons Bros. & Co., Bag-  
inaw; Meisel & Goeschel,  
Bay City; Godsmark, Du-  
rand & Co., Battle Creek;  
Fielbach Co., Toledo.

**COFFEE SUBSTITUTE**

Javril



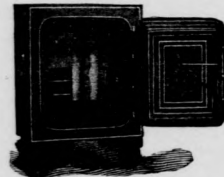
2 doz. in case. ....4 50



**CONDENSED MILK**

4 doz. in case  
Gall Borden Eagle....6 40  
Crown .....5 90  
Champion .....4 52  
Daisy .....4 70  
Magnolia .....4 00  
Challenge .....4 40  
Dime .....3 85  
Peerless Evap'd Cream 4 00

**SAFES**



Full line of the celebrated  
Diebold fire and burglar  
proof safes kept in stock  
by the Tradesman Com-  
pany. Twenty different  
sizes on hand at all times  
—twice as many safes as  
are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

**STOCK FOOD.**

Superior Stock Food Co.,  
Ltd.  
\$.50 carton, 36 in box.10.80  
1.00 carton, 18 in box.10.80  
12 1/2 lb. cloth sacks... .84  
25 lb. cloth sacks... 1.65  
50 lb. cloth sacks... 3.15  
100 lb. cloth sacks... 6.00  
Peck measure ..... .90  
1/2 bu. measure..... 1.80  
12 1/2 lb. sack Cal meal .39  
25 lb. sack Cal meal.. .75  
F. O. B. Plainwel, Mich.

**SOAP**

Beaver Soap Co.'s Brands



100 cakes, large size. 6 50  
50 cakes, large size. 3 25  
100 cakes, small size. 3 85  
50 cakes, small size. 1 95

Tradesman Co.'s Brand



Black Hawk, one box. 2 50  
Black Hawk, five bxs. 2 40  
Black Hawk, ten bxs. 2 35

**TABLE SAUCES**

Halford, large .....3 75  
Halford, small .....2 25

Place Your  
Business

on a  
Cash Basis  
by using

our  
Coupon Book  
System.

We  
manufacture  
four kinds  
of

Coupon Books  
and

sell them  
all at the  
same price  
irrespective of  
size, shape  
or

denomination.  
We will  
be  
very  
pleased  
to

send you samples  
if you ask us.  
They are  
free.

Tradesman Company  
Grand Rapids

**For  
Easy  
Business**

the one solid month of it  
that's only a few weeks away  
—what preparations are you  
making?

Remember last year you kept  
talking "time enough" and  
the first thing you knew it  
was December 1st with noth-  
ing done.

If it's this year's December  
profits you want to deposit in  
your bank begin now the pre-  
parations that will make them  
yours.

First get

**Our October  
Catalogue**

which points the way

both in goods and methods, to  
both the easy business for  
December and the more busi-  
ness for now.

In other words, our October  
catalogue shows all our goods  
—Holiday and regular. And  
every department has con-  
tributed its quota of "yellow  
page" things for retailers' use  
in booming trade right now.

Get our October catalogue.  
Use its goods and hints for  
more business now. And  
from the Holiday goods it dis-  
plays choose the things for  
easy business in December.

Mention No. J516.

**Butler Brothers**

Wholesalers of Everything  
By Catalogue only

New York Chicago St. Louis

**HARNESS**

We want your harness and collar  
orders. We have out some new  
styles and prices. Send us sample  
orders. We have got our collar  
factory going and can give you  
the best on the market. Our new  
catalogue is nearly ready. Send  
for one.

Wholesale Only

**BROWN & SEHLER CO.**

West Bridge St.

GRAND RAPIDS, MICH.

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

**The Old  
National Bank**

GRAND RAPIDS, MICHIGAN

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

**3%**

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

The Largest Bank in Western  
Michigan

Assets, \$6,646,322.40

**Make Your Own Gas**

From Gasoline

one quart lasts 18 hours giving  
100 candle power light in our

**BRILLIANT Gas Lamps**

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

**Brilliant Gas Lamp Co.**

42 State St., Chicago, Ill. 100 Candle Power



**AUTOMOBILE BARGAINS**

1903 Winton 20 H. P. touring car, 1903 Waterless  
Knox, 1902 Winton phaeton, two Oldsmobiles, sec-  
ond hand electric runabout, 1903 U. S. Long Dis-  
tance with top, refinished White steam carriage  
with top, Toledo steam carriage, four passenger,  
dos-a-dos, two steam runabouts, all in good run-  
ning order. Prices from \$200 up.

ADAMS & HART, 12 W. Bridge St., Grand Rapids.

**Freight Receipts**

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

BARLOW BROS., Grand Rapids

# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

**BUSINESS CHANCES.**

First class drug store doing a prescription business. Good thing for young man with energy. Best reasons for selling. Address No. 911, care Michigan Tradesman. 911

For Sale—Store building, dwelling and barn, \$1,800. Stock of goods about \$2,700. Might take part income real estate. Address No. 912, care Michigan Tradesman. 912

Special Bargain—500 farms, stock ranches, Kansas or Missouri. Write for my free list. F. H. Humphrey, Fort Scott, Kan. 914

For Sale—Hardwood Island, one of the group of Apostle Islands near Bayfield, Wisconsin. Island contains 1,330 acres, and is heavily timbered with 1,500,000 feet of hardwood and 10,800 cords of cord wood. Beautiful place for summer resort, and will make fine farm after timber is cut. Price, \$10 per acre. Will consider improved property in part payment. Address Hazen & Kuehnow, Duluth, Minn. 916

Incorporate for \$20; use the federal laws enacted by Congress for the District of Columbia; no annual tax and no personal liability; expert service guaranteed. Write for full particulars to W. W. Fentress, 12 Twelfth St., S. E., Washington, D. C. 917

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

We have some good farm lands for exchange on cash basis for stocks of general merchandise. C. N. Sonnesyn & Co., Butterfield, Minn. 897

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

Wanted—A large second-hand fire proof safe; must be cheap. J. M. Perry, Tustin, Mich. 904

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. 908

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

Wanted—Stock of merchandise. We pay cash and rent store. Address particulars, J. A. Becker, St. Charles, Mich. 866

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

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

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—A good clean drug business in one of the best towns of Michigan. Good reason for selling. Address No. 873, care Michigan Tradesman. 873

Look at our advertisement No. 735. We have Wayland and Bradley mills left. Give us an offer. We want to sell them at once. Henderson & Sons Milling Co., Grand Rapids, Mich. 875

For Sale—Stock of dry goods and groceries; new stock; old established trade; best town in Michigan; other business and ill health reason for selling. Lock Box 738, Durand, Mich. 876

Wanted—Location for stock of dry goods. Would buy general store. Small place preferred; invoice \$3,000 or \$4,000. E. E. Tice, Paw Paw, Mich. 877

For Sale—20 shares of 1st preferred stock of Great Northern Portland Cement Co. stock for \$1,200. Address Lock Box 265, Grand Ledge, Mich. 835

F. M. Quick  
D. A. Quick  
C. R. Quick

Citizens' Phone  
No. 94

**F. M. QUICK & CO.,**

Staple and Fancy Groceries,

Shoes and Dry Goods.

Nashville, Mich., Sept 21 1904

*Mich Tradesman  
Gentlemen - through  
our add in The Tradesman  
we have sold our stock  
of Wde to Brower Bros.  
You will kindly remove  
the add and oblige a  
F. M. Quick & Co  
Box 2177.*

Cash for your stock—Or we will close out for you at your own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 577 West Forest Ave., Detroit, Mich. 2

A firm of old standing that has been in business for fifteen years and whose reputation as to integrity, business methods, etc., is positively established, desires a man who has \$5,000 to take an active part in the store. This store is a department store. Our last year's business was above \$60,000. The man must understand shoes, dry goods or groceries. The person who invests this money must be a man of integrity and ability. Address No. 571, care Michigan Tradesman. 571

For Sale—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

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

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. Freyisen, 167 Dearborn St., Chicago. 837

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

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

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

Bakery—I will sell my bakery with or without property, a good chance. Write to Raymond Riede, Apen, Colo. 854

Rubber Culture in Mexico. Safe and profitable. Good opportunity for large or small investors. Creates increasing income for life and longer. Address Charles W. Calkins, Grand Rapids, Mich. 837

For Sale—A fine bazaar stock in a lumbering town in Northern Michigan, county seat. Price right. Good reasons for selling. Must be sold at once. Address Rogers Bazaar Co., Grayling, Mich. 606

Attention, For Sale—Flour, feed, buck-wheat mills and elevator at Waukegan, 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

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—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 Rent or Sale—Two-story brick building, also small stock of goods. Will sell cheap. Address Box 387, Portland, Mich. 860

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

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

**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.**

Salesman Wanted—Experienced dry goods salesman who can do trimmings; must be good salesman and stock-keeper; one from medium sized town who wants position in city of 15,000. State salary. Address Herbert N. Bush, Flint, Mich. 915

Wanted at Once—Registered clerk to take charge of drug stock in country general store; good wages and steady position for right man. Telephone or write, stating wages and experience. Arthur Steere, McBrides, Mich. 918

Traveling Men—New thing; staple; unique method; carry in pocket; large commission. Address W. M. Wood, 167 Wabash Ave., Chicago. 913

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. 852

**AUCTIONEERS AND TRADERS**

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

Want Ads. continued on next page.

### Some Annoyances Which Attend Co-Operative Distribution.

Ishpeming, Oct. 3—It is expected that the Scandinavian Co-Operative Society, which has conducted a general mercantile business here for the past six years, will soon be dissolved, and that the stockholders, or at least two-thirds of them, will organize a stock company, continuing the business at the old stand and under the present management.

The stock company idea was suggested by John Eman, the manager, who thinks that the stockholders will be better off with the proposed new organization than they are under the laws governing the Co-Operative Society. The proposed company will be formed under the Michigan liability laws, with a capital stock of \$30,000, divided into 6,000 shares, at a par value of \$5 each.

Since the failure of the Finnish Co-Operative Society about a year ago many who have money invested in the co-operative stores have less confidence in that plan than they had previously. About the time of the failure the demand for a refund of money invested by the stockholders was greater than the Scandinavian Society could afford to meet. All it possessed for the support of the enterprise was the money invested. If all were allowed to draw out their money the foundation of the concern would fall away. Finally the Board of Directors decided to defer payments until such time as the financial condition of the Society was improved, there being a clause in the by-laws by which the Board had this right. The excitement soon subsided and conditions resumed their normal state. There was a slight falling off of receipts, due principally to the fact that a number of customers had moved away. This caused a further curtailment on the part of the management, resulting in a most satisfactory showing in the statement at the two subsequent meetings.

The proposition to dissolve the old Society and reorganize as a stock company, to be known as the Ishpeming Store Co., started another period of excitement among some of the stockholders. Many of them called at the store demanding an explanation, and asking for their money. As Manager Eman produced his books and statements, showing that the proposed move would be beneficial to all concerned and that a number of the shareholders had already signed an agreement for the change they gradually began to fall into line. Up to yesterday 160 of the 260 stockholders had signed. Among the signers are most of the Society's heaviest shareholders.

Under the laws of the State the Co-Operative Society can be dissolved as soon as two-thirds of the stockholders agree to the change. Mr. Eman is certain that more than that number will sign the list. As soon as the required number of signatures have been secured an organization will be perfected, and steps will be taken to buy in the stock of merchandise and real estate at a sale to take place later. Any stockholder, or any

party of stockholders, can bid at the sale. If the stock is bought at seventy-five cents on the dollar the stockholders not included among those favoring the change will be paid off on a basis similar to that represented in the purchase price.

Some of the shareholders are so well pleased with the new plan that they have agreed to invest more money than they have in the present organization. Under the co-operative plan the shareholder who has \$300 invested has no more to say than the man with \$5. Each has but one vote. Under the new organization a shareholder will have one vote for each share of stock he holds. Thus it is thought that the affairs of the company can be handled more satisfactorily than is possible under the present plan.

According to the last financial statement, issued in July, the Society is in good condition. Its stock of merchandise inventoried \$17,823.01, and the accounts receivable footed up \$7,825.17; the cash on hand was \$849.49. Several other items, including real estate, horses, wagons, fixtures, etc., brought the total to \$40,038.04. The liabilities were: Capital stock, \$26,345; accounts payable, \$4,623.38; notes payable, \$2,515; bonds, \$3,020; interest and dividend, \$212.82; personal accounts payable, \$310.67; surplus on hand, \$3,011.17.

The Society skipped its last semi-annual dividend, it having been determined by the Board of Managers that the earnings might better be applied to the payment of outstanding accounts. The annual dividends paid prior to the last semi-annual meeting have amounted to 5 per cent., while the reductions in the liabilities will show that the earnings have been between 15 and 20 per cent. Mr. Eman figures that under the new organization the dividends will be even larger.

### Detailed Review of the Grain Market.

The wheat market has been comparatively quiet the past ten days. While fluctuations have been sharp at times, the range in values has been narrow, covering a spread of about 3c per bushel.

Exports of both wheat and flour are light. We are above an export basis. Cables command very little attention. Our domestic markets, advancing or declining as the case may be, are entirely independent of the foreign situation.

Taking into consideration the facts set forth from the official figures of this crop, as compared with last year, we have a deficiency of practically 105,000,000 bushels of wheat in the United States this year. From a statistical standpoint we have not a bushel of wheat to spare for export, and the few millions already sent out of this country will have to be replaced by importations.

The exports from the United States and Canada of both wheat and flour, figured as wheat, since the first of July have been, according to Bradstreet's, about 19,000,000 bushels, as compared with about 40,000,000 bushels for the same period last year. On the other hand, the visi-

ble supply, as given by the same journal, is only about one million bushels less than last year.

There is a good demand for choice old corn and the cash market has shown an advance of 2@3c per bushel in ten days. The bulk of the new crop has matured and was not hurt by frosts. There will be some poor corn in the northern tier of states, but the bulk of this corn is used for home consumption and is not put upon the outside markets.

The trade in oats has been rather lighter than usual. Farmers have been busy with fall work and receipts at country points have been light. Prices are practically unchanged.

The new bean crop is coming forward in fine shape. The bulk of the crop has been harvested and is under cover. The quality is fine, the beans are white, even in size and unusually free from colored beans. There has been a fairly good demand for both prompt and deferred shipment, November and December shipments being at about 5c per bushel discount.

L. Fred Peabody.

### Gas Company Purchased by Grand Rapids Men.

All of the bonds and \$92,000 of the \$100,000 capital stock of the Cheboygan Gas Light Company have been purchased by a syndicate of Grand Rapids gentlemen composed of C. C. Follmer, Guy W. Rouse, L. T. Wilmarth, Frank T. Hulswit, Ralph Child, Howard Thornton and E. A. Stowe.

The bond issue will be increased from \$50,000 to \$75,000, but only \$50,000 of the bonds will be issued at this time, the remainder being reserved for future extensions and improvements. The amount of the capital stock will not be changed. The officers of the new corporation are as follows:

President—E. A. Stowe.

Secretary—Guy W. Rouse.

Assistant Secretary—Ralph Child.

Treasurer—L. T. Wilmarth.

The company began furnishing gas to the consumers of Cheboygan Sept. 1 and already has about sixty customers. It is expected that this number will be increased to 150 consumers before snow flies. The plant is located at the head of navigation on Cheboygan River and a dock will be immediately constructed, on which coal may be gotten in by cargo, instead of by rail, as heretofore. The company owns five miles of street mains and one of the best and most modern gas plants in the country, the construction having been conducted under the personal supervision of Fred W. Freese, of Ft. Wayne, who enjoys the reputation of being one of the best gas engineers and gas works constructors in the United States. Mr. Freese will remain with the company for several weeks in an advisory and managerial capacity and will probably purchase a block of stock and consent to act as one of the directors.

About twenty Cheboygan business men are already stockholders in the company and an opportunity will be given others to acquire stock on an

advantageous basis. At least two directors will be selected from among the Cheboygan contingent and probably the Vice-President of the corporation will be located there.

The company has numerous extensions and improvements under advisement and will undertake to make the plant the most complete of any plant of its size in the State.

Detroit—The Detroit Bent Goods Co. has been organized with \$25,000 capital stock, of which \$2,500 has been paid in in cash. The stockholders are William C. Duffers, Detroit; John Hartnett, Elihu Wigle, John Wigle, Andrew W. Davidson and John Hartnett, trustee, Windsor, and Albert L. Fox, Walkerville.

Detroit—The McDonald-Sheeran Cigar Co. has been organized with a capital stock of \$10,000, of which \$7,500 has been paid in in property, the new company taking over the D. A. C. Cigar Co. The stockholders are Robert McDonald, James E. Sheeran, Edward Totte and Henry Totte.

Leroy—Frank Smith has purchased the grist mill property here of the administrator of Marilla E. Hughton and will continue the business under the style of the Leroy Milling Co. Additions and improvements to the amount of about \$1,500 will be made by the purchaser.

Detroit—The American Electrical Heater Co. has filed notice of increase of capital stock from \$50,000 to \$115,000. Of this amount \$100,000 is common stock and \$15,000 preferred stock.

### BUSINESS CHANCES.

For Sale—Only Cigar and billiard parlor in town of 6,000. Doing good business. About \$2,000 needed. Reason for selling, sickness. Will exchange for part property. Address No. 919, care Michigan Tradesman. 919

For Sale—Small manufacturing business in best town of 10,000 in Michigan. This business is free and clear and pays 60 to 70 per cent. on capital invested. Will inventory about \$4,000. Will bear strictest investigation and is an excellent opportunity for a moderate sum to afford an excellent income. Address No. 920, care Michigan Tradesman. 920

### AUCTIONEERS AND TRADERS.

J. L. McKennan & 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

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

### 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 3½ miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house, good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501